

# RAYMOND JAMES®

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## RAYMOND JAMES WELCOMES \$2.4 BILLION TEAM IN SOUTH FLORIDA

ST. PETERSBURG, Fla. – Raymond James has recruited the largest team in its history to two offices in South Florida, according to **Tash Elwyn**, president of Raymond James & Associates (RJA) Private Client Group – the firm’s traditional employee broker/dealer.

[The Americas Group](#) has joined Raymond James from Morgan Stanley, where they collectively managed over \$2.4 billion in client assets and were one of the largest groups at that firm. The team comprises veteran financial advisors **Don d’Adesky, W. Kristopher Lemke, Matthew Cicero, Jose Cabrera Sr., Kevin Gourrier** and **Ryan Weber**, along with service associates **Carmen Rivera, Marisa Breton, Joanne Novie, Vernadine Crespo, Kristina Cabrera** and **Jose Cabrera, Jr.** They will serve clients from existing Raymond James offices in both Boca Raton and Miami, Florida.

“We are delighted to have attracted The Americas Group, which is widely recognized as one of the most successful advisor teams in the country, to join our firm in South Florida,” said Elwyn. “Their decision to join us is testament to our technology and support platform and our service-first culture. We are honored to have the opportunity to partner with the team in support of their clients.”

The Americas Group’s core client base includes high net worth individuals, institutions and banks primarily located in the U.S. and the Caribbean region.

“Raymond James has rolled out the red carpet for us,” said Managing Director and Senior Vice President, Investments, d’Adesky, who heads the team’s Boca Raton practice. “When considering a move it was very important to us that the firm we partnered with not only offered sophisticated products and technologies to support our business and serve our clients, but also had a reputation for allowing its advisors to control their practices, provided access to both institutional and retail senior leadership and always put its clients’ interests first.”

Jose Cabrera Sr., managing director and senior vice president, investments, who heads the group’s Miami practice, added, “Raymond James offers us a platform that is consistent with our business model, particularly in the fixed income area, and provides our high net worth and institutional clients with the necessary resources for achieving their investment objectives.”

D’Adesky began his financial services career in 1987 with Cantor Fitzgerald in Beverly Hills, California, following his graduation from USC with a Business Administration degree. He returned to the east coast with Lehman Brothers in 1992, where he began serving institutional clients in the Americas. In 2009, he joined Smith Barney prior to the firm’s acquisition by Morgan Stanley. D’Adesky has been a perennial member of *Barron’s* top advisor lists and the *Financial Times* FT 400.

Cabrera began his financial services career in 1989 as an institutional fixed income sales trader. He moved to MJ Whitman Securities and later Prudential Securities as his practice grew. In 1999, he and his team joined Smith Barney, becoming a part of Morgan Stanley 10 years later. At Morgan Stanley, Cabrera was named an executive director and member of the firm’s highest level Chairman’s Council.

Managing Director and Senior Vice President, Investments, Lemke began his career as a financial advisor in 2000 with Smith Barney, following his graduation from Babson College in Massachusetts where he received a bachelor’s degree in International Business Administration. Under the tutelage of d’Adesky, he helped grow the team’s institutional business and moved with the group to Wachovia in 2005 and back to Smith Barney in 2009.

Cicero, senior vice president, investments, has more than 10 years’ experience in the financial services industry, the past eight years with Morgan Stanley. Prior to joining The Americas Group, he was an interest rate product manager on Morgan Stanley’s fixed income/structured investments team within its Capital Markets division and served as the main point of contact for all custom transactions.

Managing Director and Senior Vice President, Investments, Gourrier’s career mirrors Cabrera’s in that he, too, began as an institutional fixed income sales trader working with banks and then the pair moved to MJ Whitman Securities, to Prudential and finally Smith Barney, where he helped grow the team’s institutional client base.

Senior Vice President, Investments, Weber has over 12 years of investment management experience having joined Morgan Stanley's Metro New York office in 2004, later moving to the Miami office as a wealth management analyst for a *Barron's* Top 100 advisor. He joined The Americas Group in 2012 and is a graduate of Penn State's Smeal College of Business with an economics degree and is a Chartered Retirement Plans Specialist™.

The balance of the team, all of whom worked at Morgan Stanley, includes Registered Senior Client Service Associates Marisa Breton and Joanne Novie, Senior Client Service Associates Carmen Rivera and Vernadine Crespo and Registered Client Service Associates Kristina Cabrera and Jose Cabrera Jr.

Supporting The Americas Group for Raymond James are South Florida complex managers Frank Amigo and Dan Kraus, both of whom were recognized by *On Wall Street* as 2015 Top Branch Managers, as well as Mat Parker, national sales manager for Fixed Income.



### **The Americas Group**

Left to right: Matt Cicero, Vernadine Crespo, Kevin Gourrier, Kristopher Lemke, Carmen Rivera, Don d'Adesky, Kristina Cabrera, Ryan Weber, Jose Cabrera Sr., Jose Cabrera Jr., Joanne Novie and Marisa Breton.

*The "Barron's Top Financial Advisors" lists are a select group of individuals who are screened on a number of different criteria. Among factors the survey takes into consideration are the overall size and success of practices, the quality of service provided to clients, adherence to high standards of industry regulatory compliance, and leadership in "best practices" of wealth management. Portfolio performance is not a factor.*

*The Financial Times Top 400 Financial Advisors is an independent listing produced by the Financial Times and is based on data gathered from firms and verified by broker-dealer home offices, regulatory disclosures, and the FT's research. The listing reflects each advisor's performance in six primary areas, including assets under management, asset growth, compliance record, experience, credentials and accessibility as identified by the FT. Neither the brokerages nor the advisors pay a fee to The Financial Times in exchange for inclusion in the FT 400.*

### **About Raymond James & Associates**

Raymond James & Associates, Inc., member New York Stock Exchange/SIPC, which has built a national reputation for more than 50 years as a leader in financial planning for individuals, corporations and municipalities, is a wholly owned subsidiary of Raymond James Financial, Inc. (NYSE-RJF), a financial services holding company. Through its three broker/dealer subsidiaries, Raymond James Financial has nearly 6,400 financial advisors serving in excess of 2.6 million accounts in more than 2,600 locations throughout the United States, Canada and overseas. In addition, total client assets are approximately \$502 billion.