

# THE WALL STREET JOURNAL

## **STREET MOVES: Morgan Stanley Hires \$1.3M Smith Barney Broker**

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NEW YORK (Dow Jones)--Morgan Stanley (MS) has lured away Jeffrey Wells, a high revenue financial advisor who produced more than \$1.3 million in commissions and fees over the past year, from Citigroup Inc. (C) unit Smith Barney.

Wells, who switched firms last Friday, will be based in Morgan Stanley's Marin Civic Center branch in San Rafael, Calif., where he reports to Matt Ricketts, branch manager.

He oversaw more than \$200 million in client assets when he was at Smith Barney, where he stayed for more than three years in San Rafael.

Regulatory records show Wells was with Prudential Securities prior to joining Smith Barney. He left Prudential in 2003 shortly after it was acquired by Wachovia Corp. (WB) and became part of the Richmond, Va.-based firm, Wachovia Securities.

(STREET MOVES chronicles the migration of executives on Wall Street, with a particular emphasis on financial advisors with more than \$1 million in annual production and who manage more than \$100 million in client assets.)