Financial Independence Helps Clients Pursue Passions
Young and Associates at Morgan Stanley

Cheryl L. Young, CFP®, ChFC®, CPM® is not fond of the word retirement. “Actually, I hate it,” says Young, Managing Director of Young and Associates at Morgan Stanley. “And I personally can’t imagine ever retiring myself. I’ll probably work until the day I die.”

Instead, her goal for her diverse, Silicon Valley clientele is financial independence. “I want my clients to have enough money to do something they love,” whether that means starting a business, pursuing a passion such as nonprofit work or even learning to play an instrument. “The important thing is to keep learning. That’s the secret to maintaining mental health and focus.”

Young entered the financial services profession in 1998, joining forces with Morgan Stanley four years ago to gain access to the global giant’s extensive technology, vast training capabilities and broad lending capacity.

Now her clients enjoy the best of both worlds: Young’s independent approach to managing money and the wide-ranging resources of a global financial services firm. Though Young and her outstanding team are affiliated with one of the world’s largest financial firms, she says they are “agnostic” when it comes to clients’ portfolios: “Morgan Stanley has never asked me to sell a particular product,” she says. Indeed, such a requirement would be unacceptable to Young, whose number one priority has always been to act in her clients’ best interests. She notes that the overwhelming majority of her business is fee-based.

Young predicts the next couple of years will likely be a slow-growth market and cautions clients who need income against “chasing dividends.” Instead, she encourages them to consider using a “buy-write strategy” to gain market exposure while “hedging on the downside.”

“Passionate” about nonprofit work, Young says a growing focus for the group is social impact investing “in things that make a difference in the community or in people’s lives.”

Honors and Accolades
Looking at Young’s email signature, it’s impossible not to notice the list of professional awards she has amassed in recent years, a testament to the high quality of her work.

Though modesty almost prevented her from including them (she had to be persuaded to do so by a member of her team), she acknowledges she is proud of them. “I think they reflect that clients trust me, and that means a lot to me. Most of my clients have been with me for well over a decade, and many for close to 20 years now. Many have become close friends. And we rarely lose a client.”

In Young’s opinion, the most important things to look for in a financial advisor are competitiveness – “You want someone who is willing to go to battle for you and unwilling to settle for the status quo” – integrity and intelligence. “In today’s complex world, the ability to process data and separate out the noise is critical,” she says. Few advisors have Young’s ability.

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A Friend to Women
Women, especially those who are newly single, face unique financial challenges. Fortunately, they don’t have to face these challenges alone. They have a friend – several friends, in fact – at Young and Associates. “While our clients include both men and women, working with women, including many single female executives, is an important niche for us,” Young says. She notes that Nicole Arzoategui, a financial planning specialist on the team, is a Certified Divorce Financial Advisor.

As the mother of three boys, Young says she knows firsthand the challenges many women face in balancing parental and professional responsibilities.

From left: Nicole Arzoategui, Financial Advisor; Wey Lim, Group Director; Jennifer Seacrist, Wealth Management Associate; Cheryl Young, Managing Director, Financial Advisor; Hao Dong, Registered Associate; Wendy Marley, Client Service Associate; Boaz Chan, Business Development Director

Promotion