

## About John M. Langston Bar Association

The John M. Langston Bar Association is the largest and oldest bar association of African-American attorneys in California with a long history of great leadership. Along with advancing the professional development of its members, the organization is dedicated to the pursuit of justice and civil rights for all, educating the community on current legal issues, and providing scholarships to highly deserving law students. Langston was recognized as 2019 California Association of Black Lawyers Affiliate of the Year and awarded the 2019 California Lawyers Association's Excellence in Diversity Award (Bar Association).

## Langstonbar.org



### Nicole Sams

*Branch Manager  
Beverly Hills, California*

Nicole Sams is a Second Vice President with Morgan Stanley Wealth Management, and currently serves as the Branch Manager for the Beverly Hills, CA office. In her role, Nicole is responsible for seeking opportunities to grow business and drive sales by capitalizing on firm initiatives; Nicole

focuses on building strong relationships with corporate departments and strategic partners to achieve the marketing efforts of the Branch and other assigned branches in the complex. Nicole also builds a diverse workforce that not only reflects the markets and communities in which Morgan Stanley serves, but also one that is aligned with the Firm's core values of placing clients first and conducting first-class business in a first-class way.

Previously, Nicole was an Associate Complex Manager for the Pasadena complex, where she had overall responsibility for the management of all aspects of the Complex. Such responsibilities included recruiting and retention of employees, managing risk, driving revenue growth, increasing profitability, maintaining a superior and consistent level of client service, developing cohesive teams, and providing stable leadership.

Nicole is a member of the Morgan Stanley National Diversity Council. Nicole also currently sits on the Founders Council for The Williams Institute, which is a think tank at UCLA Law School dedicated to conducting rigorous, independent research on sexual-orientation and gender-identity law and public policy.

Additionally, Nicole was chosen as a MAKERS class of 2018. MAKERS are women who are groundbreakers, innovators, and advocates whose hard work and dedication have helped shaped the financial-services industry.

Born in Chicago, IL, Nicole attended Purdue University and received a degree in management. She currently holds the following FINRA registrations: Series 9 and 10 (General Securities Sales Supervisory); Series 7 (General Securities Representative); Series 66 (Investment Advisory); and Series 31 (Managed Futures & Commodities). She is a Chartered Retirement Planning Counselor, and also holds a Long Term Care Insurance License, as well as Life and Health & Variable Insurance Licenses.

Nicole and her husband live in Marina Del Rey.



### **Gail Covington**

*Financial Advisor  
San Francisco, California*

Gail Covington is Sr. Vice President, Senior Portfolio Manager and head of The Covington Group, a Wealth Management practice at Morgan Stanley. Her practice has assisted affluent clients and families for over 16 years, the core of her practice centers around helping clients protect and grow their financial assets.

Gail received her B.A. from Williams College and MBA from Harvard Business School. She is a trustee with the San Francisco Symphony and serves on the Executive and Investment Committees. She is also a board member for the East Bay Center For Performing Arts and a member of the Investment Committee.

Gail is a Bay Area native, and she and her husband make their home in San Francisco along with their two children. In her spare time, Gail enjoys long walks with her Portuguese Water dog, Peloton rides, yoga and Bordeaux wine.



### **Ralph Jackson**

*Financial Advisor*

*Los Angeles, California*

Having begun his career in financial services in 1988 with Dean Witter Reynolds, Ralph Jackson has generated a clientele of high net worth investors in sports and entertainment. He has succeeded in building his practice by delivering sound financial advice tailored to address each client's financial

needs coupled with extraordinary service.

Ralph, along with his longtime assistant Melissa Phillips, aim to exceed the expectations of their clients by being readily available when needed.

Ralph graduated from the University of California Los Angeles with a bachelor's degree in economics. At UCLA, Ralph was a four year varsity basketball letterman. Ralph is active in his community, volunteering his time coaching basketball for inner city youth in Los Angeles. In addition, Ralph is a former board member for one of Los Angeles' most respected charitable organizations bridging the gaps that exists in education.



### **Michael Persaud**

*Financial Advisor*

*Beverly Hills, California*

Michael Persaud is a Wealth Management and Investment Advisor with Morgan Stanley. After spending many years running his own business and working to build others in media and entertainment, Michael has spent the past seven years working in wealth management focused on advising athletes,

entertainers, business owners, entrepreneurs and C-suite executives on long-term investment strategies and financial planning.

Prior to joining Morgan Stanley, Michael was President of Brand Development at MUSE Communications, a Hollywood-based advertising agency. Additionally, Michael co-founded the agency Persaud Brothers, where he served as President. With Persaud Brothers, Michael advised several Fortune 500 companies and brands including HBO, Coca-Cola, Tanqueray, Timberland, Procter & Gamble, Verizon, Target, Motorola, Budweiser, and the New York Knicks, to name a few.

Before he launched Persaud Brothers, Michael worked in the music industry for a number of years at Qwest/Warner Brothers Records and RCA Records. Additionally, Michael worked with the start-up team that launched VIBE Magazine.

Michael earned an MBA from Harvard Business School and a B.S. in finance from the University of Pennsylvania Wharton School of Business.