



Brian Messner

Director – Insurance Solutions

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Background & Experience

With nearly twenty years of experience in the financial services industry, Brian Messner is a motivated achiever eager to bring to wirehouse advisors the ability to significantly increase growth, profitability, efficiencies, and value. Over the course of his career at Pacific Southwest Financial, he has worked with numerous financial institutions, including US Bank, Wells Fargo, Morgan Stanley, RBC Wealth Management, Stifel Nicolaus, Raymond James and Edward Jones, to develop and create strategies for wirehouses to expand their individual market share. Brian's expertise ranges from business development and lead generation to developing new client opportunities, which he uses to motivate and educate the advisors he works with on the bottom line of their practices.

Certifications & Education

- University of Hawai'i Manoa – Honolulu, HI
Bachelor of Business Administration
Manoa Shidler College of Business