1 HELMER FRIEDMAN LLP Andrew H. Friedman, P.C. (SBN 153166) 2 (afriedman@helmerfriedman.com) Gregory D. Helmer, P.C. (SBN 150184) 3 (ghelmer@helmerfriedman.com) Sarah B. Spiegelman, Esq. (SBN 323075) 4 (sspiegelman@helmerfriedman.com) 9301 Wilshire Blvd., Suite 609 Beverly Hills, California 90210 (310) 396-7714 Tel: 6 Fax: (310) 396-9215 7 Attorneys for Plaintiff, RAENA KRESTOVNIKOV 8 9 SUPERIOR COURT OF THE STATE OF CALIFORNIA FOR THE COUNTY OF LOS ANGELES 10 11 RAENA KRESTOVNIKOV, CASE NO.: 20ST CV30296 12 Plaintiff, 1. RETALIATION IN VIOLATION OF THE FAIR EMPLOYMENT AND 13 **HOUSING ACT** v. (Cal. Gov't Code § 12940(h)) 14 WELLS FARGO BANK, N.A., a national association, corporation, or other business 2. RETALIATION IN VIOLATION OF 15 entity; WELLS FARGO & COMPANY, a THE CALIFORNIA LABOR CODE corporation; and DOES 1 through 50, (Cal. Labor Code § 1102.5) 16 inclusive, 3. DISCRIMINATION BASED ON SEX 17 Defendants. AND/OR GENDER (Cal. Gov't Code § 12940(a)) 18 4. VIOLATION OF CALIFORNIA 19 **EQUAL PAY ACT (Cal. Labor Code** §§ 1197.5(a), 1197.5(k)) 20 5. WRONGFUL TERMINATION IN 21 VIOLATION OF PUBLIC POLICY 22 6. FAILURE TO TAKE ALL REASONABLE STEPS TO PREVENT 23 **DISCRIMINATION AND** 24 25

1	HARASSMENT (Cal. Gov't Code § 12940(k))
2	7. FAILURE TO PAY ALL WAGES
3	EARNED (Cal. Labor Code § 200, et seq.)
4	8. WAITING TIME PENALTIES (Cal. Labor Code § 203)
5	9. INTENTIONAL INFLICTION OF EMOTIONAL DISTRESS
7	10. NEGLIGENT INFLICTION OF
	EMOTIONAL DISTRESS
8	DEMAND FOR JURY TRIAL
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Plaintiff, RAENA KRESTOVNIKOV (hereinafter "MS. KRESTOVNIKOV" or "PLAINTIFF"), as an individual, complains and alleges as follows:

INTRODUCTION

- 1. Defendants WELLS FARGO BANK, N.A. and WELLS FARGO & COMPANY (hereinafter "WELLS FARGO" or "the Company") publicly boasts of its commitment to "diversity." Yet internally, the Company vengefully fires employees who complain about gender discrimination and who exercise their right to consult an attorney. The Company perpetuates a harsh double standard between male and female employees, paying male employees their earned wages and commissions and giving them a free pass when they commit serious misconduct, while female employees are denied earned pay and placed under severe scrutiny and subjected to discipline including termination.
- 2. MS. KRESTOVNIKOV experienced this firsthand when she complained that WELLS FARGO was discriminating against her based on gender by denying her benefits readily given to male employees. When her complaints were dismissed and ignored, she informed the Company that she was going to exercise her right to consult with an attorney. The Company reacted punitively, swiftly recycling an alleged work criticism from over *a year and a half earlier* and blatantly using this as an excuse to fire her. Meanwhile, male employees who had been investigated for engaging in the same or even worse behavior were given no punishment or mere slaps on the wrist. In addition, the COMPANY has refused to pay MS. KRESTOVNIKOV her earned commission wages, instead assigning her accounts to male employees, allowing them to profit from her work.
- 3. By this action, MS. KRESTOVNIKOV seeks to recover all damages to which she is entitled, including, without limitation, general damages, special damages, exemplary damages, attorneys' fees, and costs.

meaning of Sections 12926(d) and 12940(j)(4)(A) of the California Government Code. MS. KRESTOVNIKOV is informed and believes, and thereon alleges, that defendants WELLS FARGO BANK, N.A., WELLS FARGO & COMPANY, and DOES 1 through 50, are a single employer and/or joint employers and, together, form a highly integrated enterprise for purpose of the unlawful employment practices alleged herein by MS. KRESTOVNIKOV. MS. KRESTOVNIKOV is further informed and believes, and thereon alleges, that each of the business entity defendants were owned and/or controlled by the other business entity defendants.

- 8. Defendant WELLS FARGO BANK, N.A. ("WELLS FARGO BANK") is, and at all times mentioned herein, was a national bank organized and existing by virtue of and under the laws of the United States of America and a wholly owned subsidiary of the defendant WELLS FARGO & COMPANY, a bank holding company. WELLS FARGO BANK has offices throughout California, including the County of Los Angeles, with its principal place of business in San Francisco, California. At all relevant times WELLS FARGO BANK was qualified to do and doing business in the State of California, County of Los Angeles, wherein the actions alleged herein with respect to PLAINTIFF occurred.
- 9. Defendant WELLS FARGO & COMPANY is a corporation, and at all times mentioned in this Complaint, was authorized to operate and qualified to do business in the State of California. WELLS FARGO & COMPANY has offices throughout California, including the County of Los Angeles, with its principal place of business in San Francisco, California. At all relevant times WELLS FARGO & COMPANY was qualified to do and doing business in the State of California, County of Los Angeles, wherein the actions alleged herein with respect to PLAINTIFF occurred.
- 10. Defendants WELLS FARGO BANK and WELLS FARGO & COMPANY each directly and indirectly employed Plaintiff, as defined under the Fair Employment and Housing Act ("FEHA") at California Government Code section 12926, subdivision (d). In addition, each defendant compelled, coerced, aided, and abetted the

discrimination, which is prohibited under California Government Code section 12940, subdivision (i). Finally, at all relevant times mentioned herein, all defendants acted as agents of

Plaintiff has exhausted her administrative remedies by timely filing a complaint against each of the named Defendants herein with the California Department of Fair Employment and Housing ("DFEH"), pursuant to sections 12900, et seq., of the California Government Code, alleging the acts described in this Complaint. The DFEH issued "Right-to-Sue" letters to Plaintiff. All conditions precedent to the institution of this lawsuit have been

FACTS COMMON TO ALL CAUSES OF ACTION

- Ms. Krestovnikov was Hired by Wells Fargo and Worked Her Way Up to the Position of Home Mortgage Consultant.
- In or around September 2011, MS. KRESTOVNIKOV was hired by Defendants WELLS FARGO BANK, N.A. and WELLS FARGO & COMPANY (collectively hereinafter referred to as "WELLS FARGO") as a Teller in WELLS FARGO's Escondido branch. She continued to work her way up in WELLS FARGO's retail banking department for the next several years, being promoted to the positions of Lead Teller and Service Manager II.
- In or around 2014, MS. KRESTOVNIKOV became a Customer Service Representative in WELLS FARGO's Home Mortgage department. She was later promoted to the position of Junior Mortgage Representative. In or around 2016, she was again promoted, this time to the position of Home Mortgage Consultant, working out of the Calabasas, Studio City

1. Ms. Krestovnikov Excelled in the Position of Home Mortgage Consultant.

14. As a Home Mortgage Consultant, MS. KRESTOVNIKOV was responsible for "originating" residential loans. In general, she would assist clients and potential clients in locating the type of loan ("product") that was right for them and would then assist them in the application process. The application would then be submitted to the Underwriting Department, which would meticulously verify and often re-verify all of the client/borrower's information contained in the application. If Underwriting approved the application, the loan could then be "funded." WELLS FARGO would then receive revenue either in the form of fees ("origination fees") and interest payments charged to the client/borrower or, if it sold the loan to another lender, from the proceeds of that sale.

clients in obtaining loan pre-approval letters. A pre-approval letter, which is based solely on a preliminary review of unverified, limited credit and financial information provided by the client to the Home Mortgage Consultant, *does not* constitute a commitment to lend and in fact, is subject to cancellation at the discretion of WELLS FARGO. Instead, it is a conditional and preliminary *estimate* of the loan amount that the client might be qualified to borrow if they successfully complete and satisfy the painstakingly thorough application process. The loan is funded if, and only if, the full application is completed and submitted to the Underwriting Department (along with supporting documentation, such as state and federal tax returns, proof of expenses, statements from accountants, W-2s, pay stubs, profit and loss balance sheets, mortgage insurance statements, etc., to verify all of the client/borrower's credit and financial information)

¹ See https://www.wellsfargo.com/mortgage/buying-a-house/actively-shopping/ ("A preapproval is based on our preliminary review of information provided and limited credit information only and is not a commitment to lend. We will be able to offer a loan commitment upon verification of application information, satisfying all underwriting requirements and conditions, and property acceptability and eligibility, including appraisal and title report. Preapprovals are subject to change or cancellation if a requested loan no longer meets applicable regulatory requirements."). See also https://www.consumerfinance.gov/owning-a-home/process/explore/get-prequalification-or-preapproval-letter/ ("A prequalification or preapproval letter is a document from a lender stating that the lender is tentatively willing to lend to you, up to a certain loan amount. This document is based on certain assumptions and it is not a guaranteed loan offer.") (emphasis added).

and the Underwriting Department, after meticulous examination and re-examination, verifies the complete credit and financial information and approves the loan.

16. Throughout her employment with WELLS FARGO, MS.

KRESTOVNIKOV excelled in her job performance, as evidenced by stellar performance reviews lauding, among other things, her work ethic and attention to compliance with banking regulations.

- 2. Ms. Krestovnikov Earned Various Types of Compensation for Her Labor as a Home Mortgage Consultant.
- 17. **Commissions.** As a Home Mortgage Consultant, MS.

KRESTOVNIKOV's wages were primarily comprised of commission wages. Specifically, Home Mortgage Consultants earned commissions by "originating" loans to their clients. As an Home Mortgage Consultant, MS. KRESTOVNIKOV earned commissions, calculated as a percentage of the loan amount, which differed in their value based on factors such as whether the loan was self-generated or a referral from WELLS FARGO, as well as whether the underlying loan was a refinance of an existing WELLS FARGO loan, a refinance of a loan from an outside banking institution, or a new purchase. Each of these types of commissions translated to a different number of basis points ("bps"), which were used to calculate the amount of MS. KRESTOVNIKOV's commissions as a percentage of the dollar amount of each loan, calculated on a loan-by-loan basis at the end of each month. MS. KRESTOVNIKOV was also eligible to earn quarterly commissions based upon her productivity during the previous quarter or year. For example, MS. KRESTOVNIKOV would have been paid quarterly commissions for the quarter ending December 2019, based on an extra 7 basis points per loan had she not been prematurely and illegally fired. There were also special promotions put on by WELLS FARGO to award extra basis points and commissions to incentivize specific types of work such as bringing in new purchase loans.

- 18. **Earned Benefits, Rewards, and Incentives.** As described in more detail below, MS. KRESTOVNIKOV was also eligible to earn, in exchange for her labor under WELLS FARGO's "Productivity Rewards Plan," "Rewards" and "Benefits" such as, *inter alia*, an HMA and a marketing budget. MS. KRESTOVNIKOV was also eligible to receive other incentives for performance such as an all-expenses paid trip to Florida for two to attend WELLS FARGO's annual Sales Conference. MS. KRESTOVNIKOV had qualified to attend the 2019 conference and was deprived of the all-expenses paid trip due to her untimely and illegal termination.
- 19. Hourly Wage. During the time that MS. KRESTOVNIKOV worked for WELLS FARGO, WELLS FARGO compensated its Home Mortgage Consultants with an hourly wage, referred to as a "recoverable draw," which would be paid out to Home Mortgage Consultants but then subtracted from their monthly commission payments.
- Overtime Pay. MS. KRESTOVNIKOV was also compensated for overtime hours she worked, but only if she reported the overtime worked. MS. KRESTOVNIKOV regularly worked more than eight (8) hours in one day and more than forty (40) hours in one week. MS. KRESTOVNIKOV was nevertheless discouraged by Defendants from claiming overtime compensation for the vast majority of the overtime hours which she worked; she was warned that her supervisors would get in trouble if she requested the accurate amount of overtime pay to which she was entitled, and questioned when she requested a realistic amount of overtime hours. Still, her supervisors were well aware that she was working more than eight (8) hours in one day and more than forty (40) hours in one week. Further, WELLS FARGO unlawfully calculated MS. KRESTOVNIKOV's "regular rate of pay" for the purposes of determining the amount of overtime compensation she was due based on her hourly wage only, failing to take into account her other forms of compensation, including her commission pay.

- 21. Paid Time Off. During MS. KRESTOVNIKOV's employment with WELLS FARGO as a Home Mortgage Consultant, Home Mortgage Consultants also accrued vacation wages, (referred to as paid time off ["PTO"]), but WELLS FARGO illegally "clawed back" such earned vacation pay from earned sales commissions. WELLS FARGO would subtract MS. KRESTOVNIKOV's earned vacation pay from her commission wages on a monthly basis, effectively forcing MS. KRESTOVNIKOV to forfeit such "clawed back" earned vacation wages.
 - B. Ms. Krestovnikov Complained That She Was Denied the Services and Assistance of a Junior Mortgage Representative That Her Male Counterparts Received.
- 22. In or around June 2019, MS. KRESTOVNIKOV, due to her strong work performance, became eligible to have a Junior Mortgage Representative ("Junior") work for her. Home Mortgage Consultants receive at least 25 percent of the commissions generated by a Junior who is working for them, directly increasing their incomes. Obtaining a Junior also would have placed MS. KRESTOVNIKOV on the path to becoming a manager by giving her management experience.
- 23. Because she was eligible, MS. KRESTOVNIKOV reached out to her supervisor, Wisam Sabbah, to ask him to approve a Junior to report to her. Around the same time, two of MS. KRESTOVNIKOV's similarly situated male coworkers, Michael Tulin and Ivan Pinchuk, also asked for approval for new Juniors to be assigned to them. Mr. Sabbah then told MS. KRESTOVNIKOV that she would not be approved to get a Junior. As of July 2019, Mr. Tulin and Mr. Pinchuk had received approvals to have Juniors working for them, while MS. KRESTOVNIKOV still had not. On July 1, 2019, she complained in writing to Mr. Sabbah of this gender discrimination. She wrote to him that she was performing at a level that would justify the assignment of a Junior to her and questioned why two male coworkers were assigned Juniors when she was not. In a pretextual effort to justify this blatant gender discrimination, MS.

KRESTOVNIKOV was later told by Regional Manager Ken Vils, Wisam Sabbah and Senior Vice President of Sales, Marty Widergren, that the Junior position that would have reported to her had been eliminated (even though Mr. Tulin and Mr. Pinchuk continued to reap the benefits of having Juniors assigned to them).

- C. Ms. Krestovnikov Was Denied Earned Compensation in the Form of an HMA, Even as Her Male Counterparts Received That Compensation.
- 24. As additional "Elements" of their compensation packages, Home Mortgage Consultants who exceed specific and quantifiable measures of their prior year's sales "production" thereupon earn and are compensated with additional "Benefits" and "Rewards." These Benefits and Rewards are set forth in writing in WELLS FARGO's "Productivity Rewards Plan," which specifies both the "Qualifiers" (*i.e.*, the quantifiable sales thresholds required to be met) and the "Benefits" to which those who "qualify" are entitled.
- Mortgage Consultants are compensated once they satisfy the qualifying production requirements include, *inter alia*, specific monthly monetary amounts to use for marketing efforts and an HMA. The earned "Benefit" of an HMA greatly and quantifiably expands and increases the income of a Home Mortgage Consultant by allowing him or her to process more transactions. Home Mortgage Consultants who have earned the benefit of an HMA are able to efficiently delegate time-consuming functions, such as obtaining documentation from customers, making calls to insurance companies and other administrative tasks, so that they have more time to pursue and secure new business. There is, accordingly, a direct correlation between the benefit of an HMA and a Home Mortgage Consultant's receipt of higher commission earnings. As such, the "Benefit" of being compensated ("rewarded") with an HMA constitutes a valuable element of a

² See https://www.mba.org/publications/insights/archive/mba-insights-archive/2019/mba-chart-of-the-week-monthly-productivity-in-retail-production-channel (finding loan officer productivity is increased relative to the number of non-producing retail staff supporting loan officers).

Home Mortgage Consultant's wages, which are promised to them in return for labor performed. Under California law, "wages" are construed broadly to "include not only the periodic monetary earnings of the employee but also the other benefits to which he is entitled as a part of his compensation." *Schachter v. Citigroup, Inc.*, 47 Cal. 4th 610, 618 (2009).

- 26. Numerous of MS. KRESTOVNIKOV's male colleagues, after qualifying for the benefit, were rewarded with HMAs and, as a direct result, were amongst the highest wage earners in the division (including Richard Advani, John Demaria, Jason Wiley, Michael Tulin, Mickey Parseghian, and Ken Hilton). Some of them were earning well over \$1,000,000.00 per year.
- 27. In reliance upon, and incentivized by this plan, MS. KRESTOVNIKOV diligently performed her job duties so as to satisfy the specified production levels and, thus, to earn the "Benefits" that would reward her with increased compensation.
- 28. In June 2019, through her labor, MS. KRESTOVNIKOV satisfied the requirements ("qualifiers") set forth in the Productivity Rewards benefits plan and, thus, earned her right to receive "\$150/month" in "Marketing \$ per month[,]" as well as an HMA. Understandably, MS. KRESTOVNIKOV was elated about her increased wages.
- 29. Immediately upon qualifying for and earning these valuable rewards, MS. KRESTOVNIKOV requested the benefits to which she was entitled, including the HMA.
- 30. Although MS. KRESTOVNIKOV had earned an HMA (which had readily been provided to similarly situated male employees), she was met with resistance, delay, and refusal. First, her direct supervisor (Mr. Sabbah) and her Regional Manager (Mr. Vils) misrepresented to MS. KRESTOVNIKOV that it would take one month to process. Then, in late July 2019, MS. KRESTOVNIKOV was summarily notified by Mr. Sabbah and Mr. Vils that she would not be given an HMA despite the fact that she had met all the "qualifiers" and had done everything she needed to do to earn one.

Mr. Widergren, in recognition of the fact that they had been caught and that there was no legitimate justification to deprive MS. KRESTOVNIKOV of earned compensation, begrudgingly approved an HMA for MS. KRESTOVNIKOV.

- 37. Mr. Sabbah and Mr. Vils, as set forth above, verified Mr. Widergren's retaliatory animus and intent. Despite this, they pressured MS. KRESTOVNIKOV to "apologize" to Mr. Widergren, indicating that her job was threatened if she did not. They warned her not to "stir things up," as if MS. KRESTOVNIKOV was the one who had done something wrong for making a complaint. Succumbing to this pressure, MS. KRESTOVNIKOV drafted an apology email and sent it to Mr. Vils and Mr. Sabbah for their review. In MS. KRESTOVNIKOV's draft, she apologized to Mr. Widergren only to the extent that the conversation had "upset" Mr. Widergren, but remained firm that she had believed she was being illegally deprived of an HMA. Mr. Vils and Mr. Sabbah both encouraged her to significantly water down her email by removing her explanation for why she had complained and providing a more unqualified apology. According to Mr. Vils, MS. KRESTOVNIKOV should refrain from "explaining herself" and just to keep it "simple and positive." MS. KRESTOVNIKOV did not feel she had anything to apologize for and believed that her complaint to Mr. Widergren had been completely justified. Still, she sent the email, which was mostly ghost-written by Mr. Vils, because of Mr. Sabbah's and Mr. Vils' incessant directions to apologize to Mr. Widergren.
- 38. Despite having a "target on her back," MS. KRESTOVNIKOV continued to diligently perform her job duties and continued to bring in business and revenue for WELLS FARGO. Indeed, with the benefit of the HMA, her total compensation increased and she soon earned further rewards (including additional money for marketing efforts) under the Productivity Rewards program.
- 39. Throughout August, September, and October 2019, Mr. Widergren continued to hold and exhibit a retaliatory animus toward MS. KRESTOVNIKOV. Indeed, in late October 2019, Mr. Widergren came to the WELLS FARGO's Westlake office. MS.

KRESTOVNIKOV asked Mr. Vils and Mr. Sabbah if she could meet one on one with Mr. Widergren when he arrived at the Westlake office. Mr. Vils and Mr. Sabbah informed MS. KRESTOVNIKOV that Mr. Widergren was still mad at her because of her complaints during the July 31st phone call and her statement that she was being discriminated against and going to retain counsel. When Mr. Widergren learned that MS. KRESTOVNIKOV was present in the office, he made a comment to Mr. Vils and Mr. Sabbah that he did not want to see her. After Mr. Widergen left the office, Mr. Vils and Mr. Sabbah confirmed to MS. KRESTOVNIKOV that Mr. Widergren had refused to see her and was still angry with her for her complaints of discrimination and her decision to retain counsel.

- F. In Retaliation for Her Complaints and Other Protected Activity, Ms. Krestovnikov Was Fired on November 13, 2019.
- 40. On November 13, 2019, just a few short weeks after Mr. Widergren's most recent expression of retaliatory animus, MS. KRESTOVNIKOV was summoned into a meeting with Mr. Vils and Mr. Sabbah. In a Kafkaesque manner, Mr. Vils announced that "today will be your last day" and she was abruptly fired. MS. KRESTOVNIKOV was thereupon escorted out of the office.
- 41. Soon after her firing, MS. KRESTOVNIKOV learned that she was pregnant. She was suddenly facing an uncertain future, unemployed and emotionally distressed, while also going through a pregnancy.
- 42. Within a few days of her termination, one of MS. KRESTOVNIKOV's supervisors admitted that the reason for her termination was pretextual. According to the supervisor, the purported reason for her termination stemmed from a pre-approval letter that had been issued over a year and a half earlier (in early 2018) to one of MS. KRESTOVNIKOV's clients a self-employed loan applicant, whose last name was Ashkenazi. Mr. Ashkenazi was self-employed, owning a dry-cleaning business in Los Angeles County. As with most self-

employed loan applicants and unlike salaried employees, Mr. Ashkenazi's income and expenses significantly fluctuated year-to-year. For that reason, Mr. Ashkenazi, in the course of the loan pre-approval process, made several adjustments to his net income figures. Following this, MS. KRESTOVNIKOV received phone calls from WELLS FARGO inquiring about the net income figures that Mr. Ashkenazi had provided. MS. KRESTOVNIKOV explained that she had relied on the net income figures that Mr. Ashkenazi had provided to her, which had been difficult for him to readily calculate based on his fluctuating income and expenses as a self-employed client. The last call she received regarding Mr. Ashkenazi was in November 2018, a year before she was fired. The matter was not pursued any further (that is, until the company needed to resurrect it as a pretextual basis for firing MS. KRESTOVNIKOV).

- 43. MS. KRESTOVNIKOV's direct supervisor, Mr. Sabbah, admitted that the asserted reason for terminating MS. KRESTVONIKOV was a fabricated pretext; in his words, it was "bullshit." Likewise, Mr. Vils told MS. KRESTOVNIKOV that the reason given by WELLS FARGO for firing MS. KRESTOVNIKOV was not justified.
 - G. By Terminating Ms. Krestovnikov While Giving Her Male
 Counterparts Mere Slaps On the Wrist, Wells Fargo Again
 Discriminated Based on Gender.
- 44. Defendants subjected MS. KRESTOVNIKOV to different standards of conduct and to different terms, conditions and privileges of employment, than similarly situated male employees, whose serious misdeeds were either swept under the rug or treated with mere slaps on the wrist. Through its firing of MS. KRESTOVNIKOV, WELLS FARGO perpetuated a cynical and gendered double standard in which it held a female employee to a ridiculously high level of scrutiny while turning a blind eye to the illicit actions of its male employees because of the immense profits they generated. These men represent some of the top producers at WELLS FARGO.

- 45. Indeed, MS. KRESTOVNIKOV is informed and believes, and thereon alleges, that multiple similarly situated male colleagues (including, but not limited to, Michael Tulin, Ken Hilton, and Robert Rivera) have engaged in similar or, in some cases, far worse conduct than any allegations against MS. KRESTOVINIKOV. Yet, these male colleagues were not fired and, in many cases, were not even disciplined.
- 46. In treating these male employees with such lenience, WELLS FARGO held MS. KRESTOVNIKOV to entirely different and more severe standards of conduct as compared to her male coworkers. WELLS FARGO fired MS. KRESTOVNIKOV based on allegations that she engaged in similar or, in many cases, much less severe activities to those engaged in by similarly situated male employees, but those male employees remained employed at WELLS FARGO.
 - H. Wells Fargo Refused to Pay MS. Krestovnikov Her Earned
 Commissions and Other Wages Upon Termination, Instead Paying
 Her Commissions to Her Male Counterparts.
- 47. <u>Unpaid Commission Wages.</u> WELLS FARGO has refused and failed to pay MS. KRESTOVNIKOV the commission wages that she earned during the course of her employment and to which she is entitled. As of the date of her termination, MS. KRESTOVNIKOV had successfully originated multiple loans totaling millions of dollars for which WELLS FARGO has unlawfully refused to pay her commissions. There is no dispute that MS. KRESTOVNIKOV originated and was the procuring cause of all of these loans. *E.A. Strout Western Realty Agency, Inc. v. Lewis*, 255 Cal. App. 2d 254, 259 (1967) ("When the [salesperson] is in fact the primary procuring cause, the law will not deprive him of his commission"); *Willson v. Turner Resilient Floors*, 89 Cal. App. 2d 589 (1949) (it is well-established that "he who shakes the tree is the one to gather the fruit").

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- 48. Following her firing, all of MS. KRESTOVNIKOV's pending loans were uniformly assigned to male employees (specifically, Peter Saboujian and Scott Nadler), who, in turn, received the commission wages/incentive pay that should have been paid to MS. KRESTOVNIKOV. In short, WELLS FARGO made MS. KRESTOVNIKOV forfeit her commissions, and then arbitrarily and discriminatorily awarded them to male employees, who profited from MS. KRESTOVNIKOV's efforts and labor. To add insult to injury, despite several requests that her loans be reassigned to her husband, Ivan Pinchuk (also a WELLS FARGO Home Mortgage Consultant), WELLS FARGO repeatedly refused, continuing to retaliate against MS. KRESTOVNIKOV by preventing her from even indirectly receiving any benefit from the work she had done on these loans.
- 49. MS. KRESTOVNIKOV, both directly and through her counsel, made several demands to WELLS FARGO for all of her unpaid wages, including all unpaid earned commission wages. MS. KRESTOVNIKOV also demanded that WELLS FARGO provide documentation from which to calculate, with specificity, the commissions to which she is entitled.
- 50. WELLS FARGO has refused to provide documentation from which to calculate, with specificity, the commissions to which MS. KRESTOVNIKOV is entitled. However, MS. KRESTOVNIKOV is informed and believes, and thereon alleges, that she is owed commissions on multiple loans and transactions, including, without limitation, the following:

Customer Name

Approximate commissionable loan amount

•	Amiri	\$ 1,800,000
•	Berns	\$ 882,000
•	Haas	\$ 330,000
•	Kaplan	\$ 824,000
•	Kashfian	\$ 6,000,000
•	Kraebel	\$ 610,000

ı	• Liou	\$ 1,076,300
1	Rachmil	\$ 1,076,300
	Rutberg	\$ 276,500
2	• Vahid	\$ 632,000
	• Snett	\$ 780,000
3	Tacconelli	\$ 610,000
	• Wolf	\$ 720,000
4	Rosenberg	unknown
_	• Diner	unknown
5	• Diner (2)	unknown
6	• Diner (2)	unknown
١	• Stern	unknown
7	• Feld	unknown
<i>'</i>	McCarey	unknown
8	Ezeuka	unknown
	• Ezeuka (2)	unknown
9	• Ezeuka (3)	unknown
	• Levin	unknown
10	Hay	unknown
	• Crawford	unknown
11	• Smith	unknown
	Salehi	unknown
12	• Cooney	unknown
12	Predekker	unknown
13	Ornelas	unknown
14	McMabell	unknown
14	Blue	unknown
15	Miller	unknown
	• Diller	unknown
16	Motesharei	unknown
	• Campbell	unknown
17	• Zatica	unknown
	• Zatica (2)	unknown
18	• Zatica (3)	unknown
	• Palomo	unknown
19	Aliber-Karson	unknown
20	Balas	unknown
20	Coskun	unknown
21	• Crossley	unknown
21	Guandique	unknown
22	Hedrick	unknown
	• Joseph	unknown
23	• Kim	unknown
	• Landin	unknown
24	• Lutz	unknown
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_	• Russell unknown		
3	Samari unknownShaffer unknown		
4	• Singh unknown		
4	• Smith unknown		
5	• Wong unknown		
6	51. Despite WELLS FARGO's failure to provide MS. KRESTOVNIKOV		
7	with information from which to calculate the amount of commission wages she is owed with		
8	specificity, MS. KRESTOVNIKOV is informed and believes, and thereon alleges, that she is		
9	owed \$200,000.00- \$800,000.00 in unpaid commission wages. Once WELLS FARGO provides		
10	her with the necessary information, she will be able to provide a more certain estimate.		
11	52. <u>Unpaid Paid Time Off Wages.</u> After her termination, MS.		
12	KRESTOVNIKOV was never paid for the Paid Time Off ("PTO") leave she had accrued during		
13	her employment with WELLS FARGO. In or around November 2019, she called a WELLS		
14	FARGO Human Resources hotline and a WELLS FARGO representative confirmed that she had		
15	accrued PTO for which she had not yet been paid. MS. KRESTOVNIKOV has never		
	subsequently been paid for this accrued PTO leave or for the PTO that was illegally "clawed		
16	back" from her commission wages.		
17	53. Unpaid Overtime Wages . WELLS FARGO also did not pay MS.		
18	53. <u>Unpaid Overtime Wages.</u> WELLS FARGO also did not pay MS. KRESTOVNIKOV's unpaid (or underpaid) overtime wages upon her termination or at any time		
19	since.		
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I.	Wells Fargo Has Suspiciously Refused to Provide Any Documents
	Supporting Its Pretextual Allegation Upon Which MS. Krestovnikov'
	Termination Was Based.

54. On January 6, 2020 and February 21, 2020, MS. KRESTOVNIKOV, through her counsel, made requests pursuant California Labor Code Section 1198.5 for her entire personnel record, including specifically all documents related to MS. KRESTOVNIKOV's work performance or any grievances, complaints or investigations related to MS. KRESTOVNIKOV. In response, WELLS FARGO provided *absolutely no* documentary support for the allegations cited as the reason for MS. KRESTOVNIKOV's termination. Any documents that would support MS. KRESTOVNIKOV's termination are necessarily and unavoidably required to be produced upon demand under Labor Code Section 1198.5, since they would all relate to MS. KRESTOVNIKOV's performance and/or a grievance against her. WELLS FARGO's failure to produce any documentary support for its allegations against MS. KRESTOVNIKOV leading to her termination strongly indicates that the allegations were fabricated pretext.

J. Wells Fargo Has Continued to Retaliate Against MS. Krestovnikov.

55. WELLS FARGO has also continued to retaliate against MS.

KRESTOVNIKOV even after firing her. Despite the fact that WELLS FARGO failed to pay

MS. KRESTOVNIKOV all the wages it owed to her, including commission wages on millions of
dollars of loans, WELLS FARGO sent MS. KRESTOVNIKOV two letters demanding that MS.

KRESTOVNIKOV return approximately over \$1,000.00 in wages it falsely and maliciously
alleges it overpaid her.

56. Further, in or around April 2020, MS. KRESTOVNIKOV applied for employment with Citibank. During the interview process, MS. KRESTOVNIKOV was informed that Citibank was excited about potentially hiring her but wanted to contact WELLS FARGO regarding the circumstances of her termination. Soon after Citibank employees

- 60. As alleged herein and in violation of California Government Code Section 12940(h), defendants, and each of them, retaliated against, discharged and otherwise discriminated against MS. KRESTOVNIKOV because she reported, complained about, and otherwise opposed practices forbidden, or which she reasonably suspected to be forbidden, by Sections 12940, *et seq.*, of the California Government Code.
- 61. By the aforesaid acts and omissions of defendants, and each of them, MS. KRESTOVNIKOV has been directly and legally caused to suffer actual damages including, but not limited to, loss of earnings and future earning capacity, attorneys' fees, costs of suit and other pecuniary loss not presently ascertained.
- 62. As a further direct and legal result of the acts and conduct of defendants, and each of them, as aforesaid, MS. KRESTOVNIKOV has been caused to and did suffer and continues to suffer severe emotional and mental distress, anguish, humiliation, embarrassment, fright, shock, discomfort, anxiety, and related symptoms. The exact nature and extent of said injuries is presently unknown to MS. KRESTOVNIKOV. MS. KRESTOVNIKOV does not know at this time the exact duration or permanence of said injuries, but is informed and believes, and thereon alleges, that some, if not at all, of the injuries are reasonably certain to be permanent in character.
- 63. MS. KRESTOVNIKOV is informed and believes, and thereon alleges, that the defendants, and each of them, by engaging in the aforementioned acts and/or in authorizing and/or ratifying such acts, engaged in willful, malicious, intentional, oppressive and despicable conduct, and acted with willful and conscious disregard of the rights, welfare and safety of MS. KRESTOVNIKOV, thereby justifying the award of punitive and exemplary damages in an amount to be determined at trial.

California Labor Code § 1197.5(k).

83. As a result of defendants' failure to pay MS. KRESTOVNIKOV her

wages, as alleged herein, MS. KRESTOVNIKOV is entitled to the amount of wages she was

deprived by Defendants' violations, liquidated damages in an equal amount, plus interest, as

provided in California Labor Code § 1197.5(c). MS. KRESTOVNIKOV is also entitled to costs

of the suit and reasonable attorney's fees, as provided in California Labor Code § 1197.5(h).

FIFTH CAUSE OF ACTION

WRONGFUL TERMINATION IN VIOLATION OF PUBLIC POLICY

(Against All Defendants)

- 84. MS. KRESTOVNIKOV realleges and incorporates by reference paragraphs 1 through 83, as though set forth in full.
- MS. KRESTOVNIKOV' employment in violation of various fundamental public policies of the United States and the State of California. These fundamental public policies are embodied in, *inter alia*, the following California and Federal statutes and codes: Sections 12940, *et seq.*, of the California Government Code; Section 200, *et seq.*, of the California Labor Code; Section 923 of the California Labor Code; Section 1197.5, *et seq.*, of the California Labor Code; Article I, Sections and 1 and 8 of the California Constitution; Sections 51, *et seq.*, of the California Civil Code; and various other California and federal statutes, regulations and codes.
- 86. By the aforesaid acts and omissions of defendants, and each of them, MS. KRESTOVNIKOV has been directly and legally caused to suffer actual damages including, but not limited to, loss of earnings, reliance damages, costs of suit and other pecuniary loss in an amount not presently ascertained, but to be proven at trial.

- 91. As alleged herein and in violation of California Government Code Section 12940(k), defendants, and each of them, failed to take all reasonable steps necessary to prevent discrimination and harassment from occurring.
- 92. By the aforesaid acts and omissions of defendants, and each of them, MS. KRESTOVNIKOV has been directly and legally caused to suffer actual damages including, but not limited to, loss of earnings and future earning capacity, attorneys' fees, costs of suit and other pecuniary loss not presently ascertained.
- 93. As a further direct and legal result of the acts and conduct of defendants, and each of them, as aforesaid, MS. KRESTOVNIKOV has been caused to and did suffer and continues to suffer severe emotional and mental distress, anguish, humiliation, embarrassment, fright, shock, discomfort, anxiety and related symptoms. The exact nature and extent of said injuries is presently unknown to MS. KRESTOVNIKOV. MS. KRESTOVNIKOV does not know at this time the exact duration or permanence of said injuries, but is informed and believes, and thereon alleges, that some if not all of the injuries are reasonably certain to be permanent in character.
- 94. MS. KRESTOVNIKOV is informed and believes, and thereon alleges, that the defendants, and each of them, by engaging in the aforementioned acts and/or in authorizing and/or ratifying such acts, engaged in willful, malicious, intentional, oppressive and despicable conduct, and acted with willful and conscious disregard of the rights, welfare and safety of MS. KRESTOVNIKOV, thereby justifying the award of punitive and exemplary damages in an amount to be ascertained at trial.
- 95. As a result of defendants' acts and conduct, as alleged herein, MS. KRESTOVNIKOV is entitled to reasonable attorneys' fees and costs of suit as provided in Section 12965(b) of the California Government Code.

1			PRAYER FOR RELIEF	
2		WHE	EREFORE, RAENA KRESTOVNIKOV prays for judgment against Defendants	
3	as follows:			
4		1.	General damages in an amount to be proved at trial;	
5		2.	Special damages in an amount to be proved at trial;	
6		3.	Punitive damages in an amount appropriate to punish Defendants and to make an	
7	examp	le of D	Defendants to the community;	
8		4.	Penalties;	
9		5.	Reasonable attorneys' fees;	
10		6.	Costs of suit;	
11		7.	Interest;	
12		8.	For such other relief as the Court deems proper.	
	Date:	Augu	st 10, 2020 HELMER FRIEDMAN LLP	
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15			By: Gregory D. Helmer	
16			Attorneys for Plaintiff, RAENA KRESTOVNIKOV	
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1		PLAINTIFF'S D	EMAND	FOR JURY TRIAL
2				
3		Plaintiff RAENA KRESTOVNIKO	OV hereby	demands a trial by jury.
4	Date:	August 10, 2020		HELMER FRIEDMAN LLP
5		<i>5</i> ,		
6				Weh-
7			By:	
8				Gregory D. Helmer, Attorneys for Plaintiff, RAENA KRESTOVNIKOV
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