

Item 1 – Cover Page

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Doing Business As
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This brochure provides information about the qualifications and business practices of Erickson Advisors Advisors. If you have any questions about the contents of this Brochure, please contact us at (336) 222-3333 and/or lindae@EricksonAdvisors.net. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about Erickson Advisors also is available on the SEC's website at www.adviserinfo.sec.gov. The searchable IARD/CRD number for Erickson Advisors is 118620.

Any references to Erickson Advisors as a registered investment adviser or its related persons as registered advisory representatives does not imply a certain level of skill or training.

Item 2 - MATERIAL CHANGES

This is the initial disclosure brochure. Therefore, there are no material changes to disclose.

At least annually, this section will discuss only specific material changes that are made to the Brochure and provide you with a summary of such changes. Additionally, reference to the date of the last annual update to this Brochure will be provided.

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Item 4 - ADVISORY BUSINESS

Erickson Advisors is an investment advisory firm offering a variety of advisory services customized to your individual needs.

- A. Erickson Advisors was established in April of 1992. Erickson Advisors is wholly owned by Linda Erickson, Managing Member. Additional business information about Linda is disclosed on the Supplemental Brochure attached to this Brochure.
- B. Erickson Advisors offers the following advisory services. As previously stated, each of the services is more fully described below.
 - Asset Management and Financial Planning Services
 - Referral to Third Party Manager for Asset Management Services
- C. Erickson Advisors tailors the advisory services it offers to your individual needs. You may impose restrictions and/or limitations on the investing in certain securities or types of securities.

Erickson Advisors will send to you and request you to complete a fact finder or data gathering questionnaire to assist Erickson Advisors with obtaining information about your financial situation and history. After completion of the fact finder, Erickson Advisors will meet with you and conduct a data gathering meeting and preliminary planning meeting. At the meeting we will determine an Investment Policy Statement. You should expect at least two to three meetings before implementation of recommendations begins. Erickson Advisors will gather various financial information and history from you including, but not limited to:

- ☐ Retirement and financial goals
 - ☐ Investment objectives
 - ☐ Investment horizon
 - ☐ Financial needs
 - ☐ Cash flow analysis
 - ☐ Cost of living needs
 - ☐ Education needs
 - ☐ Savings tendencies
 - ☐ Other applicable financial information required by Erickson Advisors in order to provide the investment advisory services requested.
- D. Erickson Advisors does not participate in any wrap fee programs.
 - E. As of March 1, 2011, Erickson Advisors has approximately \$13 million of client assets under our discretionary management and approximately \$32 million of non-discretionary client assets under management.

Asset Management and Financial Planning Services

Erickson Advisors

Erickson Advisors provides investment management services, including asset allocation modeling, rebalancing analysis, and semi-annual portfolio review. If needed, financial planning services are provided. Financial Planning services include financial accumulation forecasting, retirement income planning, retirement plan design and implementation, and estate planning services.

Upon Erickson Advisors completing its analysis of your situation, Erickson Advisors will determine an asset allocation customized to your financial goals, objectives and risk tolerance. Erickson Advisors has designed various model portfolios. Erickson Advisors will utilize its models to determine your asset allocation and customize your portfolio allocation taking into consideration your limitations or restrictions, the market and economy at the time and your financial situation, goals and objectives.

Erickson Advisors offers asset management service on a discretionary and non-discretionary basis. If you elect to grant Erickson Advisors discretionary authorization, Erickson Advisors will manage the account and will make changes to the allocation as deemed appropriate by Erickson Advisors. Erickson Advisors will determine the securities to be purchased and sold in the account and will alter the securities holdings from time to time, without prior consultation with you. Erickson Advisors may actively trade securities and hold such holdings for periods of 30 days or less or maintain positions for longer or shorter term periods. Discretionary authority will be granted by you to Erickson Advisors by execution of the Asset Management agreement.

If you elect to have your accounts managed on a nondiscretionary basis, no changes will be made to the allocation of your account without prior consultation with you and your expressed agreement.

You are advised transactions in the account, account reallocations and rebalancing may trigger a taxable event, with the exception of IRA accounts, 403(b) accounts and other qualified retirement accounts.

Additionally, in situations where a client prefers asset management involving individual securities such as stocks and bonds, Erickson Advisors will refer the client to Capital Investment Counsel ("CIC") or Raleigh North Carolina. CIC will manage the portfolio and determine the securities to be purchased and sold. You will enter into an agreement direct with CIC.

Planning services and advice are based on your financial situation at the time and are based on financial information disclosed by you to Erickson Advisors. You are advised that certain assumptions may be made with respect to interest and inflation rates and use of past trends and performance of the market and economy. However, past performance is in no way an indication of future performance. Erickson Advisors cannot offer any guarantees or promises that your financial goals and objectives will be met. Further, you must continue to review the plan and update the plan based upon changes in your financial situation, goals, or objectives or changes in the economy. Should your financial situation or investment goals or objectives change, you must notify Erickson Advisors promptly of the changes. You are advised that the advice offered by Erickson Advisors may be limited and is not meant to be comprehensive. Therefore, you may need to seek the services of other professionals such as an insurance adviser, attorney and/or accountant.

Erickson Advisors

You are not obligated to implement advice through Erickson Advisors or Advisory Representatives. Should you implement the plan with Erickson Advisors' Advisory Representatives commissions or other compensation may be received in addition to the advisory fee paid to Erickson Advisors.

General Information

You are advised the investment recommendations and advice offered by Erickson Advisors are not legal advice or accounting advice. You should coordinate and discuss the impact of financial advice with your attorney and/or accountant. You are advised that it is necessary to inform Erickson Advisors promptly with respect to any changes in your financial situation and investment goals and objectives. Failure to notify Erickson Advisors of any such changes could result in investment recommendations not meeting your needs.

Item 5 - FEES AND COMPENSATION

Asset Management and Financial Planning Services

- A. Fees are negotiable and are not based on a share of capital gains upon or capital appreciation of the funds or any portion of the funds.

Erickson Advisors charges a fee based on your total assets whether under management, conducted on a commission basis with Advisory Representatives in their capacity as Registered Representatives of Financial Network Investment Corporation ("FNIC"), under managed through another advisory program such as CIC or participating in advisory programs through FNIC.

An initial set up fee may be charged, depending on the complexity of your financial situation. This initial set up fee may range from \$250 to \$1,000. In addition to the set up fee, you will pay Erickson Advisors a fee based on your total investment portfolio value.

Account Size	Maximum Annual Fee
\$0 to \$1,000,000	1.00%
\$1,000,001 to \$3,000,000	0.75%
\$3,000,00+	0.50%

If Capital Investment Counsel ("CIC") is managing a portion of your assets, an additional 0.75% calculated on assets managed by CIC and added to your advisory fee you pay Erickson Advisors. Erickson Advisors will remit CIC's fee to CIC.

Erickson Advisors aggregates or households all of your managed accounts together to determine your quarterly fee.

Erickson Advisors uses the following calculation to determine your fee:

Erickson Advisors

Total Portfolio Value x annual fee% / 4 – commissions and other advisory fees received
= your fee (with the exception of if you are using CIC and additional 0.75% is calculated
on CIC managed assets)

Erickson Advisors may change the above fee schedule upon 30-days prior written notice to you.

- B. Advisory fees will generally be collected directly from your account, provided you have given Erickson Advisors written authorization. You will be provided with an account statement reflecting the deduction of the advisory fee direct from the account custodian. If the Account does not contain sufficient funds to pay advisory fees, Erickson Advisors has limited authority to sell or redeem securities in sufficient amounts to pay advisory fees. You may reimburse the account for advisory fees paid to Erickson Advisors, except for ERISA and IRA accounts.
- C. In addition to the advisory fees above, you will pay transaction fees for securities transactions executed in your account in accordance with the custodian's transaction fee schedule. Additionally, you may pay fees for custodial services, account maintenance fees, transaction fees, and other fees associated with maintaining the Account. Such fees are not charged by Erickson and are charged by the product, broker/dealer or account custodian. Erickson does not share in any portion of such fees. Additionally, you may pay your proportionate share of the fund's management and administrative fees and sales charges as well as the mutual fund adviser's fee of any mutual fund they purchase. Such advisory fees are not shared with Erickson and are compensation to the fund-manager. You should read the mutual fund prospectus prior to investing.
- D. Fees will be charged in advance of each calendar quarter. The quarterly advisory fee will be based on the total portfolio value on the last business day of the just completed calendar quarter. Fees for partial periods will be prorated (i.e. accounts established during a quarter or closed during a quarter).
- E. You are advised Advisory Representatives of Erickson Advisors are dually registered representatives of Financial Network Investment Corporation ("FNIC"), a registered broker/dealer, member of the Financial Regulatory Association (FINRA) and SIPC. Advisory Representatives of Erickson Advisors who are Registered Representative may receive trail commissions (i.e. 12b-1 fees) for a period of time as a result of directing securities transactions through FNIC. Load and no-load mutual funds may pay annual distribution charges, sometimes referred to as 12b-1 fees. 12b-1 fees come from fund assets, therefore, indirectly from your assets. 12b-1 fees may be initially paid to FNIC and a portion passed to the Advisory Representatives. The receipt of such fees could represent an incentive for the Advisory Representatives to recommend funds with 12b-1 fees over funds that have no fees or lower fees. As a result, there is a potential conflict of interest.

As stated above, Erickson recommends mutual funds that pay 12b-1 fees and no-load funds.

You may purchase the securities recommended by Erickson Advisors directly or through other brokers or agents not affiliated with Erickson Advisors.

Erickson Advisors will offset or reduce its advisory fee by any commissions received for securities products purchased through Advisory Representatives in their capacity as registered representatives of FNIC. Additionally, Erickson Advisors' fee will be offset or reduced by any advisory fees Advisory Representatives receive if you participate in FNIC's advisory programs.

Termination Provisions

You may terminate investment advisory services obtained from Erickson Advisors, without penalty, upon written notice within fifteen (15) business days after entering into the advisory agreement with Erickson Advisors. You will be responsible for any fees and charges incurred from third parties as a result of maintaining the Account such as transaction fees for any securities transactions executed and Account maintenance or custodial fees. Thereafter, you may terminate investment advisory services upon Erickson Advisors' receipt of your written notice to termination. Should you terminate services during a calendar quarter, you will be issued a pro-rated refund of the advisory fee from the date of termination to the end of the calendar quarter.

Item 6 - PERFORMANCE-BASED FEES AND SIDE BY SIDE MANAGEMENT

This section is not applicable to Erickson Advisors since Erickson Advisors does not charge performance based fees.

Item 7 - TYPES OF CLIENTS

Erickson Advisors' services are geared toward individuals both high net worth (i.e. clients with a net worth of \$1,500,000) and other than high net worth individuals and pension and profit sharing plans.

Erickson Advisors has a minimum account requirement of \$50,000 for Associate Planners and \$250,000 for Senior Planners to start a new client relationship. Erickson Advisors may waive the minimum account size requirement and accept accounts less than the minimums.

Item 8 - METHODS OF ANALYSIS, INVESTMENT STRATEGIES AND RISK OF LOSS

- A. Erickson Advisors conducts fundamental analysis and technical analysis. Fundamental analysis generally involves assessing a company's or security's value based on factors such as sales, assets, markets, management, products and services, earnings, and financial structure. Technical analysis generally involves studying trends and movements in a security's price, trading volume, and other market-related factors in an attempt to discern patterns.

In selecting mutual funds, Erickson Advisors relies on Morningstar data and analysis, Zephyr analysis, Broker Dealer analysis and opinion as well as other publicly available information.

All models are reviewed at least monthly for any changes needed in asset allocation. This decision is based on best efforts to understand the risks and opportunities in the various asset categories. Your recommended asset allocation is compared to the existing portfolio allocation using the Access Investment Allocation Report graph. The built in computations present easy to understand allocation rebalance recommendations.

- B. You are advised investing in securities involves risk of loss, including the potential loss of principal. Therefore, your participation in any of the management programs offered by Erickson Advisors will require you to be prepared to bear the risk of loss and fluctuating performance.

Erickson Advisors does not represent, warrant or imply that the services or methods of analysis used by Erickson Advisors can or will predict future results, successfully identify market tops or bottoms, or insulate you from losses due to major market corrections or crashes. Past performance is no indication of future performance. No guarantees can be offered that your goals or objectives will be achieved. Further, no promises or assumptions can be made that the advisory services offered by Erickson Advisors will provide a better return than other investment strategies.

- C. Erickson Advisors primarily uses mutual funds. The risks with mutual funds include the costs and expenses within the fund that can impact performance, change of managers, and fund straying from its objective. Open ended mutual funds do not typically have a liquidity issue and the price does not fluctuate throughout the trading day. Mutual fund fees are described in the fund's prospectus, which the custodian mails directly to the client following any purchase of a mutual fund that is new to the client's account. In addition, a prospectus is available online at each mutual fund company's Web site. At the client's request at any time Erickson Advisors will direct the client to the appropriate Web page to access the prospectus.

Item 9 - DISCIPLINARY INFORMATION

There is no reportable disciplinary information required for Erickson Advisors or its management persons that is material to your evaluation of Erickson Advisors, its business or its management persons.

Item 10 - OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS

- A. As previously stated, Advisory Representatives are dually registered as an advisory representative of Erickson Advisors and as a registered representative of FNIC. You are under no obligation to purchase or sell securities through your Advisory Representative. However, if you choose to implement the plan, commissions may be earned in addition to any fees paid for advisory services. Commissions may be higher or lower at FNIC than at other broker/dealers. Advisory Representatives may have a conflict of interest in having you purchase securities and/or insurance related products through FNIC in that the higher their production with FNIC the greater potential for obtaining a higher pay-out on commissions earned.

- B, C. Erickson Advisors is not and does not have a related person who is a: futures commission merchant, commodity pool operator, commodity trading advisor, or an associated person of the foregoing entities. Further, Erickson Advisors is not and does not have a related person who is: broker/dealer or other similar type of broker or dealer; investment company or other pooled investment vehicle, other investment adviser or financial planner; futures commission merchant or commodity pool operator; banking or thrift institution; accountant or accounting firm; lawyer or law firm; insurance company or agency; pension consultant; real estate broker or dealer; or sponsor or syndicator of a limited partnership.
- D. As stated under Item 4, *Advisory Business*, and Item 5 *Fees and Compensation*, above, Erickson Advisors recommends other investment advisers (i.e. third party managers) and will receive a portion of the fee charged to you by the investment adviser. Since Erickson Advisors has an interest in the compensation this is considered a material conflict of interest. Erickson Advisors selects third party managers based on several criteria including cost, type of management, past history, ability to meet a need and provide a unique service. Since the fee charged to you is based on the value of your portfolio, all parties have an incentive to work toward performance goals and objectives. Consequently, if the third party manager does not adequately manage your account and the value of your portfolio goes down, so does the third party manager's and Erickson Advisors' compensation.

Item 11 - CODE OF ETHICS, PARTICIPATION OF INTEREST IN CLIENT TRANSACTIONS AND PERSONAL TRADING

Code Of Ethics

- A. Erickson Advisors has a fiduciary duty to you to act in your best interest and always place your interests first and foremost. Erickson Advisors takes seriously its compliance and regulatory obligations and requires all staff to comply with such rules and regulations as well as Erickson Advisors' policies and procedures. Further, Erickson Advisors strives to handle your non-public information in such a way to protect information from falling into hands that have no business reason to know such information and provides you with Erickson Advisors' Privacy Policy. As such, Erickson Advisors maintains a code of ethics for its Advisory Representatives, supervised persons and staff. The Code of Ethics contains provisions for standards of business conduct in order to comply with federal securities laws, personal securities reporting requirements, pre-approval procedures for certain transactions, code violations reporting requirements, and safeguarding of material non-public information about your transactions. Further, Erickson Advisors' Code of Ethics establishes Erickson Advisors' expectation for business conduct. A copy of our Code of Ethics will be provided to you upon request.
- B. Neither Erickson Advisors nor its associated persons recommends to clients or buys or sells for client accounts any securities in which we have a material financial interest.
- C. Erickson Advisors and its associated persons may buy or sell securities identical to those securities recommended to you. Therefore, Erickson Advisors and/or its associated persons

may have an interest or position in certain securities that are also recommended and bought or sold to you. Erickson Advisors and its associated persons will not put their interests before your interest. Erickson Advisors and its associated persons may not trade ahead of you or trade in such a way to obtain a better price for themselves than for you or other clients.

- D. Erickson Advisors is required to maintain a list of all securities holdings for its associated persons and develop procedures to supervise the trading activities of associated persons who have knowledge of your transactions and their related family accounts at least quarterly. Further, associated persons are prohibited from trading on non-public information or sharing such information.

Prohibition on Use of Insider Information

Erickson Advisors has adopted policies and procedures to prevent the misuse of “insider” information (i.e. material n, non-public information). A copy of such policies and procedures is available to any person upon request.

Item 12 - BROKERAGE PRACTICES

As previously stated, Advisory Representatives are registered representatives of FNIC. As a result they are subject to FINRA Conduct Rule 3040 which may restrict such them from conducting securities transactions away from FNIC unless FNIC provides them with written authorization. Erickson Advisors is independently owned and operated and not affiliated with FNIC.

You are advised that not all investment advisers require you to maintain accounts at a specific broker/dealer. You are advised you may maintain accounts at another broker/dealer. However, the services provided by Erickson Advisors will be limited to only advice and will not include implementation. If you who select another brokerage firm for custodial and/or brokerage services you will not be able to receive asset management services from Erickson Advisors.

In initially selecting FNIC, Erickson Advisors conducted due diligence. Erickson Advisors' evaluation and criteria includes:

- Ability to service you
- Staying power as a company
- Industry reputation
- Ability to report to you and to Erickson Advisors
- Availability of a efficient trading platform
- Products and services available
- Technology resources
- Educational resources
- Execution capability
- Financial responsibility and viability
- Confidentiality and security of your information
- Responsiveness
- Other factors that may bear on the overall evaluation of best price and execution

Additionally, periodically Erickson Advisors will review transaction costs in light of current market circumstances, available published statistical analysis as well as other relevant information.

Best execution does not simply mean the lowest transaction cost. Therefore, no single criteria will validate nor invalidate a custodian, but rather, all criteria taken together will be used in evaluating the currently utilized custodian.

You are advised there is an incentive for Erickson Advisors and the Advisory Representatives to recommend a broker/dealer over another based on the products and services that will be received rather than your best interest.

FNIC has a wide range of approved securities products for which FNIC performs due diligence prior to selection. FNIC's registered representatives are required to adhere to these products when implementing securities transactions through FNIC. Commissions charged for these products may be higher or lower than commissions you may be able to obtain if transactions were implemented through another broker/dealer. FNIC also provides Advisory Representatives, and therefore the Erickson Advisors, with back-office operational, technology, and other administrative support. Other services may include consulting, publications and conferences on practice management, information technology, business succession, regulatory compliance and marketing. Such services are intended to help Advisory Representatives and Erickson Advisors manage and further develop its business enterprise.

FNIC and its clearing broker/dealer, Pershing, LLC also make available to Erickson Advisors other products and services that benefit Erickson Advisors but may not directly benefit you. Some of these other products and services assist Erickson Advisors with managing and administering your accounts. These include software and other technology that provide access to your account data (such as trade confirmation and account statements); facilitate trade execution; provide research, pricing information and other market data; facilitate payment of Erickson Advisors' fees from your accounts; and assist with back-office functions; record-keeping and client reporting. Many of these services generally may be used to service all or a substantial number of Erickson Advisors' accounts, including accounts not held through FNIC.

- B. Due to the individual management of client accounts, we do not aggregate the purchase or sale of securities for various client accounts.

Item 13 - REVIEW OF ACCOUNTS

- A. You will be invited to participate in at least annual or semi-annual reviews, based on your preference. You may request more frequent reviews and may set thresholds for triggering events that would cause a review to take place. Erickson Advisors will monitor for changes or shifts in the economy, changes to the management and structure of a mutual fund or company in which your assets are invested, and market shifts and corrections.

The following individuals participate in reviews:

Linda P. Erickson, CFP®, Senior Planner

Erickson Advisors

William R. Savage, Jr., CFP®, Senior Planner
Lauren P. Erickson, Associate Planner

- B. You are advised that you must notify your Advisory Representative promptly of any changes to your financial goals, objectives or financial situation as such changes may require him review the portfolio allocation and make recommendations for changes.
- C. You will be provided statements at least quarterly direct from the account custodian. Additionally, you will receive confirmations of all transactions occurring direct from the account custodian. Erickson Advisors prepares reports on a semi-annual basis reflecting all sources of retirement income, current named beneficiaries, and net worth summary. On an annual basis Erickson Advisors provides a report summarizing insurance information. You should compare any report from Erickson Advisors with statements received direct from the account custodian. Should there be any discrepancy the account custodian's report will prevail.

Item 14 - CLIENT REFERRALS AND OTHER COMPENSATION

- A. Product vendors recommended by Erickson Advisors may provide monetary and non-monetary assistance with client events, provide educational tools and resources. Erickson Advisors does not select products as a result of any monetary or non-monetary assistance. The selection of product is first and foremost. Erickson Advisors' due diligence of a product does not take into consideration any assistance it may receive. Therefore, this is not considered a conflict of interest but a benefit for you and Erickson Advisors.
- B. Erickson Advisors does not directly or indirectly compensate any person who is not a supervised person of Erickson Advisors for referrals. Further, Erickson Advisors does not receive an economic benefit from a non-client for providing investment advice or advisory services to you.

Item 15 - CUSTODY

With the exception of deduction of Erickson Advisors' advisory fees from your accounts, Erickson Advisors does not take custody of your funds or securities.

Under government regulations, we are deemed to have custody of your assets if, for example, you authorize us to instruct your account custodian to deduct our advisory fees directly from your account or if you grant us authority to move your money to another person's account. Your account custodian maintains actual custody of your assets. You will receive account statements directly from your account custodian at least quarterly. They will be sent to the email or postal mailing address you provided. You should carefully review those statements promptly when you receive them.

Item 16 - INVESTMENT DISCRETION

You may grant Erickson Advisors authorization to manage your account on a discretionary basis. Discretionary authority will give CCM the authority to buy, sell, exchange, convert securities in your managed accounts. You will grant such authority to Erickson Advisors by execution of the advisory agreement. You may terminate discretionary authorization at any time upon receipt of written notice by Erickson Advisors.

Additionally, you are advised that:

- 1) You may set parameters with respect to when account should be rebalanced and set trading restrictions or limitations;
- 2) Your written consent is required to establish any mutual fund, variable annuity, or brokerage account;
- 3) Erickson Advisors requires the use of the broker/dealer with which your Advisory Representative is registered for sales in commissionable mutual funds or variable annuities, if you elect to implement recommendations through your Advisory Representative;
- 4) With the exception of deduction of Erickson Advisors' advisory fees from the account, if you have authorized automatic deductions, Erickson Advisors will not have the ability to withdraw your funds or securities from the account.

Item 17 - VOTING CLIENT SECURITIES

Erickson Advisors does not vote your securities. Unless you suppress proxies, securities proxies will be sent directly to you by the account custodian or transfer agent. You may contact Erickson Advisors about questions you may have an opinions on how to vote the proxies. However, the voting and how you vote the proxies is solely your decision.

Item 18 - FINANCIAL INFORMATION

- A. Erickson Advisors will not require you to prepay more than \$1,200 and six or more months in advance of receiving the advisory service.
- B. As stated above, Erickson Advisors has discretionary authority over client accounts; however that authority does not extend to the withdrawal of any client assets, with the exception of deduction of Erickson Advisors' advisory fees from your accounts. We are financially stable. There is no financial condition that is likely to impair our ability to meet our contract actual commitment to you or any other client.
- C. Neither Erickson Advisors nor any of its Advisory Representatives has ever been the subject of a bankruptcy petition.

Item 19 - REQUIREMENTS FOR STATE REGISTERED ADVISERS

This section is not applicable to Erickson Advisors. Erickson Advisors is not state registered. Erickson Advisors is registered with the Securities and Exchange Commission.