

*This brochure supplement provides information about Wendy Louise Nelson Bailey that supplements the Southern Capital Services, Inc. brochure. You should have received a copy of that brochure. Please contact Wendy Louise Nelson Bailey, IAR if you did not receive Southern Capital Services, Inc.'s brochure or if you have any questions about the contents of this supplement.*

*Additional information about Wendy Louise Nelson Bailey is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

## **Southern Capital Services, Inc.**

### **Form ADV Part 2B – Individual Disclosure Brochure**

*for*

### **Wendy Louise Nelson Bailey**

Personal CRD Number: 1985291

Investment Adviser Representative

Southern Capital Services, Inc.  
29000 US Hwy 98 The Summit, Suite 203-B  
Daphne, Alabama, 36526  
(251) 626-1140  
[www.southerncapitalservices.com](http://www.southerncapitalservices.com)  
[wendy@southerncapitalservices.com](mailto:wendy@southerncapitalservices.com)

UPDATED: 4/17/2012

## Item 2: Educational Background and Business Experience

**Name:** Wendy Louise Nelson Bailey

**Born:** 1967

### Education Background and Professional Designations:

#### Education:

BA Business Administration, Villanova University – 1989

MBA International Business, Arizona State University – 2000

#### Designations:

##### CFP® - Certified Financial Planner

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 62,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- i. Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- ii. Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

## **Business Background:**

11/2000 – Present	Investment Adviser Representative Southern Capital Services, Inc.
01/2011 – 11/2011	Financial Advisor Woodmen Financial Services, Inc.
11/2007 – 12/2010	Compliance Officer UVest Financial Services
11/2007 – 12/2010	Compliance Officer First National Bank of Baldwin County
06/2006 – 11/2007	Mortgage Originator First Gulf Bank
03/2005 – 06/2006	Financial Advisor Morgan Stanley DW, Inc
07/2004 – 03/2005	Unemployed
11/1994 – 07/2004	Principal Vanguard Marketing Corporation

### **Item 3: Disciplinary Information**

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

### **Item 4: Other Business Activities**

Wendy Louise Nelson Bailey is not engaged in any investment-related business or occupation (other than this advisory firm).

## Item 5: Additional Compensation

Other than salary, annual bonuses, or regular bonuses, Wendy Louise Nelson Bailey does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Southern Capital Services, Inc..

## Item 6: Supervision

As a representative of Southern Capital Services, Inc., Wendy Louise Nelson Bailey works closely with the supervisor, Terry E. Nager, who reviews all advice provided to clients prior to implementation. Terry E. Nager's contact information is: (251) 626-1140 [terry@southerncapitalservices.com](mailto:terry@southerncapitalservices.com)

## Item 7: Requirements For State Registered Advisers

*This disclosure is required by Alabama securities authorities and is provided for your use in evaluating this investment advisor representative's suitability.*

- A. Wendy Louise Nelson Bailey has **NOT** been involved in any of the events listed below.
1. An award or otherwise being found liable in an arbitration claim alleging damages in excess of \$2,500, involving any of the following:
    - a) an investment or an investment-related business or activity;
    - b) fraud, false statement(s), or omissions;
    - c) theft, embezzlement, or other wrongful taking of property;
    - d) bribery, forgery, counterfeiting, or extortion; or
    - e) dishonest, unfair, or unethical practices.
  2. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:
    - a) an investment or an investment-related business or activity;
    - b) fraud, false statement(s), or omissions;
    - c) theft, embezzlement, or other wrongful taking of property;
    - d) bribery, forgery, counterfeiting, or extortion; or
    - e) dishonest, unfair, or unethical practices.
- B. Wendy Louise Nelson Bailey has **NOT** been the subject of a bankruptcy petition at any time.