

Brochure Supplement
(Part 2B of Form ADV)

This brochure supplement provides information about the following Trendline portfolio managers that supplements the Trendline brochure. You should have received a copy of that brochure. Please contact that individual if you did not receive Trendline's brochure or if you have any questions about the contents of this supplement.

Additional information about these individuals is available on the SEC's website at www.adviserinfo.sec.gov.

**John H. Smart, II
William H. Shelor, Jr.
Bryan K. Berry
J. Bernard Baird**

**TRENDLINE RESEARCH AND MANAGEMENT
CORPORATION**

**d/b/a Trendline Capital Management
4820 Lake Brook Drive, Suite 125
Glen Allen, VA 23060**

Phone: (804) 323-9100 Fax: (804) 888-8220

Website: <http://www.trendlinecapital.com>

Email: invest@trendlinecapital.com

APRIL 25, 2012

Educational and Business Experience

- **Smart, John H., II, DOB 11/18/1946, University of Richmond, B.A., CRD #1834269**

Mr. Smart has spent his entire career in finance and investments. He began his career in 1974 as a broker with a real property investment firm where he soon became Vice-President. He left after 5 years to co-found Investors Development Corporation, an investment firm which he left in 1988 to co-found Trendline Research and Management Corporation. Mr. Smart is a graduate of the University of Richmond (B.A. 1974). He served as a First Lieutenant in the U.S. Army during the Vietnam War.

- **Shelor, William H., Jr., DOB 3/3/1945, University of Richmond, B.A., CRD #421244**

Mr. Shelor has spent his entire career in investments and the financial services industry. In 1969 he began his career with FDI Financial Corporation, an investment advisory firm in Wilmington, Delaware. From 1980 to 1988 he served as President of Commonwealth Equity Corporation, an investment advisory firm, in which his primary responsibility was managing individual investment portfolios through no-load mutual funds. In 1988, he co-founded Trendline Research and Management Corporation. He is a graduate of the University of Richmond (B.A. 1967) and became a Certified Senior Advisor (CSA) in 2004.

CSA designation requires completion of the CSA course or its training equivalent AND to have one year of paid work experience working with seniors OR 50 hours of volunteering with seniors in the last three years. In addition passage of the CSA exam is required.

- **Berry, Bryan Kenner, DOB 1/17/1967, James Madison University, B.B.A., CRD #2067964**

Bryan K. Berry, CMFC, CRPC, CSA, is a Managing Director of Trendline Capital Management. He is a graduate of James Madison University (B.B.A. 1990) with a concentration in finance and has concentrated his career on individual investment advising. He is a member of the Financial Planning Association and the Society for

Certified Senior Advisors. He is a Chartered Mutual Fund Counselor, a Chartered Retirement Planning Counselor and a Certified Senior Advisor. Prior to joining Trendline in 2002, he was President of Beacon Capital Management, a registered investment advisory firm, which he formed in 1997. His primary area of practice involves managing investments for retirees and consulting for and managing Corporate Retirement plans.

The CMFC designation requires completion of a study program and passage of an exam covering mutual fund topics. Successful applicants earn the right to use the CMFC designation with their names for two years. Every two years professionals must complete 16 hours of continuing education and pay a nominal fee to continue using the designation.

The CRPC designation is awarded to individuals who complete a study program and pass a final multiple-choice exam. Successful applicants earn the right to use the CRPC designation with their names for two years. Every two years CRPC professionals must complete 16 hours of continuing education and pay a small fee to continue using the designation.

The CSA designation requires completion of the CSA course or its training equivalent AND to have one year of paid work experience working with seniors OR 50 hours of volunteering with seniors in the last three years. In addition passage of the CSA exam is required.

- **Baird, J. Bernard, DOB 3/24/1954, Virginia Polytechnic Institute and State University, B.S., CRD #1169945**

J. Bernard Baird, Accountant, CFP, is an Investment Advisor Representative of Trendline Capital Management. He is a graduate of Virginia Polytechnic Institute and State University (B.S. 1976), the College for Financial Planning (1988) and Virginia Commonwealth University (2004). He began his career as a financial planner in 1982 with First Financial Group analyzing and advising personal and business portfolios. He served as Chief Financial Officer of Quality Transportation Services, Inc from 1983-1991 where he was responsible for all financial, accounting, tax, employee benefits and legal matters. His career has focused on helping individuals and businesses protect, preserve and grow their net worth. He provides his clients with detailed analysis and recommendations in all areas of investments, taxes, insurance and employee benefit programs. From 1992 until 2002, he was a sole practitioner continuing his financial planning and group health insurance practice. In 2002, he joined Trendline as an investment advisor representative. At Trendline his practice is centered on assisting retirees transitioning from their working careers into their retirement phase of life.

The CFP (Certified Financial Planner) designation requires mastery of nearly 100 integrated financial topics such as general principals of financial planning, insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning. A ten hour CFP certification examination must be successfully completed as well before a person is eligible to become a CFP.

Item 3 Disciplinary Information

There have been no disciplinary actions taken against any principal of Trendline Capital Management.

Item 4 Other Business Activities

Mr. Shelor and Mr. Baird are also registered representatives with Investors Security Company, Inc., a Virginia broker-dealer and maintains their securities licenses through Investors Security Company. They may offer for sale various Variable Annuity and Fixed Income Annuity products.

They are also licensed insurance agents in the Commonwealth of Virginia with various insurance companies and may offer for sale various insurance products.

These affiliations are complimentary to Trendline's advisory business in that they allow Mr. Shelor and Mr. Baird the ability to offer products that meet their clients' needs. The client needs are the sole basis for any annuity recommendation which primarily focuses on guarantee of investment principal and living benefit riders. A rigorous cost benefit worksheet is thoroughly reviewed and understood by the client before any sale is completed.

Mr. Shelor and Mr. Baird do not receive any commissions, bonuses, or compensation from the sale of mutual funds.

Item 5 Additional Compensation

Mr. Shelor may receive fees from various insurance companies as a result of selling and or acting as agent of record on annuities. Investors Security Company, Inc. processes annuity commissions and annual 12B-1 fees from the insurance companies that offer the annuities that Mr. Shelor recommends to clients. 12B-1 fees are also known as "trails".

Item 6 Supervision

Trendline's Chief Compliance Officer, John H. Smart, II (804-888-8203), is responsible for supervision of all portfolio managers regarding advice to clients and implementation of that advice. Alternately, Bryan K. Berry is responsible for supervision of the same performed by John H. Smart, II.

Trendline has various procedures to monitor and insure the firm's trading policies are observed, implemented properly and amended or updated, which include the following:

- Periodic supervisory reviews of the firm's trading practices.
- Periodic reviews of the firm's Disclosure Document, advisory agreements, and other materials for appropriate disclosures of the firm's trading practices and any conflicts of interests.

Trendline has written policies and procedures reasonably designed to prevent violations by the firm and its supervised persons. It reviews, at least annually, the adequacy and effectiveness of the policies and procedures. It designates a chief compliance officer who is responsible for administering the policies and procedures. It maintains records of the policies and procedures and annual reviews.

Item 7 Requirements for State-Registered Advisers

There have been no disciplinary actions taken against any supervised person of Trendline Capital Management.