

*This brochure supplement provides information about Henry J. Ferry that supplements the Focus Investment Advisors brochure. You should have received a copy of that brochure. Please contact Andrew Y. Wasa, President if you did not receive Focus Investment Advisors's brochure or if you have any questions about the contents of this supplement.*

*Additional information about Henry J. Ferry is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

# **Focus Investment Advisors**

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

*for*

**Henry J. Ferry**

Personal CRD Number: 2283442

Partner

Focus Investment Advisors  
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## Item 2: Educational Background and Business Experience

**Name:** Henry J. Ferry

**Born:** 1948

### Education Background and Professional Designations:

#### Education:

BA Social Sciences- San Diego State College, 1971

Master of Arts Economics- San Diego State University, 1976

#### Business Background:

|                   |  |
|-------------------|--|
| 01/1994 – Present | Partner<br>Focus Investment Advisors                       |
| 11/2011 – Present | Registered Representative<br>LPL                           |
| 02/2010 – 10/2011 | Registered Representative<br>Girard Securities, Inc        |
| 02/2006 – 2/2010  | Registered Representative<br>Securities America, Inc       |
| 10/2005-02/2006   | Registered Representative<br>AIG Financial Advisors, Inc.  |
| 09/1999-10/2005   | Registered Representative<br>Sentra Securities 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**

Henry J. Ferry is a registered representative and insurance agent. Clients should be aware that these services pay a commission and involve a possible conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. FIA always acts in the best interest of the client; including the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of FIA in their capacity as a registered representative or insurance agent.

### **Item 5: Additional Compensation**

Henry J. Ferry does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Focus Investment Advisors.

### **Item 6: Supervision**

As a representative of Focus Investment Advisors, Henry J. Ferry is supervised in all duties and activities by Andrew Y. Wasa. Andrew Y. Wasa's contact information is on the cover page of this disclosure document.