

# **Supervised Person Brochure**

Part 2B of Form ADV

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**Stephen R. Markovits, CRD #2932534**



**18 Division Street, Suite 207B**

**Saratoga Springs, NY 12866**

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This brochure provides information about Stephen R. Markovits that supplements Continuum Wealth Advisors, LLC's brochure. You should have received a copy of that brochure. Please contact Stephen R. Markovits if you did not receive Continuum Wealth Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Stephen R. Markovits is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

November 2, 2012

## Brochure Supplement (Part 2B of Form ADV)

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### Additional Investment Advisor Representative

**Stephen R. Markovits**

- Year of birth: 1955
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### Item 2 Educational Background and Business Experience

#### Educational Background:

- State University of NY at Albany; Political Science Major, 99 Credits (early admission to law school, 1977)
- Albany Law School; Juris Doctor; 1980

#### Business Experience:

- Continuum Wealth Advisors, LLC; Investment Advisor Representative; 07/2011 to Present
  - Devine, Markovits & Snyder, LLP; Partner/Attorney; 09/2007 to Present
  - Orange County Choppers Holdings; Counsel/Attorney; 01/2005 to Present
  - First New York Insurance Benefits Group, LLC; Owner/Agent; 04/2010 to Present
  - Self Employed; Insurance Agent; 06/2002 to Present
  - BST Wealth Management; Investment Advisor Representative; 12/2009 to 07/2011
  - Markovits & Keniry Advisors, LLC; Owner/Agent; 12/2006 to 03/2010
  - Self Employed; Attorney; 01/1981 to 09/2007
  - New York Long-Term Care Brokers; Counsel/Attorney; 01/2005 to 12/2008
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### Item 3 Disciplinary Information

None to report

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### Item 4 Other Business Activities

Stephen R. Markovits has a financial industry affiliated business as an insurance agent. He is also an attorney. From time to time, he offers clients advice or products from those activities. Clients are not required to purchase any products. He may receive separate yet typical compensation for the sale of insurance products or for legal services.

These practices represent conflicts of interest because it gives Mr. Markovits an incentive to recommend products based on the commission amount received. This conflict is mitigated by the fact that Mr. Markovits has a fiduciary responsibility to place the best interest of the client first and clients are not required to purchase any products. Clients have the option to purchase these products or services through another insurance agent or attorney of their choosing.

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**Item 5 Performance Based Fee Description**

Stephen R. Markovits receives commissions for the insurance products he sells, as well as fees for legal advice, but does not receive any performance based fees.

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**Item 6 Supervision**

Stephen R. Markovits is supervised by Timothy Smith, Chief Compliance Officer. He reviews Mr. Markovits' work through frequent office interactions as well as remote interactions.

Timothy Smith's contact information:

Phone: 518-583-4050, or by email at: [tsmith@contwealth.com](mailto:tsmith@contwealth.com)

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**Item 7 Requirements for State-Registered Advisors**

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None