



## **Supervised Person Brochure**

(Part 2B of Form ADV)

### **Dennis “Oscar” Hansen**

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This brochure supplement provides information about Dennis “Oscar” Hansen and supplements the Gradient Wealth Management, LLC’s brochure. You should have received a copy of that brochure. Please contact Dennis “Oscar” Hansen if you did not receive the brochure or if you have any questions about the contents of this supplement.

Additional information about Dennis “Oscar” Hansen (CRD#836198) is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**December 16, 2013**



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

December 16, 2013

### Additional Investment Advisor Representative

This brochure supplement provides information about the Additional Investment Advisor Representatives that supplements the Gradient Wealth Management, LLC brochure. You should have received a copy of that brochure. Please contact us at the above address, if you did not receive Gradient Wealth Management, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about the Additional Investment Advisor Representatives may be available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

#### Education and Business Standards

GWM requires each investment advisory agent who renders investment and financial planning to clients to be an investment advisor representative meeting the registration requirements in their applicable state.

#### Professional Certifications

Employees have earned certifications and credentials that are required to be explained in further detail.

**Chartered Financial Consultant (ChFC):** Chartered Financial Consultants are licensed by the American College to use the ChFC mark. ChFC certification requirements:

- Complete ChFC coursework within five years from the date of initial enrollment
- Pass the exams for all required elective courses. You must achieve a minimum score of 70% to pass.
- Meet the experience requirements: Three years of business experience immediately preceding the date of use of the designation are required. An undergraduate or graduate degree from an accredited educational institution qualifies as one year of business experience.
- Take the Professional Ethics Pledge.
- When you achieve your ChFC designation, you must earn your recertification every two years.

**Chartered Life Underwriter (CLU):** Chartered Life Underwriters are licensed by the American College to use the CLU mark. CLU certification requirements:

- Complete successfully CLU coursework 5 required and 3 elective
- Meet the experience requirements: Three years of business experience immediately preceding the date of use of the designation are required. An undergraduate or graduate degree from an accredited educational institution qualifies as one year of business experience.
- Take the Professional Ethics Pledge.
- When you achieve your CLU designation, you must earn 30 hours of continuing education credit every two years.

**Certified Financial Planner (CFP®):** Certified Financial Planner is a designation granted by the CFP® Board. CFP® requirements:

- Bachelor's degree from an accredited college or university.
- Completion of the financial planning education requirements set by the CFP Board ([www.cfp.net](http://www.cfp.net)).
- Successful completion of the 10-hour CFP® Certification Exam.

- Three-year qualifying full-time work experience.
- Successfully pass the Candidate Fitness Standards and background check.
- Once the CFP® designation is obtained, the CFP® must renew the certification every year, pay a certification fee and complete 30 hours of continuing education.

#### Dennis "Oscar" Hansen, CFP®

Dennis "Oscar" Hansen has worked in Financial Services since 1977, with 36 years at Ameriprise and most recently with Gradient Wealth Management. Oscar has worked as both an advisor and in the Home Office, and has gained experience in investments, annuities, financial planning, asset allocation, portfolio design and insurance. Oscar holds insurance and investment licenses, as well as Life and Health, and attained his Certified Financial Planner designation in 1989. Oscar attended the University of MN-Morris, majoring in economics. He was also on the football and basketball teams at UMM.

Oscar grew up in Tyler, MN and graduated in 1968. He and his wife, Darrel have 2 sons and 3 grandchildren. They enjoy spending time with their grandchildren and following High School sports, as well as being big college and pro sports fans. They enjoy spending time in their second home they have in Tyler, and following the Russell-Tyler-Ruthton boys and girls teams.

**Year of birth:** 1950

#### Educational Background:

- Mankato Vo-Tech; Electronic; Attended 1968-1970
- University of Minnesota-Morris; Economics; Attended 1970-1972

#### Business Experience:

- Gradient Wealth Management, LLC; Investment Advisor Representative; 2013-Present
- Gradient Insurance Management, LLC; Insurance Agent; 2013-Present
- Ameriprise Financial Services, Inc.; Financial Advisor; 1977-2013
- Gopher Delivery; Office Manager; 2008-2009

**Disciplinary Information:** None to report

**Other Business Activities:** Dennis "Oscar" Hansen has a financial industry affiliated business as an insurance agent with Gradient Insurance Management, LLC. Approximately 60% of his time is spent on this activity. From time to time, he offers clients advice or products from this activity. He may receive separate yet typical compensation in the form of commissions for the sale of insurance products.

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

**Additional Compensation:** Dennis "Oscar" Hansen receives commission from the sale of insurance products, but does not receive any performance based fees.

**Supervision:** Dennis "Oscar" Hansen is supervised by David Johnson, Chief Compliance Officer. He reviews Mr. Hansen's work through client account reviews, quarterly personal transaction reports as well as face-to-face and phone interactions.