



**Form ADV Part 2B  
Brochure Supplement**

**Dale A. Pope – JD, CLU, RFC**

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This brochure supplement (Form ADV Part 2B) provides information about the background and qualifications of Dale A. Pope that supplements the MerCap Advisors, Inc. brochure (Form ADV Part 2A). You should have received a copy of that brochure. Please contact MerCap Advisors, Inc.'s Director of Operations, Megan A. Reilly, at (610) 224-9031 if you did not receive MerCap Advisors, Inc.'s brochure or if you have any questions about the contents of this supplement.

Additional information about Dale A. Pope and/or MerCap Advisors, Inc. is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**Dale A. Pope**

**Item 2: Educational Background and Business Experience**

**Year of Birth:** 1953

**Education:**

- Juris Doctor (JD), Southland University, Pasadena, CA 1985
- The American College, Bryn Mawr, PA 1981
- University of Wisconsin Law School 1976-1977
- BBA, University of Wisconsin – Eau Claire 1978

**Business Background:**

- |                                 |                   |   |
|---------------------------------|-------------------|---|
| • MerCap Advisors, Inc.         | 6/2015 – Present  | President, Chief Compliance Officer & Investment Adviser Representative             |
| • Merion Wealth Partners, LLC   | 01/2014 – 6/2015  | President   |
| • Merion Wealth Partners, LLC   | 04/2013 – 6/2015  | Chief Compliance Officer  |
| • MerCap Securities, LLC        | 01/2012 – Present | President, Chief Compliance Officer & Registered Representative                     |
| • Merion Wealth Partners, LLC   | 10/2010 – 6/2015  | Investment Adviser Representative   |
| • Merion Wealth Partners, LLC   | 10/2010 – 10/2011 | Senior Vice President, Chief Compliance Officer & Investment Adviser Representative |
| • Investors Capital Corporation | 5/2005 – 10/2010  | Registered Representative & Investment Adviser Representative                       |
| • D.A. Pope & Co., Inc.         | 8/2002 – 5/2005   | President & CEO   |
| • American Capital Corporation  | 10/1987 – 8/2002  | President & CEO   |

## **Professional Designations:**

- JD (Juris Doctor) – attained 1985

The Juris Doctor is the degree awarded in the United States after completion of law school.

- CLU (Chartered Life Underwriter) – attained 1981

A professional designation offered by The American College that is for individuals who demonstrate their expertise in the areas of life insurance and estate planning. Individuals must complete five (5) core courses and three (3) elective courses, and successfully pass eight (8) two-hour, 100-question examinations in order to receive this designation.

The five required courses and elective options are:

### *Required Core Courses*

- Fundamentals of Insurance Planning
- Individual Life Insurance
- Life Insurance Law
- Fundamentals of Estate Planning
- Planning for Business Owners and Professionals

### *Additional Elective Courses (must be any three)*

- Financial Planning: Process and Environment
- Individual Health Insurance
- Income Taxation
- Group Benefits
- Planning for Retirement Needs
- Investments
- Estate Planning Applications

## **Professional Designations (continued):**

Each of these courses is generally equivalent to a 3-hour undergraduate college course. Each of the courses in the CLU curriculum comes with a final exam that must be passed before credit for the course can be awarded. There is no comprehensive board exam that covers the entire curriculum after it has been completed. Once started, courses must be completed within five (5) years, and all prospective CLUs must have at least three (3) years of pertinent experience in the financial industry, such as with investments, insurance, banking, accounting, or taxation. They must also adhere to a code of professional ethics that places the client's interests above their own, as well as complete a minimum of thirty (30) hours of continuing education every two (2) years.

- RFC (Registered Financial Consultant) – attained 1994

A professional designation that is awarded by the International Association of Registered Financial Consultants (IARFC) to those financial advisors who can meet the high standards of education, experience, and integrity that are required of all its members. The IARFC is a non-profit credentialing organization of proven financial professionals formed to foster public confidence in the financial planning profession, to help financial advisors exchange planning techniques, and to give deserved recognition to those practitioners who are truly committed to ethical standards and continuous professional education. It is the only professional organization that requires all of its members to meet and document seven (7) stringent requirements of education, experience, examination, integrity, licensing, ethics, and a significant amount of continuing education.

To become an RFC, the following prerequisites/experience are required:

- A minimum of four (4) years experience as a full-time practitioner in the field of financial planning.
- A baccalaureate or graduate degree in financial planning with a strong emphasis on subjects relating to economic, accounting, business, statistics, finance, and similar studies; or have earned one of the following professional degrees or designations: AAMS, AEP, CEP, CFA, CFP, ChFC, CLU, CPA, CPA/CFS, EA, JD/LLB, LLM, LUTCF, MBA, MS, MSFS, MSFM, Ph.D; or

**Professional Designations (continued):**

- have completed a CFP equivalent or IARFC-approved college curriculum at an accredited college, university, or educational organization.
- Licensing requirements: if operating on a commission basis, must meet licensing requirements for securities and life and health insurance; if operating strictly as fee-only and not licensed, then must be registered as an investment adviser representative.
- Educational requirements: completion of either an approved college curriculum in personal financial planning, an IARFC self-study course, or an approved CFP preparation course; or an experienced self-studied candidate may pass an RFC challenge examination.
- A sound record of business integrity with no suspensions or revocation of any professional licenses.
- Prospective RFCs must subscribe to the IARFC Code of Ethics.

Each year an RFC must complete a minimum of forty (40) hours of professional continuing education.

**Professional Registrations/Licenses:****Securities Registrations**

- Series 6
- Series 22
- Series 26
- Series 39
- Series 63
- Series 65 (waiver in Pennsylvania & New Jersey based upon a combination of background, experience, education, and/or professional designations)
- Series 99

**Insurance Licenses**

- Licensed by the Pennsylvania Insurance Department – Life and Fixed Annuities, Accident and Health, Variable Life/Variable Annuity.

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

Mr. Pope does not have any legal or disciplinary information to disclose.

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

Mr. Pope is a registered representative with MerCap Securities, LLC, a broker-dealer who is a member of the Financial Industry Regulatory Authority, Inc. (FINRA). MerCap Securities, LLC is a wholly-owned broker-dealer subsidiary of SFA Holdings, Inc. and operates as a limited purpose broker-dealer offering mutual funds and variable annuity products on a retail basis. As a registered representative of MerCap Securities, LLC, Mr. Pope will have the ability to effect securities transactions and/or the purchase of insurance-related investment products for his advisory clients. Typically these activities generate commission income for the registered representative. The fees paid for advisory services are separate and distinct from the commissions earned by Mr. Pope for implementation of securities and investment product transactions on behalf of advisory clients. Receipt of such additional commissionable income by Mr. Pope creates a conflict of interest that could impair objectivity when making advisory recommendations, as it provides an incentive to recommend securities or investment products based upon the compensation to be received rather than on a client's needs. However, Mr. Pope and MerCap Advisors, Inc. take affirmative steps to address this conflict of interest. MerCap Advisors, Inc. requires Mr. Pope to follow the guidelines of its Code of Ethics and compliance policies, which include the duty to put a client's interests first, to disclose to clients any conflicts of interest, to inform clients that there is no obligation to purchase any securities or investment-related insurance products as part of an advisory relationship with MerCap Advisors, Inc., and to inform clients that they may use any broker-dealer or registered representative they choose. Additionally, MerCap Advisors, Inc. requires its investment advisory representatives to report and get approval for outside business activities so that MerCap Advisors, Inc. may ensure any conflicts of interest in such activities are properly addressed.

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

None. Mr. Pope does not receive sales awards, prizes, bonuses, or additional compensation based on the number or amount of sales, client referrals, or new accounts. In addition, he does not receive any compensation or economic benefit from any unaffiliated person, company, or organization in connection with the advisory services provided to clients of MerCap Advisors, Inc..

**Item 6: Supervision**

All investment advisory activities are monitored by MerCap Advisors, Inc.'s Compliance and Operations personnel. Supervision is ongoing and includes such things as periodic client account activity review, trade supervision, review of business practices, and review of personal securities accounts, among other activities. In addition, MerCap Advisors, Inc. has adopted a compliance program designed to prevent, detect, and correct any actual or potential violations of the Investment Advisers Act of 1940, as amended, and related laws and regulations. Under this program, Mr. Pope is subject to MerCap Advisors, Inc.'s policies and procedures, including its Code of Ethics. MerCap Advisors, Inc.'s Director of Operations, Megan A. Reilly, supervise the activities of Mr. Pope. Ms. Reilly may be contacted by calling (610) 224-9031.

**Item 7: Requirements for State-Registered Advisers**

Mr. Pope has never been the subject of a bankruptcy petition nor has he ever been involved in any of the additional disciplinary events reportable under this Item.