



35 West Slade Street  
Palatine, Illinois 60067  
(847)330-9911  
[www.GuidantWealth.com](http://www.GuidantWealth.com)

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## Form ADV Part 2a

This disclosure brochure provides information about the qualifications and business practices of FP Financial Services, Inc. dba Guidant Wealth Advisors (also referred to as we, us and Guidant Wealth Advisors throughout this disclosure brochure). If you have any questions about the contents of this disclosure brochure, please contact Frank Patzke at (847) 330-9911 or [frank.patzke@guidantwealth.com](mailto:frank.patzke@guidantwealth.com). The information in this disclosure brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about Guidant Wealth Advisors is also available on the SEC's Website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can view our firm's information on this website by searching for FP Financial Services, Inc. dba Guidant Wealth Advisors or our firm's CRD number 123383.

\*Registration as an investment adviser does not imply a certain level of skill or training.

## Material Changes

There have been no material changes to this disclosure brochure since filing our last update in February 2015.

We will ensure that you receive a summary of any material changes to this and subsequent disclosure brochures within 90 days after our firm's fiscal year ends. Our firm's fiscal year ends on December 31, so you will receive the summary of material changes no later than April 30 each year. At that time we will also offer or provide a copy of the most current disclosure brochure. We may also provide other ongoing disclosure information about material changes as necessary.

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## Advisory Business

Guidant Wealth Advisors is currently an investment adviser registered with the State of Illinois and is applying for registration with the Securities and Exchange Commission. Guidant Wealth Advisors is a corporation formed under the laws of the State of Illinois.

- Frank Patzke is the President and Chief Compliance Officer (CCO) of Guidant Wealth Advisors. Frank Patzke owns 100.00% of Guidant Wealth Advisors. Full details of the education and business background of Frank Patzke are provided at *Item 19* of this Disclosure Brochure.
- Guidant Wealth Advisors has been registered as an investment adviser since January 2009.

### ***Introduction***

The investment advisory services of Guidant Wealth Advisors are provided to you through an appropriately licensed and qualified individual who is an investment adviser representative of Guidant Wealth Advisors (referred to as your investment adviser representative throughout this brochure).

### ***Description of Advisory Services***

The following are descriptions of the primary advisory services of Guidant Wealth Advisors. Please understand that a written agreement, which details the exact terms of the service, must be signed by you and Guidant Wealth Advisors before we can provide you the services described below.

**Asset Management Services** – Guidant Wealth Advisors offers asset management services, which involves Guidant Wealth Advisors providing you with continuous and ongoing supervision over your specified accounts.

You must appoint our firm as your investment adviser of record on specified accounts (collectively, the “Account”). The Account consists only of separate account(s) held by qualified custodian(s) under your name. The qualified custodians maintain physical custody of all funds and securities of the Account, and you retain all rights of ownership (e.g., right to withdraw securities or cash, exercise or delegate proxy voting and receive transaction confirmations) of the Account.

The Account is managed by us based on your financial situation, investment objectives and risk tolerance. We actively monitor the Account and provide advice regarding buying, selling, reinvesting or holding securities, cash or other investments of the Account.

We will need to obtain certain information from you to determine your financial situation and investment objectives. You will be responsible for notifying us of any updates regarding your financial situation, risk tolerance or investment objective and whether you wish to impose or modify existing investment restrictions; however we will contact you at least annually to discuss any changes or updates regarding your financial situation, risk tolerance or investment objectives. We are always reasonably available to consult with you relative to the status

of your Account. You have the ability to impose reasonable restrictions on the management of your accounts, including the ability to instruct us not to purchase certain securities.

It is important that you understand that we manage investments for other clients and may give them advice or take actions for them or for our personal accounts that is different from the advice we provide to you or actions taken for you. We are not obligated to buy, sell or recommend to you any security or other investment that we may buy, sell or recommend for any other clients or for our own accounts.

Conflicts may arise in the allocation of investment opportunities among accounts that we manage. We strive to allocate investment opportunities believed to be appropriate for your account(s) and other accounts advised by our firm among such accounts equitably and consistent with the best interests of all accounts involved. However, there can be no assurance that a particular investment opportunity that comes to our attention will be allocated in any particular manner. If we obtain material, non-public information about a security or its issuer that we may not lawfully use or disclose, we have absolutely no obligation to disclose the information to any client or use it for any client's benefit.

### **Guidant Wrap Fee Program**

We are the sponsor of the Guidant Managed Asset Program (GMAP), a wrap fee or non-wrap fee asset management program developed through an arrangement using LPL Financial Corporation's ("LPL") Strategic Wealth Management platform. Through the GMAP, we provide investment management services, including providing continuous investment advice to and making investments for you based on your individual needs. Through this service, we offer a customized and individualized investment program. A specific asset allocation strategy and suitability profile is crafted to focus on your specific goals and objectives. Your information should be updated regularly, but at a minimum every 2 years.

GMAP accounts are custodied at LPL in its capacity as a registered broker/dealer, member FINRA/SIPC. LPL is also an investment advisor registered with the SEC, but does not serve as an investment advisor for you through the GMAP. LPL provides clearing, custody and other brokerage services for accounts established through the GMAP. Therefore, you are required to establish an account(s) through LPL's Strategic Wealth Management platform. Separate accounts are maintained for you, and you retain all rights of ownership of you accounts (e. g., the right to withdraw securities or cash, exercise or delegate proxy voting, and receive transaction confirmations).

GMAP accounts allow you to authorize us to purchase and sell, on either a discretionary basis or non-discretionary basis, portfolios consisting of securities and investments. We may limit our discretion with respect to your account and the securities eligible to be purchased for your account.

*(See, Limits Advice to Certain Types of Investments under Item 4 - Advisory Business, relative to possible securities and investments utilized. See Item 16 - Investment Discretion, for information concerning discretionary authority.)*

During any month that there is activity in the GMAP account, you receive a monthly account statement from LPL showing account activity as well as positions held in the account at month end. Additionally, you receive a confirmation of each transaction that occurs within the GMAP account unless the transaction is the result of a systematic purchase, redemption or exchange. You also receive a detailed quarterly report showing performance,

positions, and activity. All account data and statements are also available on-line through the account view portal through LPL.

**Financial Planning & Consulting Services** - Guidant Wealth Advisors offers financial planning services, which involve preparing a written financial plan covering specific or multiple topics. We provide full written financial plans, which typically address the following topics: Investment Planning, Retirement Planning, Insurance Planning, Education Planning, Portfolios Review, Asset Allocation, and Real Estate Planning. When providing financial planning and consulting services, the role of your investment adviser representative is to find ways to help you understand your overall financial situation and help you set financial objectives. Written financial plans prepared by us do not include specific recommendations of individual securities.

We also offer consultations in order to discuss financial planning issues when you do not need a written financial plan. We offer a one-time consultation, which covers mutually agreed upon areas of concern related to investments or financial planning. We also offer “as-needed” consultations, which are limited to consultations in response to a particular investment or financial planning issue raised or request made by you. Under an “as-needed” consultation, it will be incumbent upon you to identify those particular issues for which you are seeking our advice or consultation on.

Our financial planning and consulting services do not involve implementing any transaction on your behalf or the active and ongoing monitoring or management of your investments or accounts. You have the sole responsibility for determining whether to implement our financial planning and consulting recommendations. To the extent that you would like to implement any of our investment recommendations through Guidant Wealth Advisors or retain Guidant Wealth Advisors to actively monitor and manage your investments, you must execute a separate written agreement with Guidant Wealth Advisors for our asset management services.

**Referral of Third-Party Money Managers** - Guidant Wealth Advisors offers advisory services by referring clients to a third-party money manager offering asset management and other investment advisory services. The third-party managers are responsible for continuously monitoring client accounts and making trades in client accounts when necessary. As a result of the referral, we are paid a portion of the fee charged and collected by the third-party money managers in the form of solicitor fees. Each solicitation arrangement is performed pursuant to a written solicitation agreement and is in compliance with SEC Rule 206(4)-3 and applicable state securities rules and regulations.

Under this program, we assist you with identifying your risk tolerance and investment objectives. We recommend third-party money managers in relation to your stated investment objectives and risk tolerance, and you may select a recommended third-party money manager or model portfolio based upon your needs. You must enter into an agreement directly with the third-party money manager who provides your designated account with asset management services.

We are available to answer questions that you may have regarding your account and act as the communication conduit between you and the third-party money manager. The third-party money manager may take discretionary authority to determine the securities to be purchased and sold for your account. We do not have any trading authority with respect to your designated account managed by the third-party money manager.

Although we review the performance of numerous third-party investment adviser firms, we enter into only a select number of relationships with third-party investment adviser firms that have agreed to pay us a portion of the overall fee charged to our clients. Therefore, Guidant Wealth Advisors has a conflict of interest in that it will only recommend third-party investment advisors that will agree to compensate us for referrals of our clients.

Clients are advised that there may be other third-party managed programs not recommended by our firm, that are suitable for the client and that may be more or less costly than arrangements recommended by our firm. No guarantees can be made that a client's financial goals or objectives will be achieved by a third-party investment adviser recommended by our firm. Further, no guarantees of performance can ever be offered by our firm *(Please refer to Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss for more details.)*

**Referral of LPL Third-Party Money Managers** - Guidant Wealth Advisors offers advisory services by referring clients to a third-party money manager offering asset management and other investment advisory services. The third-party managers are responsible for continuously monitoring client accounts and making trades in client accounts when necessary. As a result of the referral, we are paid a portion of the fee charged and collected by the third-party money managers in the form of solicitor fees. Each solicitation arrangement is performed pursuant to a written solicitation agreement and is in compliance with SEC Rule 206(4)-3 and applicable state securities rules and regulations.

Under this program, we assist you with identifying your risk tolerance and investment objectives. We recommend third-party money managers in relation to your stated investment objectives and risk tolerance, and you may select a recommended third-party money manager or model portfolio based upon your needs. You must enter into an agreement directly with the third-party money manager who provides your designated account with asset management services. We are available to answer questions that you may have regarding your account and act as the communication conduit between you and the third-party money manager.

The third-party money manager may take discretionary authority to determine the securities to be purchased and sold for your account. We do not have any trading authority with respect to your designated account managed by the third-party money manager.

While we review the performance of numerous third-party investment advisor firms, we have entered into a relationship LPL and will only recommend the programs described below. Any third party investment advisors recommended by us must be registered or exempt from registration in the state where you reside. You are advised that our representatives may have a conflict of interest by only offering those third party investment advisors that have agreed to pay a portion of their advisory fee to us. You are advised that there may be other third party managed programs that may be suitable to you and that may be more or less costly. No guarantees can be made that your financial goals or objectives will be achieved. Further, no guarantees of performance can be offered. Investments involve risk, including the possible loss of principal.

### ***Optimum Market Portfolios***

We have entered into an arrangement with LPL to provide services through the Optimum Market Portfolios Program ("OMP"), a wrap-fee program sponsored by LPL. If you contract for this service you must establish a brokerage account through LPL which serves as the broker/dealer and qualified custodian. OMP offers clients the ability to participate in a professionally managed asset allocation program using OMP Funds Class I shares.

We obtain your necessary financial data and assist you in determining the suitability of OMP and in setting an appropriate investment objective. We assist you with opening an account and determining an investment portfolio. Once the program minimum has been reached and a portfolio selected, LPL purchases OMP funds in amounts appropriate for the portfolio selected. LPL is responsible for rebalancing the account on the frequency selected jointly by you and us. There are several OMP funds that may be purchased within an OMP account. LPL follows a strategic asset allocation investment style in constructing portfolios for OMP clients. Asset allocation methodology is implemented by combining investments representing various asset classes that reflect differently to varying market conditions. Thus, if one asset class reacts negatively to certain market events, the potential exists for another asset class to react positively. However, there is no guarantee that the use of an asset allocation strategy will produce favorable results. We are responsible for providing you with information about the investment strategy and the portfolios selected for you.

LPL will directly provide you with quarterly account statements (monthly when activity occurs in the account), confirmations and performance reports.

### ***Model Wealth Portfolios***

We have entered into an arrangement with LPL to provide services through the Model Wealth Portfolios ("MWP") program, a wrap-fee program sponsored by LPL. If you contract for this service you must establish a brokerage account through LPL which serves as the broker/dealer and qualified custodian. MWP offers clients a professionally managed mutual fund asset allocation program in which LPL, in its capacity as an investment advisor, and we direct and manage specified client assets. A minimum account value of \$50,000 is required for MWP.

We obtain your necessary financial data and assist you in determining the suitability of MWP and in setting an appropriate investment objective. We assist you in opening an account and determining an investment portfolio designed by LPL's Research Department. LPL's Research Department is responsible for selecting the mutual funds within a portfolio and for making changes to the mutual funds selected. In certain cases a portfolio may consist only of mutual funds within the same fund family. In such a portfolio, LPL's Research Department will select only those mutual funds within the fund family.

You must grant Guidant Wealth Advisors discretionary authority to select the portfolios suitable for you and must grant LPL discretionary authority to select investments held within portfolios and rebalance positions within the portfolios.

LPL follows a dynamic asset allocation investment style in constructing portfolios for MWP clients. Asset allocation methodology is implemented by combining investments representing various asset classes that respond differently to varying market conditions. Thus, if one asset class reacts negatively to certain market events, the potential



exists for another asset class to react positively. However, there is no guarantee that the use of an asset allocation strategy will produce favorable results. We are responsible for providing you with information about the investment strategy and the portfolios selected for you.

You receive quarterly account statements (monthly when activity occurs in the account), confirmations, and performance reports directly from LPL.

**Variable Sub-Account Management Services** - Under our sub-account management services, Guidant Wealth Advisors manages a limited number of existing variable annuity contracts (VA) by selecting, monitoring and exchanging as necessary between sub-accounts available from the insurance company issuing the variable annuity contract. This asset management service is only provided to a limited number of existing clients, new clients are not being added to this program. Based upon the requirements of our relationship with LPL Financial in order to be eligible to be included within this program the client must have previously owned the VA investment for a minimum period of time of 2 years.

Under this program, we assist you in completing a questionnaire which details your financial goals, risk tolerance and time horizon. You will have the opportunity to list on your investment advisory agreement with our firm any reasonable restrictions on the sub-accounts that may be utilized by Guidant Wealth Advisors. You will be responsible for notifying us of any updates regarding your financial situation, risk tolerance or investment objective and whether you wish to impose or modify existing investment restrictions; however, we will contact you at least annually to discuss any changes or updates regarding your financial situation, risk tolerance or investment objectives.

Once you have provided us with the necessary information and made the appropriate authorizations, Guidant Wealth Advisors utilizes limited discretionary authority to select or exchange among the sub-accounts available under your variable annuity contract in accordance with your disclosed investment objective and risk tolerance. Guidant Wealth Advisors may utilize signal providers for guidance regarding investment strategies, asset allocations and timing of exchanges. Guidant Wealth Advisors will monitor your sub-accounts and exchange sub-accounts as necessary and in accordance with your investment objective and risk tolerance.

### **Seminars**

Guidant Wealth Advisors may occasionally provide seminars in areas such as financial planning, retirement planning, estate planning, college planning and charitable planning. Seminars are always offered on an impersonal basis and do not focus on the individual needs of participants.

### **Workshops**

Guidant Wealth Advisors offers educational, informative and motivational workshops to the public as well as to associations, family foundations and employers. Workshops are always offered on an impersonal basis and do not focus on the individual needs of the participants.

## ***Limits Advice to Certain Types of Investments***

Guidant Wealth Advisors provides investment advice on the following types of investments:

- Mutual Funds
- Exchange Traded Funds (ETFs)

Although we generally provide advice only on the products previously listed, we reserve the right to offer advice on any investment product that may be suitable for each client's specific circumstances, needs, goals and objectives.

It is not our typical investment strategy to attempt to time the market, but we may increase cash holdings modestly as deemed appropriate based on your risk tolerance and our expectations of market behavior. We may modify our investment strategy to accommodate special situations such as low basis stock, stock options, legacy holdings, inheritances, closely held businesses, collectibles, or special tax situations.

*(Please refer to Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss for more information.)*

### ***Participation in Wrap Fee Programs***

Guidant Wealth Advisors offer services through both wrap fee programs and non-wrap fee programs. A wrap fee program is defined as any advisory program under which a specified fee or fees not based directly upon transactions in a client's account is charged for investment advisory services (which may include portfolio management or advice concerning the selection of other investment advisers) and the execution of client transactions. Whenever a fee is charged to a client for services described in this brochure (whether wrap fee or non-wrap fee), we will receive all or a portion of the fee charged.

### ***Tailor Advisory Services to Individual Needs of Clients***

Guidant Wealth Advisors' advisory services are always provided based on your individual needs. This means, for example, that when we provide asset management and/or financial planning/consulting services, you are given the ability to impose restrictions on the accounts we manage for you, including specific investment selections and sectors. We work with you on a one-on-one basis through interviews and questionnaires to determine your investment objectives and suitability information.

We will not enter into an investment adviser relationship with a prospective client whose investment objectives may be considered incompatible with our investment philosophy or strategies or where the prospective client seeks to impose unduly restrictive investment guidelines.

### ***Client Assets Managed by Guidant Wealth Advisors***

The amount of clients' assets managed by Guidant Wealth Advisors totaled \$217,366,111 as of January 16, 2015. \$187,346,128 are managed on a discretionary basis and \$30,019,983 are managed on a non-discretionary basis.

## **Fees and Compensation**

In addition to the information provided in *Item 4 – Advisory Business*, this section provides additional details regarding our firm's services along with descriptions of each service's fees and compensation arrangements. It should be noted that lower fees for comparable service may be available from other sources. The exact fees and other terms will be outlined in the agreement between you and Guidant Wealth Advisors.

### ***Asset Management Services***

Fees charged for our asset management services are charged based on a percentage of assets under management, billed in advance (at the start of the billing period) on a quarterly calendar basis and calculated based on the fair market value of your account as of the last business day of the previous billing period. Fees are prorated (based on the number of days service is provided during the initial billing period) for your account opened at any time other than the beginning of the billing period. If asset management services are commenced in the middle of a billing period, the prorated fee for the initial billing period is billed in arrears at the same time as the next full billing period's fee is billed.

The asset management services continue in effect until terminated by either party (i.e., Guidant Wealth Advisors or you) by providing written notice of termination to the other party. Any prepaid, unearned fees will be promptly refunded by Guidant Wealth Advisors to you. Fee refunds will be determined on a pro rata basis using the number of days services are actually provided during the final period.

Fees charged for our asset management services are negotiable based on the type of client, the complexity of the client's situation, the composition of the client's account (i.e., equities versus mutual funds), the potential for additional account deposits, the relationship of the client with the investment adviser representative, and the total amount of assets under management for the client.

The annual fee for asset management services will be between 0.50% and 3.00%. The fee to be charged for the services provided to your account will be specified in the client agreement that is required to be executed prior to the initiation of our asset management services.

Guidant Wealth Advisors believes that its annual fee is reasonable in relation to: (1) services provided and (2) the fees charged by other investment advisers offering similar services/programs. However, our annual investment advisory fee may be higher than that charged by other investment advisers offering similar services/programs. In addition to our compensation, you may also incur charges imposed at the mutual fund level (e.g., advisory fees and other fund expenses).

The investment advisory fees will be deducted from your account and paid directly to our firm by the qualified custodian(s) of your account. You will authorize the qualified custodian(s) of your account to deduct fees from your account and pay such fees directly to our firm. See *Item 15 – Custody* for more details.

You should review your account statements received from the qualified custodian(s) and verify that appropriate investment advisory fees are being deducted. The qualified custodian(s) will not verify the accuracy of the investment advisory fees deducted.

Guidant Wealth Advisors does not receive any portion of such commissions or fees from you or the qualified custodian. In addition, you may incur certain charges imposed by third parties other than Guidant Wealth Advisors in connection with investments made through your account including, but not limited to, mutual fund sales loads, 12(b)-1 fees and surrender charges, variable annuity fees and surrender charges, IRA and qualified retirement plan fees, and charges imposed by the qualified custodian(s) of your account. Management fees charged by Guidant Wealth Advisors are separate and distinct from the fees and expenses charged by investment company securities that may be recommended to you. A description of these fees and expenses are available in each investment company security's prospectus.

#### **Guidant Managed Asset Program (GMAP)**

The annual investment advisory fee charged will vary between 0.50% – 3.00% of the assets held in the account and is negotiable depending on the market value of the account, asset types, complexity of your portfolio, your financial situation and trading activity. The fee to be charged for the services provided to your account will be specified in the client agreement that is required to be executed prior to the initiation of our asset management services. The annual fee is divided and paid quarterly in advance through a direct debit to your account. LPL is responsible for calculating and debiting all fees from your accounts. You must provide LPL with written authorization to debit advisory fees from your accounts and pay the fees to Guidant Wealth Advisors. Fees are based on the account's asset value as of the last business day of the prior calendar quarter. Fees for accounts opened at any time other than the beginning of a quarter are prorated based on the number of days remaining in the initial quarter.

Prior to engaging Guidant Wealth Advisors to provide investment management services, you are required to enter into a formal investment advisory agreement with us setting forth the terms and conditions, including the amount of investment advisory fees, under which we manage your assets and a also separate custodial/clearing agreement with LPL.

You can open a GMAP I or GMAP II account. A GMAP I account is a non-wrap or traditional account. This means in addition to our investment advisory fee, you also pay certain transaction charges to defray the costs associated with trade execution. These costs are set out in the LPL Strategic Wealth Management platform brokerage account and application agreement. The GMAP II account is a wrap fee account, meaning you do not pay transaction charges associated with trade execution.

You may incur certain charges imposed by third parties other than Guidant Wealth Advisors in connection with investments made through the account including, but not limited to, 12b-1 fees and surrender charges, and IRA and qualified retirement plan fees. Our management fees (which include transaction and execution fees charged by LPL for GMAP II accounts) are separate and distinct from the fees and expenses charged by investment company securities that may be recommended to you. A description of these fees and expenses are available in each investment company security's prospectus. Our representatives, in their separate capacity as registered representatives of LPL, may retain a portion of the commissions charged to you. These commissions may include 12b-1 fees, surrender charges and IRA and qualified retirement plan fees.

The GMAP Program I and GMAP Program II may cost you more or less than if the assets were held in a traditional brokerage account. In a brokerage account, you are charged commissions for each transaction, and the representative has no duty to provide ongoing advice with respect to the account. If you plan to follow a buy and

hold investment strategy for the account or do not wish to purchase ongoing investment advice or management services, you should consider opening a brokerage account rather than a GMAP Program I or GMAP Program II account.

We do not always charge a lower advisory fee for GMAP Program I accounts versus GMAP Program II accounts. The cost for a GMAP Program II account is typically higher than a GMAP I Program. This is because transaction costs are passed along to you in GMAP Program I accounts while the transaction costs are covered under the overall fee charged for GMAP Program II accounts.

Either party may terminate the agreement for services at any time. If services are terminated within five business days of executing the agreement, services are terminated without penalty and a full refund of all fees paid in advance is provided. If services are terminated after the initial five day period, we provide you with a prorated refund of fees paid in advance. The refund is based on the number of days service is actually provided during the final billing period. Termination is effective from the time the other party receives written notification or such other time as may be mutually agreed upon, subject to the settlement of transactions in progress and the final refund of advisory fees. There is no penalty charge on termination.

This section is intended to be a summary of the GMAP Program. If you contract for GMAP Program services you are provided with a copy of the GMAP Program Form ADV Part 2A Appendix disclosure brochure.

## ***Financial Planning & Consulting Services***

Fees charged for our financial planning and consulting services are negotiable based upon the type of client, the services requested, the investment adviser representative providing advice, the complexity of the client's situation, the composition of the client's account, other advisory services provided and the relationship of the client and the investment adviser representative. The following are the fee arrangements available for financial planning and consulting services offered by Guidant Wealth Advisors.

### ***Fees for Financial Planning Services***

Guidant Wealth Advisors provides financial planning services under an hourly fee arrangement. An hourly fee in the range of \$150 to \$250 per hour (depending upon the investment adviser representative working with Client) is charged by Guidant Wealth Advisors for financial planning services provided under this arrangement. An hourly fee in the range of \$150 to \$250 per hour (depending on the complexity of the client's situation) is charged by Guidant Wealth Advisors for financial planning services provided under this arrangement. Before commencing financial planning services, Guidant Wealth Advisors provides an estimate of the approximate hours needed to complete the requested financial planning services. If Guidant Wealth Advisors anticipates exceeding the estimated amount of hours required, Guidant Wealth Advisors will contact you to receive authorization to provide additional services. You will pay in advance a mutually agreed upon retainer that will be available for Guidant Wealth Advisors to bill hourly fees against for our financial planning services; however, under no circumstances will Guidant Wealth Advisors require you to pay fees more than \$500 more than six months in advance. Any unpaid hourly fees are due immediately upon completion and delivery of the financial plan.

The financial planning services terminate upon delivery of the written financial plan or upon either party providing the other party with written notice of termination.

You may terminate the financial planning services within five (5) business days of entering into an agreement with Guidant Wealth Advisors without penalty or fees due. If you terminate the financial planning services after five (5) business days of entering into an agreement, you will be responsible for immediate payment of any financial planning services performed by Guidant Wealth Advisors prior to the receipt by Guidant Wealth Advisors of your notice. For financial planning services performed by Guidant Wealth Advisors under an hourly arrangement, you will pay Guidant Wealth Advisors for any hourly fees incurred at the rates described above. In the event that there is a remaining balance of any fees paid in advance after the deduction of fees from the final invoice, those remaining proceeds will be refunded by Guidant Wealth Advisors to you.

### ***Fees for Consulting Services***

Guidant Wealth Advisors provides consulting services under an hourly fee arrangement. An hourly fee in the range of \$150 to \$250 (depending upon the investment adviser representative working with you) is charged by Guidant Wealth Advisors for consulting services provided under this arrangement. An hourly fee in the range of \$150 to \$250 (depending upon the complexity of client's situation) is charged by Guidant Wealth Advisors for consulting services provided under this arrangement. Before providing consulting service, Guidant Wealth Advisors will provide an estimate of the approximate hours needed to complete the consulting services. If Guidant Wealth Advisors anticipates exceeding the estimated amount of hours required, Guidant Wealth Advisors will contact you to receive authorization to provide additional services. You may be requested to pay in advance a mutually agreed upon retainer that will be available for Guidant Wealth Advisors to bill hourly fees against for our consulting services; however, under no circumstances will Guidant Wealth Advisors require you to pay fees more than \$500 more than six months in advance. The standard billing dates and events of Guidant Wealth Advisors are the following: (1) the first business day of each month; (2) the date when incurred hourly fees will cause the retainer balance to be depleted to zero; (3) the date or thereafter that Guidant Wealth Advisors substantially provides the agreed upon services; and (4) the date the engagement is terminated by either you or Guidant Wealth Advisors. Upon presentment of the invoice to you, Guidant Wealth Advisors will deduct the hourly fees due Guidant Wealth Advisors against your current retainer balance and you will immediately pay Guidant Wealth Advisors any outstanding balance of hourly fees due.

The one-time consulting services will terminate upon completion of the consultation or either party providing the other party with written notice. The "as-needed" consulting services will terminate upon either you or Guidant Wealth Advisors providing written notice of termination to the other party.

Guidant Wealth Advisors provides consulting services under an on-call arrangement. A monthly fee in the range of \$150 to \$250 (depending upon the investment adviser representative working with you) is charged by Guidant Wealth Advisors for consulting services provided under this arrangement.

You may terminate the consulting services within five (5) business days of entering into an agreement with Guidant Wealth Advisors without penalty or fees due. If you terminate the consulting services after five (5) business days of entering into an agreement with Guidant Wealth Advisors, you will be responsible for immediate payment of any consulting work performed by Guidant Wealth Advisors prior to the receipt by Guidant Wealth Advisors of your notice. For consulting services performed by Guidant Wealth Advisors under an hourly arrangement, you will pay Guidant Wealth Advisors for any hourly fees incurred at the rates described above. In the event that there is a remaining balance of any fees paid in advance after the deduction of fees from the final invoice, those remaining proceeds will be refunded by Guidant Wealth Advisors to you.

For termination of consulting services performed by Guidant Wealth Advisors under on-call arrangement, you will pay Guidant Wealth Advisors, at the rates described above, for the remaining balance of time under the on-call agreement. On-call agreements must be canceled 7 business days prior to the first business day of the new month to terminate the agreement at the end of the current month. Termination notice given less than 7 business days prior to the first business day of the new month will result in one final charge for the new month of on-call consulting, which will terminate at the end of that final calendar month.

#### ***Other Fee Terms for Financial Planning & Consulting Services***

You may pay the investment advisory fees owed for the financial planning services by submitting payment directly (for example, by check).

You should notify Guidant Wealth Advisors within ten (10) days of receipt of an invoice if you have questions about or dispute any billing entry.

To the extent Guidant Wealth Advisors engages an outside professional (i.e. attorney, independent investment adviser or accountant) while providing financial planning and consulting services to you, Guidant Wealth Advisors will be responsible for the payment of the fees for the services of such an outside professional, and you will not be required to reimburse Guidant Wealth Advisors for such payments. To the extent that you personally engage such an outside professional, you will be responsible for the payment of the fees for the services of such an outside professional, and Guidant Wealth Advisors will not be required to reimburse Client for such payments. Fees for the services of an outside professional (i.e. attorney, independent investment adviser or accountant) will be in addition to and separate from the fees charged by Guidant Wealth Advisors, and you will be responsible for the payment of the fees for the services of such an outside professional. In no event will the services of an outside professional be engaged without your express approval.

All fees paid to Guidant Wealth Advisors for services are separate and distinct from the commissions, fees and expenses charged by insurance companies associated with any disability insurance, life insurance and annuities subsequently acquired by you. If you sell or liquidate certain existing securities positions to acquire any insurance or annuity, you may also pay a commission and/or deferred sales charges in addition to the financial planning and consulting fees paid to Guidant Wealth Advisors and any commissions, fees and expenses charged by the insurance company for subsequently acquired insurance and/or annuities.

All fees paid to Guidant Wealth Advisors for advisory services are separate and distinct from the fees and expenses charged by mutual funds to their shareholders. These fees and expenses are described in each mutual fund's prospectus. These fees will generally include a management fee, other fund expenses and a possible distribution fee. If the fund also imposes sales charges, you may pay an initial or deferred sales charge.

If you retain Guidant Wealth Advisors to implement the recommendations provided under this service, Guidant Wealth Advisors may recommend load or no-load mutual funds that charge you 12(b)-1 fees. Your investment adviser representative may receive a portion of these 12(b)-1 fees in his or her separate capacity as a registered representative of a securities broker-dealer. The receipt of 12(b)-1 fees could represent an incentive for Guidant Wealth Advisors or your investment adviser representative to recommend mutual funds with 12(b)-1 fees or higher 12(b)-1 fees over mutual funds with no 12(b)-1 fees or lower 12(b)-1 fees and therefore creates a conflict of interest.

All fees paid to Guidant Wealth Advisors for financial planning and consulting services are separate and distinct from the commissions charged by a broker-dealer or asset management fees charged by an investment adviser to implement such recommendations.

It should be noted that lower fees for comparable services may be available from other sources.

**Referral of LPL Third-Party Money Managers** - Guidant Wealth Advisors offers advisory services by referring clients to a third-party money manager offering asset management and other investment advisory services.

### ***Optimum Market Portfolios***

LPL requires a minimum investment amount of \$15,000 to establish an OMP account. The maximum annual fee charged through the program is 2.5% of the total value of assets held in your account(s). Fees are negotiable depending on the market value of the account, asset types, your financial situation and trading activity. The annual fees are divided and paid quarterly in advance through a direct debit in your account. LPL is responsible for calculating and debiting all fees from your accounts. You must provide LPL written authorization to debit advisory fees from your account(s) and pay those fees to us. The account quarter begins on the first day of the month in which the account is accepted. Annual fees are divided and billed quarterly in advance by LPL. If you participate in OMP, you must execute the OMP Market Portfolios Client Agreement. There may be other fees and expenses related to the management of OMP accounts. Full details of all fees are provided in the OMP Form ADV Part 2 Appendix 1, a copy of which is provided to all clients participating in OMP.

We receive 85% to 97.5% of the total fee charged to you, as shown by the following schedule:

<u>Account Assets</u>	<u>Annual Fee</u>
Under \$500,000	1.5%
\$500,000 to \$2,000,000	1.4%
\$2,000,000 to \$5,000,000	1.0%
Over \$5,000,000	0.8%

The fee charged may be negotiable based on the how the assets are invested. Fees are negotiable depending on the market value of the account, asset types, your financial situation and trading activity. We may also receive other compensation for participating in OMP such as bonuses, awards, or other things of value offered by LPL. The amount of this compensation may be more or less than if you had participated in our other advisory programs or if you paid separately for investment advice, brokerage and other client services. Therefore, we may have an incentive to recommend OMP over other programs.

You may also incur certain charges imposed by LPL or third parties other than us in connection with investments made through OMP accounts, including among others, the following types of charges: mutual fund management fees and administrative servicing fees, omnibus processing fees, sub-transfer agent fees, networking fees, other transaction charges and service fees, IRA and Qualified Retirement Plan fees, administrative servicing fees for trust accounts, and other charges required by law. LPL may receive a certain portion of these third party fees. Further information regarding charges and fees assessed by the OMP Funds are available in the appropriate prospectus.



LPL serves as a sub-services agent with respect to OMP accounts. As such, LPL provides all sub-accounting and shareholder recordkeeping with respect to OMP Fund shares and provides certain administrative services. LPL receives administrative servicing fees from the service agent of the OMP Funds. Further, LPL provides investment consulting services to us regarding the OMP Funds. These services include assistance in selecting sub-advisors to the OMP Funds, providing quarterly fact sheets about the OMP Funds, meeting with sub-advisors of the OMP Funds to discuss performance, and assisting the investment advisor of the OMP Funds for making recommendations on sub-advisors to the Board of Trustees. LPL receives an investment consulting compensation from the investment advisor to the OMP Funds.

You can terminate an OMP account by providing written notice to LPL. Upon termination, you are entitled to a prorated refund of any pre-paid quarterly fees based on the number of days remaining in the quarter after termination. If you close the account within the first six months as a result of withdrawals bringing the account value below the required minimum, we, along with LPL, reserve the right to retain the pre-paid quarterly fees for the current quarter in order to cover the administrative cost of establishing an OMP account. These fees may include costs to transfer positions into and out of the account, data entry costs to open the account, costs associated with reconciling positions in order to issue quarterly performance reports and the cost of re-registering positions.

This section is intended as a summary of OMP. If you contract for OMP services, you receive the OMP Form ADV Part 2A Appendix 1 which provides detailed information regarding OMP.

### ***Model Wealth Portfolios***

The maximum annual fee charged through the program is 2.5% of the total value of assets held in your account(s). Fees are negotiable depending on the market value of the account, asset types, your financial situation and trading activity. The annual fees are divided and paid quarterly in advance through a direct debit in your account(s). LPL is responsible for calculating and debiting all fees from your accounts. You must provide LPL written authorization to debit advisory fees from your accounts and pay those fees to us. Fees are based on the account's asset value as of the last business day of the prior calendar quarter. Fees for accounts opened at any time other than the beginning of a quarter are prorated based on the number of days remaining in the initial quarter. If you participate in MWP, you must execute the MWP Client Agreement.

We receive 55% to 85% of the fee charged to you. The portion we receive is based on the fees that LPL charges and they consider the amount of money in the program and the costs of trading and other internal expenses. Fees are not negotiable. We may also receive other compensation for participating in MWP such as bonuses, awards, or other things of value offered by LPL. The amount of this compensation may be more or less than if you had participated in our other advisory programs or if you paid separately for investment advice, brokerage and other client services. Therefore, we may have an incentive to recommend MWP over other programs.

You may also incur certain charges imposed by LPL or third parties other than us in connection with investments made through MWP accounts, including among others, the following types of charges: mutual fund management fees and administrative servicing fees, omnibus processing fees, sub-transfer agent fees, networking fees, other transaction charges and service fees, IRA and Qualified Retirement Plan fees, administrative servicing fees for trust

accounts, and other charges required by law. LPL and our representatives, in their capacity as LPL registered representatives, may receive a portion of these third party fees.

You may incur certain charges imposed by third parties other than us in connection with investments made through the account, including but not limited to, mutual fund sales loads, 12b-1 fees and surrender charges. Our representatives, in their separate capacities as registered representatives of LPL, may retain 12b-1 fees paid. However, unless otherwise stated in the MWP client agreement, advisory fees charged in retirement accounts are reduced by 12b-1 fees paid to LPL and our representatives in their capacity as LPL registered representatives.

You can terminate an MWP account by providing written notice to LPL. Upon termination, you are entitled to a prorated refund of any pre-paid quarterly fees based upon the number of days remaining in the quarter after termination. If you close the account within the first six months as a result of withdrawals bringing the account value below the required minimum, both Guidant Wealth Advisors and LPL reserve the right to retain the pre-paid quarterly fees for the current quarter in order to cover the administrative cost of establishing an MWP account. The fees may include costs to transfer positions into and out of the account, data entry costs to open the account, costs associated with reconciling positions in order to issue quarterly performance reports and the cost of re-registering positions.

This section is intended as a summary of MWP. If you contracting for MWP services, you receive the MWP Form ADV Part 2A Appendix 1 providing detailed information regarding MWP.

### ***Third-Party Money Managers***

Third-party managers generally have account minimum requirements that will vary among third-party money managers. Account minimums are generally higher on fixed income accounts than for equity based accounts. A complete description of the third-party money manager's services, fee schedules and account minimums will be disclosed in the third-party money manager's disclosure brochure which will be provided to you prior to or at the time an agreement for services is executed and the account is established.

The actual fee charged to you will vary depending on the third-party money manager. All fees are calculated and collected by the third-party money manager who will be responsible for delivering our portion of the fee paid by you to us.

Under this program, you may incur additional charges including but not limited to, mutual fund sales loads, 12b-1 fees and surrender charges, and IRA and qualified retirement plan fees.

We have a conflict of interest by only offering those third-party money managers that have agreed to pay a portion of their advisory fee to us and have met the conditions of our due diligence review. There may be other third-party money managers that may be suitable for you that may be more or less costly. No guarantees can be made that your financial goals or objectives will be achieved. Further, no guarantees of performance can be offered.

### ***Variable Sub-Account Management Services***

This asset management service is only provided to a limited number of existing clients, new clients are not being added to this program. Based upon the requirements of our relationship with LPL Financial in order to be eligible to be included within this program the client must have previously owned the VA investment for a minimum period of time of 2 years. Under this Guidant service, you will incur an annual investment advisory fee, which is based upon a percentage of the market value of your variable annuity contract under the management of Guidant Wealth Advisors. The exact annual fee charged by Guidant Wealth Advisors will be agreed upon prior to commencing services and stated in the client agreement. The following is the maximum fee schedule that your investment adviser representative may charge you for this service:

The annual fee for our variable sub-account management services will range between 0.50% to 3.00%. The fee to be charged for the services provided to your account will be specified in the client agreement that is required to be executed prior to the initiation of our asset management services.

Guidant Wealth Advisors reserves the right to modify its fee schedule in the future by providing you with 30 days advance notice of any modification.

The annual fee is paid quarterly in advance and is calculated and due based upon the total value of your variable annuities and variable life contracts under management as of March 31, June 30, September 30 and December 31. The quarterly fee payments for the first and last billing periods are pro-rated to reflect the actual days that your variable annuities and variable life contracts were subject to management by Guidant Wealth Advisors.

The investment advisory fee will be automatically deducted from your variable annuity contract by your insurance company and paid to Guidant Wealth Advisors.

Under this program, the insurance companies issuing your variable annuity contracts will charge management expenses in addition to the investment advisory fee charged by Guidant Wealth Advisors. In addition, your variable annuity contract may be subject to exchange fees and surrender charges. Guidant Wealth Advisors does not share in these fees charged by your insurance company. Please refer to the prospectus of your variable annuity contract for more details about the insurance company's management expenses and any exchange or surrender fees.

In the event that your investment adviser representative sold you the variable annuity contract in his or her separate capacity as a registered representative of a broker-dealer, your investment adviser representative most likely received commission and/or trail compensation for this transaction. This sales compensation is separate from and in addition to any investment advisory fee charged by Guidant Wealth Advisors. If your investment adviser representative received a commission for selling you a variable annuity contract, Guidant Wealth Advisors will not accept your variable annuity contract for management until it has been at least two years from the date of such sale.

You or Guidant Wealth Advisors may terminate this service for any reason by providing the other party with written notice, which will be effective five (5) days after receipt or at a later date as specified in the notice.

## ***Seminars***

No fees are charged for seminars. However, if we are hired by larger groups, such as corporations, we reserve the right to charge fees to cover the expenses incurred by us for presenting the seminars. In this case, all fees and payment provisions will be fully disclosed to you prior to the seminar being presented.

## ***Workshops***

Workshops are always provided free of charge.

## **Performance-Based Fees and Side-By-Side Management**

Performance-based fees are defined as fees based on a share of capital gains on or capital appreciation of the assets held in a client's account. *Item 6* is not applicable to this Disclosure Brochure because we do not charge or accept performance-based fees.

## **Types of Clients**

Guidant Wealth Advisors generally provides investment advice to the following types of clients:

- Individuals
- High net worth individuals
- Trusts, estates, or charitable organizations
- Corporations or business entities other than those listed above

You are required to execute a written agreement with Guidant Wealth Advisors specifying the particular advisory services in order to establish a client arrangement with Guidant Wealth Advisors.

## ***Minimum Investment Amounts Required***

There are no minimum investment amounts or conditions required for establishing an account managed by Guidant Wealth Advisors. However, all clients are required to execute an agreement for services in order to establish a client arrangement with Guidant Wealth Advisors and/or the third-party money manager or the sponsor of third-party money manager platforms.

The minimum fee generally charged for financial planning services provided on an hourly basis is \$500.

The minimum hourly fee generally charged for consulting services is \$500.

Third-party money managers may have minimum account and minimum fee requirements in order to participate in their programs. Each-third party money manager will disclose its minimum account size and fees in its Form ADV Part 2A Disclosure Brochure.

For sub-account management services, Guidant Wealth Advisors does not require a minimum account value for variable annuity and/or variable life contracts.

## **Methods of Analysis, Investment Strategies and Risk of Loss**

### ***Methods of Analysis***

Guidant Wealth Advisors uses the following methods of analysis in formulating investment advice:

Fundamental – This is a method of evaluating a security by attempting to measure its intrinsic value by examining related economic, financial and other qualitative and quantitative factors. Fundamental analysts attempt to study everything that can affect the security's value, including macroeconomic factors (like the overall economy and industry conditions) and individually specific factors (like the financial condition and management of a company). The end goal of performing fundamental analysis is to produce a value that an investor can compare with the security's current price in hopes of figuring out what sort of position to take with that security (underpriced = buy, overpriced = sell or short). Fundamental analysis is considered to be the opposite of technical analysis. Fundamental analysis is about using real data to evaluate a security's value. Although most analysts use fundamental analysis to value stocks, this method of valuation can be used for just about any type of security.

The risk associated with fundamental analysis is that it is somewhat subjective. While a quantitative approach is possible, fundamental analysis usually entails a qualitative assessment of how market forces interact with one another in their impact on the investment in question. It is possible for those market forces to point in different directions, thus necessitating an interpretation of which forces will be dominant. This interpretation may be wrong, and could therefore lead to an unfavorable investment decision.

There are risks involved in using any analysis method.

To conduct analysis, Guidant Wealth Advisors gathers information from financial newspapers and magazines, inspection of corporate activities, research materials prepared by others, corporate rating services, timing services, annual reports, prospectuses and filings with the SEC, and company press releases.

### ***Investment Strategies***

Guidant Wealth Advisors uses the following investment strategies when managing client assets and/or providing investment advice:

Long term purchases. Investments held at least a year.

Short term purchases. Investments sold within a year.

Option writing including cover options, uncovered options or spreading strategies. Options are contracts giving the purchaser the right to buy or sell a security, such as stocks, at a fixed price within a specific period of time.

Strategic asset allocation. Calls for setting target allocations and then periodically rebalancing the portfolio back to those targets as investment returns skew the original asset allocation percentages. The concept is akin to a “buy and hold” strategy, rather than an active trading approach. Of course, the strategic asset allocation targets may change over time as the client’s goals and needs change and as the time horizon for major events such as retirement and college funding grow shorter.

### **Primarily Recommend One Type of Security**

We do not primarily recommend one type of security to clients. Instead, we recommend any product that may be suitable for each client relative to that client’s specific circumstances and needs.

## ***Risk of Loss***

Past performance is not indicative of future results. Therefore, you should never assume that future performance of any specific investment or investment strategy will be profitable. Investing in securities (including stocks, mutual funds, and bonds, etc.) involves risk of loss. Further, depending on the different types of investments there may be varying degrees of risk. You should be prepared to bear investment loss including loss of original principal.

Because of the inherent risk of loss associated with investing, our firm is unable to represent, guarantee, or even imply that our services and methods of analysis can or will predict future results, successfully identify market tops or bottoms, or insulate you from losses due to market corrections or declines. There are certain additional risks associated with investing in securities through our investment management program, as described below:

- Market Risk – Either the stock market as a whole, or the value of an individual company, goes down resulting in a decrease in the value of client investments. This is also referred to as systemic risk.
- Equity (stock) market risk – Common stocks are susceptible to general stock market fluctuations and to volatile increases and decreases in value as market confidence in and perceptions of their issuers change. If you held common stock, or common stock equivalents, of any given issuer, you would generally be exposed to greater risk than if you held preferred stocks and debt obligations of the issuer.
- Company Risk. When investing in stock positions, there is always a certain level of company or industry specific risk that is inherent in each investment. This is also referred to as unsystematic risk and can be reduced through appropriate diversification. There is the risk that the company will perform poorly or have its value reduced based on factors specific to the company or its industry. For example, if a company’s employees go on strike or the company receives unfavorable media attention for its actions, the value of the company may be reduced.

- Fixed Income Risk. When investing in bonds, there is the risk that the issuer will default on the bond and be unable to make payments. Further, individuals who depend on set amounts of periodically paid income face the risk that inflation will erode their spending power. Fixed-income investors receive set, regular payments that face the same inflation risk.
- Options Risk. Options on securities may be subject to greater fluctuations in value than an investment in the underlying securities. Purchasing and writing put and call options are highly specialized activities and entail greater than ordinary investment risks.
- ETF and Mutual Fund Risk – When investing in an ETF or mutual fund, you will bear additional expenses based on your pro rata share of the ETF's or mutual fund's operating expenses, including the potential duplication of management fees. The risk of owning an ETF or mutual fund generally reflects the risks of owning the underlying securities the ETF or mutual fund holds. You will also incur brokerage costs when purchasing ETFs.
- Management Risk – Your investment with our firm varies with the success and failure of our investment strategies, research, analysis and determination of portfolio securities. If our investment strategies do not produce the expected returns, the value of the investment will decrease.

## Disciplinary Information

In February 2011 the state of Illinois initiated a regulatory action against Guidant Wealth advisors that alleged that the firm employed an individual to provide investment advisory services prior to filing an application to register the individual. On April 14, 2011 the firm agreed to accept a monetary fine of \$250 and the assessment of \$1500 in the costs associated with the state's investigation.

## Other Financial Industry Activities and Affiliations

Guidant Wealth Advisors is **not** and does **not** have a related person that is a broker/dealer, municipal securities dealer, government securities dealer or broker, an investment company or other pooled investment vehicle (including a mutual fund, closed-end investment company, unit investment trust, private investment company or "hedge fund," and offshore fund), another investment adviser or financial planner, a futures commission merchant, commodity pool operator, or commodity trading advisor, a banking or thrift institution, an accountant or accounting firm, a lawyer or law firm, an insurance company or agency, a pension consultant, a real estate broker or dealer, and a sponsor or syndicator of limited partnerships.

We are an independent registered investment adviser and only provide investment advisory services. We are not engaged in any other business activities and offer no other services except those described in this Disclosure Brochure. However, while we do not sell products or services other than investment advice, our representatives may sell other products or provide services outside of their role as investment adviser representatives with us.

### **Registered Representative of a Broker-Dealer**

Our representatives are also registered representatives of LPL Financial, a securities broker-dealer. You may work with your investment adviser representative in his or her separate capacity as a registered representative of LPL Financial. When acting in his or her separate capacity as a registered representative, your investment adviser representative may sell, for commissions, general securities products such as stocks, bonds, mutual funds, exchange-traded funds, and variable annuity and variable life products to you. As such, your investment adviser representative may suggest that you implement investment advice by purchasing securities products through a commission-based brokerage account in addition to or in lieu of a fee-based investment-advisory account. This receipt of commissions creates an incentive to recommend those products for which your investment adviser representative will receive a commission in his or her separate capacity as a registered representative of a securities broker-dealer. Consequently, the objectivity of the advice rendered to you could be biased.

You are under no obligation to use the services of our representatives in this separate capacity or to use LPL Financial and can select any broker/dealer you wish to implement securities transactions. If you select our representatives to implement securities transactions in their separate capacity as registered representatives, they must use LPL Financial. Prior to effecting any such transactions, you are required to enter into a new account agreement with LPL Financial. The commissions charged by LPL Financial may be higher or lower than those charged by other broker/dealers. In addition, the registered representatives may also receive additional ongoing 12b-1 fees for mutual fund purchases from the mutual fund company during the period that you maintain the mutual fund investment.

### ***Third-Party Money Managers***

Guidant Wealth Advisors has developed several programs, previously described in *Item 5* of this disclosure brochure, designed to allow us to recommend and select third-party money managers for you. Once you select the third-party money manager to manage all or a portion of your assets, the third-party money manager will pay us a portion of the fees you are charged. Please refer to *Items 4 and 5* for full details regarding the programs, fees, conflicts of interest and materials arrangements when Guidant Wealth Advisors selects other investment advisers.

### **Insurance Agent**

You may work with your investment adviser representative in his or her separate capacity as an insurance agent. When acting in his or her separate capacity as an insurance agent, the investment adviser representative may sell, for commissions, general disability insurance, life insurance, annuities, and other insurance products to you. As such, your investment adviser representative in his or her separate capacity as an insurance agent, may suggest that you implement recommendations of Guidant Wealth Advisors by purchasing disability insurance, life insurance, annuities, or other insurance products. This receipt of commissions creates an incentive for the representative to recommend those products for which your investment adviser representative will receive a commission in his or her separate capacity as an insurance agent. Consequently, the advice rendered to you could be biased. You are under no obligation to implement any insurance or annuity transaction through your investment adviser representative.

### **Real Estate Ownership**



The investment advisor representatives registered with his firm have also been active in making personal investments in commercial and residential real estate properties. There is a minimal amount of time required to conduct this outside activity therefore this activity should not create a conflict of interest.

## **Code of Ethics, Participation in Client Transactions and Personal Trading**

### ***Code of Ethics Summary***

An investment adviser is considered a fiduciary and has a fiduciary duty to all clients. Guidant Wealth Advisors has established a Code of Ethics to comply with the requirements of the securities laws and regulations that reflects its fiduciary obligations and those of its supervised persons. The Code of Ethics also requires compliance with federal securities laws. Guidant Wealth Advisors' Code of Ethics covers all individuals that are classified as "supervised persons". All employees, officers, directors and investment adviser representatives are classified as supervised persons. Guidant Wealth Advisors requires its supervised persons to consistently act in your best interest in all advisory activities. Guidant Wealth Advisors imposes certain requirements on its affiliates and supervised persons to ensure that they meet the firm's fiduciary responsibilities to you. The standard of conduct required is higher than ordinarily required and encountered in commercial business.

This section is intended to provide a summary description of the Code of Ethics of Guidant Wealth Advisors. If you wish to review the Code of Ethics in its entirety, you should send us a written request and upon receipt of your request, we will promptly provide a copy of the Code of Ethics to you.

### ***Affiliate and Employee Personal Securities Transactions Disclosure***

Guidant Wealth Advisors or associated persons of the firm may buy or sell for their personal accounts, investment products identical to those recommended to clients. This creates a potential conflict of interest. It is the express policy of Guidant Wealth Advisors that all persons associated in any manner with our firm must place clients' interests ahead of their own when implementing personal investments. Guidant Wealth Advisors and its associated persons will not buy or sell securities for their personal account(s) where their decision is derived, in whole or in part, by information obtained as a result of employment or association with our firm unless the information is also available to the investing public upon reasonable inquiry.

We are now and will continue to be in compliance with applicable state and federal rules and regulations. To prevent conflicts of interest, we have developed written supervisory procedures that include personal investment and trading policies for our representatives, employees and their immediate family members (collectively, associated persons):

- Associated persons cannot prefer their own interests to that of the client.
- Associated persons cannot purchase or sell any security for their personal accounts prior to implementing transactions for client accounts.

- Associated persons cannot buy or sell securities for their personal accounts when those decisions are based on information obtained as a result of their employment, unless that information is also available to the investing public upon reasonable inquiry.
- Associated persons are prohibited from purchasing or selling securities of companies in which any client is deemed an “insider”.
- Associated persons are discouraged from conducting frequent personal trading.
- Associated persons are generally prohibited from serving as board members of publicly traded companies unless an exception has been granted to the Chief Compliance Officer of Guidant Wealth Advisors.

Any associated person not observing our policies is subject to sanctions up to and including termination.

## **Brokerage Practices**

Clients are under no obligation to act on the financial planning recommendations of Guidant Wealth Advisors. If the firm assists in the implementation of any recommendations, we are responsible to ensure that the client receives the best execution possible. Best execution does not necessarily mean that clients receive the lowest possible commission costs but that the qualitative execution is best. In other words, all conditions considered, the transaction execution is in your best interest. When considering best execution, we look at a number of factors besides prices and rates including, but not limited to:

- Execution capabilities (e.g., market expertise, ease/reliability/timeliness of execution, responsiveness, integration with our existing systems, ease of monitoring investments)
- Products and services offered (e.g., investment programs, back office services, technology, regulatory compliance assistance, research and analytic services)
- Financial strength, stability and responsibility
- Reputation and integrity
- Ability to maintain confidentiality

We exercise reasonable due diligence to make certain that best execution is obtained for all clients when implementing any transaction by considering the back office services, technology and pricing of services offered.

### ***Directed Brokerage***

Clients should understand that not all investment advisors require the use of a particular broker/dealer or custodian. Some investment advisors allow their clients to select whichever broker/dealer the client decides. By requiring clients to use a particular broker/dealer, Guidant Wealth Advisors may not achieve the most favorable execution of client transactions and the practice requiring the use of specific broker/dealers may cost clients more money than if the client used a different broker/dealer or custodian. However, for compliance and operational efficiencies, Guidant Wealth Advisors has decided to require our clients to use broker/dealers and other qualified custodians determined by Guidant Wealth Advisors.

#### **Broker/Dealer Affiliation (LPL Financial)**

If you wish to implement our advice you are free to select any broker you wish. If you wish to have our representatives implement the advice in their separate capacity as registered representatives, LPL is used. Our representatives are registered representatives of LPL and we are required to use the services of LPL when acting in this capacity. LPL has a wide range of approved securities products for which it performs due diligence prior to selection. LPL's registered representatives are required to adhere to these products when implementing securities transactions through LPL. Commissions charged for these products may be higher or lower than commissions clients may be able to obtain if transactions were implemented through another broker/dealer.

Because our representatives are also registered representatives of LPL, LPL provides compliance support to them. LPL also provides our representatives, and therefore us, with back-office operational, technology and other administrative support.

If you wish to implement our advice through any of the programs described in this Disclosure Brochure, LPL will be used as the broker/dealer and/or custodian. LPL will be the primary broker/dealer and custodian recommended due to the relationship our representatives have with LPL. We recommend broker/dealers and custodians that we feel provide services in a manner and at a cost that will allow us to meet our duty of best execution. However, we may be limited in the broker/dealer or custodians that we are allowed to use due to our representatives' relationship with LPL. LPL may limit or restrict the broker/dealer or custodial platforms for its registered representatives that are also independently licensed due to its duty to supervise the transactions implemented by these individuals.

While there is no direct linkage between the investment advice given to you and our recommendation of LPL, economic benefits may be provided to us by LPL that are not provided if you select another broker/dealer or account custodian. These benefits may include:

- Negotiated costs for transaction implementation
- A dedicated trade desk that services LPL Financial participants exclusively
- A dedicated service group and an account services manager dedicated to our accounts
- Access to a real-time order matching system
- Electronic download of trades, balances and position information
- Access, for a fee, to an electronic interface with the account custodian's software
- Duplicate and batched client statements, confirmations and year-end reports

Please also see *Item 5, Fees and Compensation*, for additional information about advisory services and implementing recommendations.

#### **Soft Dollar Benefits**

An investment adviser receives soft dollar benefits from a broker-dealer when the investment adviser receives research or other products and services in exchange for client securities transactions or maintaining an account balance with the broker-dealer.

Guidant Wealth Advisors does not have a soft dollar agreement with a broker-dealer or a third-party.

### ***Handling Trade Errors***

Guidant Wealth Advisors has implemented procedures designed to prevent trade errors; however, trade errors in client accounts cannot always be avoided. Consistent with its fiduciary duty, it is the policy of Guidant Wealth Advisors to correct trade errors in a manner that is in the best interest of the client. In cases where the client causes the trade error, the client is responsible for any loss resulting from the correction. Depending on the specific circumstances of the trade error, the client may not be able to receive any gains generated as a result of the error correction. In all situations where the client does not cause the trade error, the client is made whole and any loss resulting from the trade error is absorbed by Guidant Wealth Advisors if the error is caused by Guidant Wealth Advisors. If the error is caused by the broker-dealer, the broker-dealer is responsible for handling the trade error. If a gain results from the correction of a trade error the executing Broker Dealer (LPL) will retain all gains caused from error. The client will always be made whole but will not profit (keep gains) from error.

Guidant Wealth Advisors will never benefit or profit from trade errors.

### ***Block Trading Policy***

Investment advisors may elect to purchase or sell the same securities for several clients at approximately the same time when they believe such action may prove advantageous to clients. This process is referred to as aggregating orders, batch trading or block trading. Guidant Wealth Advisors does not engage in block trading.

It should be noted that implementing trades on a block or aggregate basis may be less expensive for client accounts; however, it is our trading policy is to implement all client orders on an individual basis. Therefore, we do not aggregate or “block” client transactions. Considering the types of investments we hold in advisory client accounts, we do not believe clients are hindered in any way because we trade accounts individually. This is because we develop individualized investment strategies for clients and holdings will vary. Our strategies are primarily developed for the long-term and minor differences in price execution are not material to our overall investment strategy.

### ***Agency Cross Transactions***

Our associated persons are prohibited from engaging in agency cross transactions, meaning we cannot act as brokers for both the sale and purchase of a single security between two different clients and cannot receive compensation in the form of an agency cross commission or principal mark-up for the trades.

## **Review of Accounts**

### ***Account Reviews and Reviewers***

Managed accounts are reviewed at least quarterly. While the calendar is the main triggering factor, reviews can also be conducted at your request. Account reviews will include investment strategy and objectives review and making a change if strategy and objectives have changed. Reviews are conducted by Frank Patzke, with reviews performed in accordance with your investment goals and objectives.

Accounts established and maintained with other third-party money managers are reviewed at least quarterly, usually when statements and/or reports are received from the money manager.

Our financial planning services terminate upon the presentation of the written plan. Our financial planning and consulting services do not include monitoring the investments of your account(s), and therefore, there is no ongoing review of your account(s) under such services.

### ***Statements and Reports***

For our asset management services, you are provided with transaction confirmation notices and regular quarterly account statements directly from the qualified custodian.

Whether reports by an outside money manager are provided to you will depend upon the outside money manager.

Financial planning clients do not receive any report other than the written plan originally contracted for and provided by Guidant Wealth Advisors.

You are encouraged to always compare any reports or statements provided by us, a sub-adviser or third-party money manager against the account statements delivered from the qualified custodian. When you have questions about your account statement, you should contact our firm and the qualified custodian preparing the statement.

## **Client Referrals and Other Compensation**

Guidant Wealth Advisors does not directly or indirectly compensate any person for client referrals.

The only compensation received from advisory services is the fees charged for providing investment advisory services as described in *Item 5* of this Disclosure Brochure. Guidant Wealth Advisors receives no other forms of compensation in connection with providing investment advice.

*Please see Item 5, Fees and Compensation, Item 10, Other Financial Industry Activities and Affiliations and Item 12, Brokerage Practices, for additional discussion concerning other compensation.*

## Custody

Custody, as it applies to investment advisors, has been defined by regulators as having access or control over client funds and/or securities. In other words, custody is not limited to physically holding client funds and securities. If an investment adviser has the ability to access or control client funds or securities, the investment adviser is deemed to have custody and must ensure proper procedures are implemented.

Guidant Wealth Advisors is deemed to have custody of client funds and securities whenever Guidant Wealth Advisors is given the authority to have fees deducted directly from client accounts. However, this is the only form of custody Guidant Wealth Advisors will ever maintain. It should be noted that authorization to trade in client accounts is not deemed by regulators to be custody.

For accounts in which Guidant Wealth Advisors is deemed to have custody, we have established procedures to ensure all client funds and securities are held at a qualified custodian in a separate account for each client under that client's name. Clients or an independent representative of the client will direct, in writing, the establishment of all accounts and therefore are aware of the qualified custodian's name, address and the manner in which the funds or securities are maintained. Finally, account statements are delivered directly from the qualified custodian to each client, or the client's independent representative, at least quarterly. Clients should carefully review those statements and are urged to compare the statements against reports received from Guidant Wealth Advisors. When clients have questions about their account statements, they should contact Guidant Wealth Advisors or the qualified custodian preparing the statement.

## Investment Discretion

When providing asset management services, Guidant Wealth Advisors maintains trading authorization over your Account and can provide management services on a **discretionary** basis. When discretionary authority is granted, we will have the authority to determine the type of securities, the amount of securities that can be bought or sold and the broker or dealer to be used for your portfolio without obtaining your consent for each transaction.

If you decide to grant trading authorization on a **non-discretionary** basis, we will be required to contact you prior to implementing changes in your account. Therefore, you will be contacted and required to accept or reject our investment recommendations including:

- The security being recommended
- The number of shares or units
- Whether to buy or sell

Once the above factors are agreed upon, we will be responsible for making decisions regarding the timing of buying or selling an investment and the price at which the investment is bought or sold. If your accounts are

managed on a non-discretionary basis, you need to know that if we are not able to reach you or you are slow to respond to our request, it can have an adverse impact on the timing of trade implementations and we may not achieve the optimal trading price.

You will have the ability to place reasonable restrictions on the types of investments that may be purchased in your Account. You may also place reasonable limitations on the discretionary power granted to Guidant Wealth Advisors so long as the limitations are specifically set forth or included as an attachment to the client agreement.

For sub-account management services, when discretionary authority has been granted in writing by you, Guidant Wealth Advisors will exercise limited discretionary authority to exchange sub-accounts available in the variable annuity and/or variable life contract without contacting you in advance to obtain your consent for each exchange. Under our sub-account management services, you have the ability to place reasonable restrictions on the available sub-accounts utilized by Guidant Wealth Advisors. You may also place reasonable limitations on the discretionary power granted to Guidant Wealth Advisors so long as the limitations are specifically set forth or included as an attachment to the client agreement.

## **Voting Client Securities**

### **Proxy Voting**

Guidant Wealth Advisors does not vote proxies on behalf of Clients. We have determined that taking on the responsibilities for voting client securities does not add enough value to the services provided to you to justify the additional compliance and regulatory costs associated with voting client securities. Therefore, it is your responsibility to vote all proxies for securities held in Account.

You will receive proxies directly from the qualified custodian or transfer agent; we will not provide you with the proxies. You are encouraged to read through the information provided with the proxy-voting documents and make a determination based on the information provided. Although we do not vote client proxies, if you have a question about a particular proxy feel free to contact us. However, you will have the ultimate responsibility for making all proxy-voting decisions.

With respect to assets managed by a third-party money manager, we will not vote the proxies associated with these assets. You will need to refer to each third-party money manager's disclosure brochure to determine whether the third-party money manager will vote proxies on your behalf. You may request a complete copy of third-party money manager's proxy voting policies and procedures as well as information on how your proxies were voted by contacting the third-party money manager or by contacting Guidant Wealth Advisors at the address or phone number indicated on Page 1 of this disclosure document.

## **Financial Information**

This *Item 18* is not applicable to this brochure. Guidant Wealth Advisors does not require or solicit prepayment of more than \$500 in fees per client, six months or more in advance. Therefore, we are not required to include a balance sheet for the most recent fiscal year. We are not subject to a financial condition that is reasonably likely

to impair our ability to meet contractual commitments to clients. Finally, Guidant Wealth Advisors has not been the subject of a bankruptcy petition at any time.

## **Customer Privacy Policy Notice**

In November of 1999, Congress enacted the Gramm-Leach-Bliley Act (GLBA). The GLBA requires certain financial institutions, such as investment adviser firms, to protect the privacy of customer information. In situations where a financial institution does disclose customer information to non-affiliated third parties, other than permitted or required by law, customers must be given the opportunity to opt out or prevent such disclosure. Guidant Wealth Advisors does not share or disclose customer information to non-affiliated third parties except as permitted or required by law.

Guidant Wealth Advisors is committed to safeguarding the confidential information of its clients. Guidant Wealth Advisors holds all personal information provided by clients in the strictest confidence and it is the objective of Guidant Wealth Advisors to protect the privacy of all clients. Except as permitted or required by law, Guidant Wealth Advisors does not share confidential information about clients with non-affiliated parties. In the event that there were to be a change in this policy, Guidant Wealth Advisors will provide clients with written notice and clients will be provided an opportunity to direct Guidant Wealth Advisors as to whether such disclosure is permissible.

To conduct regular business, Guidant Wealth Advisors may collect personal information from sources such as:

- Information reported by the client on applications or other forms the client provides to Guidant Wealth Advisors
- Information about the client's transactions implemented by Guidant Wealth Advisors or others
- Information developed as part of financial plans, analyses or investment advisory services

To administer, manage, service and provide related services for client accounts, it is necessary for Guidant Wealth Advisors to provide access to customer information within the firm and to non-affiliated companies with whom Guidant Wealth Advisors has entered into agreements. To provide the utmost service, Guidant Wealth Advisors may disclose the information below regarding customers and former customers, as necessary, to companies to perform certain services on Guidant Wealth Advisors' behalf.

- Information Guidant Wealth Advisors receives from the client on applications (name, Social Security number, address, assets, etc.)
- Information about the client's transactions with Guidant Wealth Advisors or others (account information, payment history, parties to transactions, etc.)
- Information concerning investment advisory account transactions
- Information about a client's financial products and services transaction with Guidant Wealth Advisors

Since Guidant Wealth Advisors shares non-public information solely to service client accounts, Guidant Wealth Advisors does not disclose any non-public personal information about Guidant Wealth Advisors' customers or former customers to anyone, except as permitted by law. However, Guidant Wealth Advisors may also provide customer information outside of the firm as required by law, such as to government entities, consumer reporting



agencies or other third parties in response to subpoenas. In the event that Guidant Wealth Advisors has a change to its customer privacy policy that would allow it to disclose non-public information not covered under applicable law, Guidant Wealth Advisors will allow its clients the opportunity to opt out of such disclosure.

## **Business Continuity Plan**

Guidant Wealth Advisors has a business continuity and contingency plan in place designed to respond to significant business disruptions. These disruptions can be both internal and external. Internal disruptions will impact my ability to communicate and do business, such as a fire in the office building. External disruptions will prevent the operation of the securities markets or the operations of a number of firms, such as earthquakes, wildfires, hurricanes, terrorist attack or other wide-scale, regional disruptions.

The firm's continuity and contingency plan has been developed to safeguard employees' lives and firm property, to allow a method of making financial and operational assessments, to quickly recover and resume business operations, to protect books and records, and to allow clients to continue transacting business.

The plan includes the following:

- Alternate locations to conduct business;
- Hard and electronic back-ups of records;
- Alternative means of communications with employees, clients, critical business constituents and regulators; and
- Details on the firms' employee succession plan

Guidant Wealth Advisors' business continuity and contingency plan is reviewed and updated on a regular basis to ensure that the policies in place are sufficient and operational.

## FORM ADV PART 2B BROCHURE SUPPLEMENT

### Frank T. Patzke

Frank T. Patzke  
FP Financial Services, Inc. dba Guidant Wealth Advisors  
35 West Slade Street  
Palatine, IL 60067  
(847)330-9911  
[www.GuidantWealth.com](http://www.GuidantWealth.com)



Date of Supplement: February 2015

This brochure supplement provides information about Frank T. Patzke that supplements the FP Financial Services, Inc. dba Guidant Wealth Advisors ("Guidant Wealth Advisors") disclosure brochure. You should have received a copy of that brochure. Please contact Frank T. Patzke at (847)330-9911 or at [frank.patzke@guidantwealth.com](mailto:frank.patzke@guidantwealth.com) if you did not receive Guidant Wealth Advisors' brochure or if you have any questions about the contents of this supplement.

Additional information about Frank T. Patzke is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

#### Educational Background and Business Experience

##### Frank T. Patzke

Born 1950  
CRD # 850554

##### ***Post-Secondary Educational Background:***

University of Illinois, Bachelor of Arts: 1973  
University of Illinois, Master of Business Administration: 1978

##### ***Business Background:***

Guidant Wealth Advisors, President and Investment Advisor Representative, 01/2001 to Present;  
FP Financial Services, Inc., President, 07/1996 to Present  
LPL Financial, LLC, (Linsco/Private Ledger Corp.) Registered Representative and Investment Advisor Representative, 01/1993 to Present  
FSKS Properties, Owner, 12/2007 to Present

## ***Professional Designations***

### **Certified Financial Planner (CFP)**

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 62,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

CFP Acknowledgment: (ADVISOR) acknowledges his responsibility as a CFP® Certificant to adhere to the standards that have been established in the CFP Board's Standards of Professional Conduct. If you become aware that (ADVISOR)'s conduct may violate the Standards of Professional Conduct, you may file a complaint with the CFP Board at [www.CFP.net/complaint](http://www.CFP.net/complaint).

### ***Code of Ethics for CFP***

The following disclosure has been included in the COE section of the 2A.

In addition to abiding by our Code of Ethics, some of our representatives are Certified Financial Planners™ (CFP®) and also abide by the Code of Ethics and Responsibility Code of the Certified Financial Planner™ Board of Standards, Inc. The Code of Ethics and Responsibility Code requires CFP® designees to not only comply with all applicable laws and regulations but to also act in an ethical and professional responsible manner in all professional services and activities. The principles guiding CFP® designees are:

- Integrity
- Objectivity
- Competence (in providing services and maintaining knowledge and skills to do so)
- Fairness (to clients, principals, partners and employers and disclosing any conflicts of interest in providing services)
- Confidentiality (keeping all client information confidential without the specific client consent unless in response to legal process or in defense of charges of wrongdoing or civil dispute)
- Professionalism
- Diligence

You can obtain a copy of the Code of Ethics and Responsibility Code by requesting a copy from one of our representatives.

### **Disciplinary Information**

Frank T. Patzke has no legal or disciplinary events to report.

### **Other Business Activities**

#### **Registered Representative of a Broker-Dealer**

Frank T. Patzke is separately licensed as a registered representative with LPL Financial, LLC, a registered securities broker/dealer, member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investors Protection Corporation (SIPC). When acting in his separate capacity as a registered representative of LPL Financial, LLC, Frank T. Patzke may sell, for commissions, general securities products such as stocks, bonds, mutual funds, exchange-traded funds, and variable annuity and variable life products to advisory clients. As such, Frank T. Patzke may suggest that advisory clients implement investment advice by purchasing securities products through a commission-based LPL Financial, LLC account in addition to a Guidant Wealth Advisors advisory account.

The receipt of commissions creates an incentive for Frank T. Patzke to recommend those products for which he will receive a commission. Consequently, the objectivity of the advice rendered to clients could be biased. Frank T. Patzke controls for this potential conflict of interest by discussing with clients the advantages and disadvantages of establishing a fee-based account through Guidant Wealth Advisors versus establishing a commission-based account through LPL Financial, LLC. Guidant Wealth Advisors does not require its advisor representatives to encourage clients to implement investment advice through LPL Financial, LLC.

Frank T. Patzke does not earn commissions in fee-based accounts.

Frank T. Patzke will receive 12b-1 fees from certain mutual fund companies as outlined in the fund's prospectus. 12b-1 fees come from fund assets, therefore, indirectly from client assets. The receipt of such fees could represent an incentive for Frank T. Patzke to recommend funds with 12b-1 fees over funds that have no fees or lower fees. Typically, Frank T. Patzke will receive 12b-1 fees only in commission-based brokerage accounts. However, such fees can be earned in fee-based accounts managed by Frank T. Patzke if 12b-1 fee paying mutual funds are held in the managed account. For ERISA accounts, there is an offset for any amount of 12b-1 fees. In such a situation, Frank T. Patzke discusses with clients the selection of a 12b-1 or other trail paying mutual funds. LPL Financial, LLC maintains records of all 12b-1 fee payments to Frank T. Patzke which may be viewed by clients upon request.

Clients are never obligated or required to establish accounts through Guidant Wealth Advisors or LPL Financial, LLC. However, if a client does not choose to accept Frank T. Patzke's advice or decides not to establish an account through LPL Financial, LLC, Frank T. Patzke may not be able to provide management and advisory services to the client. Clients should understand that, due to certain regulatory constraints, Frank T. Patzke, in his capacity as a LPL Financial, LLC. Frank T. Patzke must place all purchases and sales of securities products in commission-based brokerage accounts through LPL Financial, LLC or its other approved institutions.

#### **Insurance Agent**

Frank T. Patzke is independently licensed to sell insurance and annuity products through various insurance companies. When acting in this capacity, Frank T. Patzke will receive commissions for selling insurance and annuity products.

Frank T. Patzke may also receive other incentive awards for the recommendation/sale of annuities and other insurance products. The receipt of compensation and other incentive benefits may affect the judgment of Frank T. Patzke when recommending products to its clients. While Frank T. Patzke endeavors at all times to put the interest of his clients first as a part of Guidant Wealth Advisors' overall fiduciary duty to clients, clients should be aware that the receipt of commissions and additional compensation itself creates a conflict of interest, and may affect Frank T. Patzke's decision making process when making recommendations.

Clients are never obligated or required to purchase insurance products from or through Frank T. Patzke and may choose any independent insurance agent and insurance company to purchase insurance products. Regardless of the insurance agent selected, the insurance agent or agency will receive normal commissions from the sale.

#### **Affiliation with Independent Investment Advisor Firm**

Frank T. Patzke is also affiliated as an investment advisor representative with LPL Financial, LLC an investment advisor not affiliated with Guidant Wealth Advisors.

Frank T. Patzke only provides financial planning services through the independent Investment advisor firm.

Frank T. Patzke provides asset management and similar services through LPL Financial, LLC. Fees for financial planning services provided by LPL Financial, LLC are separate and distinct from the advisory fees paid to Frank T. Patzke in his capacities as a Guidant Wealth Advisors' Advisor Representatives.

Clients that engage LPL Financial, LLC will receive a copy of the LPL Financial, LLC's disclosure document and will execute a client agreement specifying the services provided and fees charged by LPL Financial, LLC.

### **Additional Compensation**

In addition to the description of additional compensation provided in Item 4, Frank T. Patzke can receive additional benefits.

Certain product sponsors may provide Frank T. Patzke with other economic benefits as a result of his recommendation or sale of the product sponsors' investments. The economic benefits received by Frank T. Patzke from product sponsors can include but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, payment of travel expenses, and tools to assist Frank T. Patzke in providing various services to clients.

Although Guidant Wealth Advisors and Frank T. Patzke endeavor at all times to put the interest of its clients ahead of its own or those of its officers, directors, or representatives ("affiliated persons"), these arrangements could affect the judgment of Frank T. Patzke when recommending investment products. These situations present a conflict of interest that may affect the judgment of affiliated persons including Frank T. Patzke.

I may receive from LPL bonuses based on my production, awards of stock options to purchase shares of LPL's parent company, LPL Investment Holdings Inc. Reimbursement of fees I pay to LPL for items such as administrative services, and other things of value such as free or reduced-cost marketing materials, payments in connection with the transition of my association from another broker-dealer or investment advisor firm to LPL, or attendance at LPL's national conference or top producer forums and events. These types of compensation from LPL may be based on my overall business production and/or on the amount of assets serviced by me in LPL advisory programs. This means that I may have a financial incentive to recommend an LPL advisory program over other programs and services.

### **Supervision**

Frank T. Patzke is the Chief Compliance Officer of Guidant Wealth Advisors. He is responsible for overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives. Frank T. Patzke can be contacted at (847)330-9911.

## **FORM ADV PART 2B BROCHURE SUPPLEMENT**

### **Anthony Nicholas Dimaso**

**Anthony N. Dimaso**

FP Financial Services, Inc. dba Guidant Wealth Advisors  
35 West Slade Street  
Palatine, IL 60067  
(847)330-9911  
[www.GuidantWealth.com](http://www.GuidantWealth.com)



Date of Supplement: February 2015

This brochure supplement provides information about Anthony N. Dimaso that supplements the FP Financial Services, Inc. dba Guidant Wealth Advisors ("Guidant Wealth Advisors") disclosure brochure. You should have received a copy of that brochure. Please contact Frank T. Patzke at (847)330-9911 or at [frank.patzke@guidantwealth.com](mailto:frank.patzke@guidantwealth.com) if you did not receive Guidant Wealth Advisors' brochure or if you have any questions about the contents of this supplement.

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

#### **Educational Background and Business Experience**

**Anthony Nicholas Dimaso**

Born 1970  
CRD # 2312201

***Post-Secondary Educational Background:***

DePaul University, Bachelor of Science - Finance: 1992

***Business Background:***

Guidant Wealth Advisors, Investment Advisor Representative, 11/2010 to Present;  
LPL Financial, LLC, Registered Representative, 04/2009 to Present  
LPL Financial, LLC, Investment Advisor Representative, 04/2009 to Present  
Midwest Financial And Investment Services, Inc., Financial Advisor, 05/2007 to 04/2009  
Raymond James Financial Services, Inc., Financial Advisor, 09/2006 to 05/2007  
Chase Investment Services Corp., Financial Advisor, 04/2002 to 09/2006

## ***Professional Designations***

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- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

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- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.



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- Integrity
- Objectivity
- Competence (in providing services and maintaining knowledge and skills to do so)
- Fairness (to clients, principals, partners and employers and disclosing any conflicts of interest in providing services)
- Confidentiality (keeping all client information confidential without the specific client consent unless in response to legal process or in defense of charges of wrongdoing or civil dispute)
- Professionalism
- Diligence

You can obtain a copy of the Code of Ethics and Responsibility Code by requesting a copy from one of our representatives.

### **Disciplinary Information**

Anthony N. Dimaso has no legal or disciplinary events to report.

### **Other Business Activities**

#### **Registered Representative of a Broker-Dealer**

Anthony N. Dimaso is separately licensed as a registered representative with LPL Financial, LLC., a registered securities broker/dealer, member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investors Protection Corporation (SIPC). When acting in his separate capacity as a registered representative of LPL Financial, LLC., Anthony N. Dimaso may sell, for commissions, general securities products such as stocks, bonds, mutual funds, exchange-traded funds, and variable annuity and variable life products to advisory clients. As such, Anthony N. Dimaso may suggest that advisory clients implement investment advice by purchasing securities products through a commission-based LPL Financial, LLC. account in addition to a Guidant Wealth Advisors advisory account.

The receipt of commissions creates an incentive for Anthony N. Dimaso to recommend those products for which he will receive a commission. Consequently, the objectivity of the advice rendered to clients could be biased. Anthony N. Dimaso controls for this potential conflict of interest by discussing with clients the advantages and disadvantages of establishing a fee-based account through Guidant Wealth Advisors versus establishing a commission-based account through LPL Financial, LLC.. Guidant Wealth Advisors does not require its advisor representatives to encourage clients to implement investment advice through LPL Financial, LLC..

Anthony N. Dimaso does not earn commissions in fee-based accounts.

Anthony N. Dimaso will receive 12b-1 fees from certain mutual fund companies as outlined in the fund's prospectus. 12b-1 fees come from fund assets, therefore, indirectly from client assets. The receipt of such fees could represent an incentive for Anthony N. Dimaso to recommend funds with 12b-1 fees over funds that have no fees or lower fees. Typically, Anthony N. Dimaso will receive 12b-1 fees only in commission-based brokerage accounts. However, such fees can be earned in fee-based accounts managed by Anthony N. Dimaso if 12b-1 fee paying mutual funds are held in the managed account. For ERISA accounts, there is an offset for any amount of 12b-1 fees. In such a situation, Anthony N. Dimaso discusses with clients the selection of a 12b-1 or other trail paying mutual funds. LPL Financial, LLC. maintains records of all 12b-1 fee payments to Anthony N. Dimaso which may be viewed by clients upon request.

Clients are never obligated or required to establish accounts through Guidant Wealth Advisors or LPL Financial, LLC.. However, if a client does not choose to accept Anthony Nicholas Dimaso's advice or decides not to establish an account through LPL Financial, LLC., Anthony N. Dimaso may not be able to provide management and advisory services to the client. Clients should understand that, due to certain regulatory constraints, Anthony Nicholas Dimaso, in his capacity as a LPL Financial, LLC.. Anthony N. Dimaso must place all purchases and sales of securities products in commission-based brokerage accounts through LPL Financial, LLC. or its other approved institutions.

### **Insurance Agent**

Anthony N. Dimaso is independently licensed to sell insurance and annuity products through various insurance companies. When acting in this capacity, Anthony N. Dimaso will receive commissions for selling insurance and annuity products.

Anthony N. Dimaso may also receive other incentive awards for the recommendation/sale of annuities and other insurance products. The receipt of compensation and other incentive benefits may affect the judgment of Anthony N. Dimaso when recommending products to its clients. While Anthony N. Dimaso endeavors at all times to put the interest of his clients first as a part of Guidant Wealth Advisors' overall fiduciary duty to clients, clients should be aware that the receipt of commissions and additional compensation itself creates a conflict of interest, and may affect Anthony Nicholas Dimaso's decision making process when making recommendations.

Clients are never obligated or required to purchase insurance products from or through Anthony N. Dimaso and may choose any independent insurance agent and insurance company to purchase insurance products. Regardless of the insurance agent selected, the insurance agent or agency will receive normal commissions from the sale.

### **Affiliation with Independent Investment Advisor Firm**

Anthony N. Dimaso is also affiliated as an investment advisor representative with LPL Financial, LLC. an investment advisor not affiliated with Guidant Wealth Advisors.

Anthony N. Dimaso only provides financial planning services through the independent Investment advisor firm.

Anthony N. Dimaso provides asset management and similar services through LPL Financial, LLC.. Fees for financial planning services provided by LPL Financial, LLC. are separate and distinct from the advisory fees paid to Anthony N. Dimaso in his capacities as a Guidant Wealth Advisors' Advisor Representatives.

Clients that engage LPL Financial, LLC. will receive a copy of the LPL Financial, LLC.'s disclosure document and will execute a client agreement specifying the services provided and fees charged by LPL Financial, LLC.

### **Additional Compensation**

In addition to the description of additional compensation provided in Item 4, Anthony N. Dimaso can receive additional benefits.

Certain product sponsors may provide Anthony N. Dimaso with other economic benefits as a result of his recommendation or sale of the product sponsors' investments. The economic benefits received by Anthony N. Dimaso from product sponsors can include but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, payment of travel expenses, and tools to assist Anthony N. Dimaso in providing various services to clients.

Although Guidant Wealth Advisors and Anthony N. Dimaso endeavor at all times to put the interest of its clients ahead of its own or those of its officers, directors, or representatives ("affiliated persons"), these arrangements could affect the judgment of Anthony N. Dimaso when recommending investment products. These situations present a conflict of interest that may affect the judgment of affiliated persons including Anthony Nicholas Dimaso.

I may receive from LPL bonuses based on my production, awards of stock options to purchase shares of LPL's parent company, LPL Investment Holdings Inc., reimbursement of fees I pay to LPL for items such as administrative services, and other things of value such as free or reduced-cost marketing materials, payments in connection with the transition of my association from another broker-dealer or investment advisor firm to LPL, or attendance at LPL's national conference or top producer forums and events. These types of compensation from LPL may be based on my overall business production and/or on the amount of assets serviced by me in LPL advisory programs. This means that I may have a financial incentive to recommend an LPL advisory program over other programs and services.

### **Supervision**

Frank T. Patzke is the Chief Compliance Officer of Guidant Wealth Advisors. He is responsible for overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives, including Anthony Nicholas Dimaso. Frank T. Patzke can be contacted at (847)330-9911.

## **FORM ADV PART 2B BROCHURE SUPPLEMENT**

### **Klaudia Gryfik**

**Klaudia Gryfik**

FP Financial Services, Inc. dba Guidant Wealth Advisors  
35 West Slade Street  
Palatine, IL 60067  
(847)330-9911  
[www.GuidantWealth.com](http://www.GuidantWealth.com)



Date of Supplement: February 2015

This brochure supplement provides information about Klaudia Gryfik that supplements the FP Financial Services, Inc. dba Guidant Wealth Advisors ("Guidant Wealth Advisors") disclosure brochure. You should have received a copy of that brochure. Please contact Frank T. Patzke at (847)330-9911 or at [frank.patzke@guidantwealth.com](mailto:frank.patzke@guidantwealth.com) if you did not receive Guidant Wealth Advisors' brochure or if you have any questions about the contents of this supplement.

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

#### **Educational Background and Business Experience**

**Klaudia Gryfik**

Born 1991  
CRD # 6442372

***Post-Secondary Educational Background:***

University of Florida, Bachelor of Science in Business Administration, Finance : 2014

***Business Background:***

Guidant Wealth Advisors, Investment Advisor Representative, 01/2016 to Present;  
LPL Financial, LLC, Registered Representative, 10/2015 to Present  
LPL Financial, LLC, Investment Advisor Representative, 10/2015 to Present  
Advosrors Ahead, 01/2015 to 12/2015

### **Disciplinary Information**

Klaudia Gryfik has no legal or disciplinary events to report.

### **Other Business Activities**

#### **Registered Representative of a Broker-Dealer**

Klaudia Gryfik is separately licensed as a registered representative with LPL Financial, LLC., a registered securities broker/dealer, member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investors Protection Corporation (SIPC). When acting in his separate capacity as a registered representative of LPL Financial, LLC., Klaudia Gryfik may sell, for commissions, general securities products such as stocks, bonds, mutual funds, exchange-traded funds, and variable annuity and variable life products to advisory clients. As such, Klaudia Gryfik may suggest that advisory clients implement investment advice by purchasing securities products through a commission-based LPL Financial, LLC. account in addition to a Guidant Wealth Advisors advisory account.

The receipt of commissions creates an incentive for Klaudia Gryfik to recommend those products for which he will receive a commission. Consequently, the objectivity of the advice rendered to clients could be biased. Klaudia Gryfik controls for this potential conflict of interest by discussing with clients the advantages and disadvantages of establishing a fee-based account through Guidant Wealth Advisors versus establishing a commission-based account through LPL Financial, LLC.. Guidant Wealth Advisors does not require its advisor representatives to encourage clients to implement investment advice through LPL Financial, LLC..

Klaudia Gryfik does not earn commissions in fee-based accounts.

Klaudia Gryfik will receive 12b-1 fees from certain mutual fund companies as outlined in the fund's prospectus. 12b-1 fees come from fund assets, therefore, indirectly from client assets. The receipt of such fees could represent an incentive for Klaudia Gryfik to recommend funds with 12b-1 fees over funds that have no fees or lower fees. Typically, Klaudia Gryfik will receive 12b-1 fees only in commission-based brokerage accounts. However, such fees can be earned in fee-based accounts managed by Klaudia Gryfik if 12b-1 fee paying mutual funds are held in the managed account. For ERISA accounts, there is an offset for any amount of 12b-1 fees. In such a situation, Klaudia Gryfik discusses with clients the selection of a 12b-1 or other trail paying mutual funds. LPL Financial, LLC. maintains records of all 12b-1 fee payments to Klaudia Gryfik which may be viewed by clients upon request.

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I may receive from LPL bonuses based on my production, awards of stock options to purchase shares of LPL's parent company, LPL Investment Holdings Inc., reimbursement of fees I pay to LPL for items such as administrative services, and other things of value such as free or reduced-cost marketing materials, payments in connection with the transition of my association from another broker-dealer or investment advisor firm to LPL, or attendance at LPL's national conference or top producer forums and events. These types of compensation from LPL may be based on my overall business production and/or on the amount of assets serviced by me in LPL advisory programs. This means that I may have a financial incentive to recommend an LPL advisory program over other programs and services.

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