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## **BROCHURE SUPPLEMENT**

**Raymond Crane, CPA**

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**WEALTH ADVISORS NETWORK, INC.  
CRD #113836**

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**December 1, 2017**

**This Brochure Supplement provides information about Raymond Crane, CPA that supplements the Wealth Advisors Network, Inc. Brochure document. You should have received a copy of that Brochure with this Supplement. Please contact Jeni Charron, Chief Compliance Officer, at (402) 463-6769 if you did not receive Wealth Advisors Network, Inc.'s Brochure or if you have any questions about the contents of this Brochure Supplement. Please note that while we are a registered investment advisor or "RIA", this registration does not imply any particular level of skill or training.**

**Additional information about Ray Crane is available on the SEC's website at [www.advisorinfo.sec.gov](http://www.advisorinfo.sec.gov). The SEC's web site also provides information about any persons affiliated with Wealth Advisors Network, Inc. who are registered, or are required to be registered, as investment adviser representatives of Wealth Advisors Network, Inc.**

### **Education and Business Experience**

**Birth Year – 1970**

#### **EDUCATION**

**Niagara University 1988-1992 BS in Accounting**

#### **EMPLOYMENT**

**Brock Schechter & Polakoff LLP 1992 - present – Partner**

Wealth Advisors Network, Inc. 2017 - present - Registered Investment Adviser Representative  
1<sup>st</sup> Global Capital Corp. 10/2007 – 12/2017 – Registered Representative  
1<sup>st</sup> Global Advisors, Inc. 10/2007 – 12/2017 – Investment Advisor Representative  
Cambridge Investment Research, Inc. 12/2017 - present – Registered Representative

## LICENSES AND PROFESSIONAL DESIGNATIONS HELD

FINRA Series 6 Investment Co and Variable Contracts Products Representative (2004)  
FINRA Series 7 General Securities Representative (2008)  
FINRA Series 63 (2005)

Ray Crane holds the following certifications, designations and professional licenses:

1. Certified Public Accountant (1994)

The requirements for a person to become a CPA in New York are following:

150 semester hours of education in specific subjects.

Passage of all parts of the CPA exam.

Completion of 2,000 hours over two years of verified experience with a licensed CPA in a licensed CPA firm.

Continuing Educations Requirements - Complete 4 contact hours of acceptable professional ethics during every 3 calendar years AND complete one of the following requirements:

- 24 contact hours concentrated in one of the recognized subject areas OR
- 40 contact hours in a combination of any recognized subject area

2. Certified Valuation Analyst – CVA

### Qualifications for CVA Certification

For CPAs:

1. Hold an active, valid, and unrevoked CPA license issued by a legally constituted state authority (the Chartered Accountant [CA] designation issued in Canada is equivalent to the CPA in the U.S.).

For Non-CPAs:

1a. Hold a business degree (i.e., management, economics, finance, marketing, accounting, or other business field) and/or a masters of business administration (MBA) or higher business degree from an accredited college or university; and

1b. Be able to demonstrate, with business references or attestations from current or previous employers and/or partners, *substantial experience* in business valuation. For this purpose, substantial could mean:

- i. Two years or more full-time or equivalent experience in business valuation and related disciplines; or
  - ii. Having performed 10 or more business valuations where the applicant's role was significant enough to be referenced in the valuation report or a signatory on the report; or
  - iii. Being able to demonstrate substantial knowledge of business valuation theory, methodologies, and practices. For example, having a combination of published works on the subject and completed either a PhD in finance or economics or a doctor of business administration (DBA) from an accredited institution of higher education and having some work experience. Or, having obtained an accreditation from another recognized valuation-accrediting organization.
2. Be a Practitioner member in good standing with NACVA;
  3. Successfully demonstrate that applicant meets NACVA's Experience Threshold by completing a sample Case Study or submitting an actual and sanitized Fair Market Value (FMV) report (FMV as defined by Revue Ruling 59-60) prepared in the last 12 months for peer review\*,
  4. Attend an "optional" five-day training program;
  5. Submit three personal and three business references; and
  6. Pass a comprehensive, five-hour, multiple-choice, proctored examination.

An application to take the examination must be submitted prior to issuance of the exam. To hold an active CVA designation, individuals must pay requisite annual fees and comply with tri-annual recertification. CVAs who allow the requirements to lapse will lose their certification and must reapply to become certified if they later choose to reinstate.

### **Disciplinary Information**

Does Ray Crane have any material legal or disciplinary events to disclose? **No**

Registered Investment Advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice.

### **Other Business Activities and Additional Compensation**

Ray is a registered representative of Cambridge Investment Research, Inc., a registered broker-dealer, Member FINRA/SIPC. Clients are under no obligation to purchase or sell securities through the Advisory Representatives. However, if they choose to implement their plan, commissions may be earned in addition to any fees paid for advisory services. Commissions maybe higher or lower at Cambridge than at other broker-dealers. Ray may have a conflict of interest in having clients purchase securities and or insurance related products through Cambridge in that the higher their production with Cambridge the greater opportunity for obtaining a higher payout on commissions earned. Further, Ray is restricted to only offering those products and services that have been

reviewed and approved for offering to the public through Cambridge Investment Research, Inc. Most trades will be referred to Cambridge Investment Research, Inc. for execution. Ray may earn reasonable and customary commission and/or 12b-1 fees on the sale of insurance, advisory or securities products to clients. The commission will be outlined in the product's prospectus or offering document or described in detail before the products is sold.

Cambridge Investment Research has a clearing relationship with National Financial Services LLC, member NYSE, SIPC (NFS LLC). NFS, LLC will execute trades in client accounts at the direction of Ray. Trades will be referred to Cambridge Investment Research, Inc., a broker-dealer for execution. Clients are advised that a conflict of interest exists since the broker-dealer may receive compensation on the transactions.

Ray may buy or sell for himself securities he also recommends to clients.

Ray is a certified public accountant with Brock Schechter & Polakof LLP.

### **Supervision**

Ray Crane is a contracted employee of Wealth Advisors Network, Inc., and his advisory services are accordingly self-supervised through a program administered by Jeni Charron, Chief Compliance Officer. Advisory activities are supervised in several ways at various stages of the client relationship. Prior to implementation, the client's paperwork is reviewed to ensure the account is being established in accordance with the client's stated objectives and risk tolerance. Subsequent transactions are reviewed through manual reviews to ensure they are suitable. The account will be monitored on a periodic basis to ensure it is being managed in accordance with the client's stated objectives and tolerance for risk and has not drifted too far from the original asset allocation.