

**Form ADV Part 2B Brochure Supplement**  
**James D. Smith**

**Item 1 – Cover Page**

James D. Smith  
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**This brochure supplement provides information about James D. Smith (“Jim Smith”) that supplements the Wealth Management Associates, Inc. (“WMA”) brochure. You should have received a copy of that brochure. Please contact David R. Hess at 856-235-2350 if you did not receive the WMA brochure or if you have any questions about the contents of this supplement.**

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

**James D. Smith**, Born 1940

*Educational Background:*

BS in Accounting and Business, Philadelphia College of Textiles and Sciences: 1973  
BS in Bible/Leadership, Philadelphia College of Bible: 1996

*Business Experience:*

Wealth Management Associates, Inc., Investment Advisor Representative, 8/2015 to Present;  
Securities America, Inc., Registered Representative, 8/2003 to Present;  
Jim Smith, Tax Preparer, 1/2000 to Present  
Securities America Advisors, Inc., Investment Advisor Representative, 9/2003 to 8/2015;  
FSC Securities Corporation, Registered Representative, 12-1987 to 7/2003

*Professional Designations:*

Jim Smith holds the following professional designation:

<sup>1</sup> Certified Financial Planner<sup>TM</sup> (CFP®)

The College for Financial Planning<sup>®</sup> awards the Certified Financial Planner<sup>TM</sup> (CFP) designation to students who:

- successfully complete the program;
- pass the final examination; and
- comply with the Code of Ethics, which includes agreeing to abide by the Standards of Professional Conduct and Terms and Conditions. Applicants must also disclose any criminal, civil, self-regulatory organization, or governmental agency inquiry, investigation, or proceeding relating to their professional or business conduct. Conferment of the designation is contingent upon the College for Financial Planning’s review of matters either self-disclosed or which are discovered by the College that are required to be disclosed.

Students must sign and return the Code of Ethics forms within six months of passing the final exam. Failure to complete and submit the forms within this time frame may result in termination of the individual's candidacy. If an individual wishes to apply for authorization to use the Marks in the future, he or she may be required to fulfill the initial designation requirements in place at the time of passing the exam.

Successful students receive a certificate and are granted the right to use the designation on correspondence and business cards for a two-year period.

Continued use of the CFP® designation is subject to ongoing renewal requirements. Every two years individuals must renew their right to continue using the CFP® designation by:

- completing 30 hours of continuing education including 2 hours in Ethics;
- reaffirming to abide by the Standards of Professional Conduct, Terms and Conditions, and to self disclose any criminal, civil, self-regulatory organization, or governmental agency inquiry, investigation, or proceeding relating to their professional or business conduct; and
- paying a biennial renewal fee of \$360.

### **Item 3 – Disciplinary Information**

Jim Smith has no legal or disciplinary events to report.

### **Item 4 – Other Business Activities**

#### **Registered Representative of Securities America, Inc.**

Jim Smith is separately licensed as a registered representative with Securities America, Inc. ("SAI"), 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 SAI, he 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, he may suggest that advisory clients implement investment advice by purchasing securities products through a commission-based SAI account in addition to a WMA advisory account.

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

Jim Smith does not earn commissions in fee-based accounts.

Jim Smith 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 him to recommend funds with 12b-1 fees over funds that have no fees or lower fees. Typically, he will receive 12b-1 fees only in commission-based brokerage accounts. However, such fees can be earned in fee-based accounts managed by him if 12b-1 fee paying mutual funds are held in the managed account. In such a situation, Jim Smith discusses with clients the selection of a 12b-1 paying mutual fund or other trail paying mutual funds. For ERISA accounts, there is an offset for any amount of 12b-1 fees. WMA maintains records of all 12b-1 fee payments to Jim Smith, which may be viewed by clients upon request.

Clients are never obligated or required to establish accounts through WMA or SAI. However, if a client chooses not to accept Jim Smith's advice or decides not to establish an account through SAI, Jim Smith may not be able to provide management and advisory services to the client. Clients should understand that, due to certain regulatory constraints, Jim Smith, in his capacity as a SAI registered representative must place all purchases and sales of securities products in commission-based brokerage accounts through SAI or its other approved institutions.

### **Insurance Agent**

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

Jim Smith 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 his judgment when recommending products to his clients. While he endeavors at all times to put the interest of his clients first as a part of his 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 his decision making process when making recommendations.

Clients are never obligated or required to purchase insurance products from or through Jim Smith 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.

### **Item 5 – Additional Compensation**

Other than the fees detailed in WMA's Form ADV Part 2A Disclosure Brochure, Jim Smith receives no other compensation related to advisory services provided to clients.

### **Item 6 – Supervision**

David R. Hess is the Chief Compliance Officer of WMA. David Hess is responsible for developing, 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 Jim Smith. David Hess can be contacted at 856-424-2350.

### **Item 7 – Requirements for State-Registered Advisers**

Jim Smith has not been involved in an arbitration award and has not been found liable in an arbitration claim alleging damages in excess of \$2,500. Jim Smith has not been involved in any award or found liable in any civil, self-regulatory organization, or administrative proceeding. Jim Smith has not been the subject of a bankruptcy petition.