

Part 2B of Form ADV: *Brochure Supplement*

**Item 1 Cover Page**

December 19, 2013

This brochure supplement provides information about Lawrence Grossman that supplements the Grossman Financial Management brochure. You should have received a copy of that brochure. Please contact Lawrence Grossman at [lawrence@grossmanfinancial.com](mailto:lawrence@grossmanfinancial.com) if you did not receive the Grossman Financial Management brochure or if you have any questions about the contents of this supplement.

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

Our Name and Address:

Grossman Financial Management  
940 Adams Street, Suite L  
Benicia, CA 94510

Our Contact Information:

Lawrence Grossman  
(707) 745-8756  
(707) 745-8723 (fax)  
[lawrence@grossmanfinancial.com](mailto:lawrence@grossmanfinancial.com)  
[www.grossmanfinancial.com](http://www.grossmanfinancial.com)

**Item 2 Educational Background and Business Experience**

This item lists my education and my business experience.

Lawrence I. Grossman, born 1951

Education:

1969 - 1972	University of California Santa Barbara, CA	Economics BA Degree
1972 - 1975	Johns Hopkins Univ., S,A,I.S. Washington, DC	International Economics MA Degree
1978 - 1980	Columbia University New York, NY	Politics MPhil Degree
1981 - 1982	University of Pennsylvania, The Wharton School, Phil., PA	Finance MBA Degree
1993 - 1995	The College for Financial Plan. Denver, CO	Financial Planning CFP® Certificate
1995 - 2002	The American College, Philadelphia, PA	Financial Planning CLU Certificate
2003 - 2003	The Center for Fiduciary Studies @ Univ. of Pittsburgh	Accredited Investment Fiduciary

#### Business Background:

1992 - 1995	Cigna Financial Advisors San Francisco, NY	Financial Advisor
1996 – 1997	American Express Financial Advisors Walnut Creek, CA	Financial Advisor
1998 - 2003	Financial Telesis Corporation Benicia, CA	Registered Principal
1998 - Pres.	Grossman Financial Management Benicia, CA	Owner, Advisor

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.

### **Item 3 Disciplinary Information**

**This item discusses any disciplinary problems connected with me.**

There have been no disciplinary problems involving me.

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

**This item lists other businesses in which I am involved.**

I am involved in no other businesses.

### **Item 5 Additional Compensation**

**This item discusses any compensation in addition to investment advisory fees that I may receive in connection with giving investment advice to you.**

I do not receive any other compensation other than from you directly for giving you investment advice.

### **Item 6 Supervision**

**This item gives you information about the company's supervision of my investment advisory activities.**

The investment adviser firm supervises all my activities for them. As I am the sole owner and only investment advisory representative, I have all the responsibility for supervision. If you have any questions or concerns, please contact me, Lawrence I. Grossman, the Chief Compliance Officer, at (707) 745-8756 or (707) 745-8723 (fax) or by email at [lawrence@grossmanfinancial.com](mailto:lawrence@grossmanfinancial.com).

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

**This item discusses any types of disciplinary problems that involve me and certain other information that may be required by state securities authorities**

There are no disciplinary items concerning me and there is no other state-required information required to be shown here.