

## **Disclosure Brochure Supplement**

### **Item 1 – Cover Page**

**Thomas A. Forsythe  
Lof Lopez and Associates, LLC**

Lof Lopez and Associates Main Office  
4757 E. Camp Lowell Dr.  
Tucson, AZ 85712  
520-881-2523

Thomas Forsythe Office  
618 W. Red Mountain Place  
Tucson, AZ 85755  
520-742-4662

Date of Brochure: June 2013

**This brochure supplement provides information about Thomas A. Forsythe that supplements the Lof Lopez and Associates, LLC brochure (also referred to as “Lof Lopez” throughout this document). You should have received a copy of that brochure. Please contact Tami Coffman at 520-881-2523 or [tami.coffman@loflopez.com](mailto:tami.coffman@loflopez.com) if you did not receive the Lof Lopez brochure or if you have any questions about the contents of this supplement.**

**Additional information about Thomas Forsythe is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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

Born 1945

#### *Educational Background:*

- B.S., History, Political Science, Economics from Michigan State University

#### *Business Experience:*

- Lof Lopez and Associates, LLC, Investment Advisor Representative (07/2009 – Present);
- Cambridge Investment Research, Inc., Registered Representative (07/2009 – Present);
- ACSIA Long Term Care, Inc., Independent Insurance Agent (02/2010 – Present);
- Genworth Financial, Inc., Career Agent, Long Term Care Planning (03/2005 – 02/2010);
- ING Financial Partners, Inc., Registered Representative, Investment Advisor Representative (01/2007 – 07/2009)
- Artisan Properties, Inc., Chief Operating Officer (05/2004 – 12/2004);
- W.C. Bradley Company, Vice President Finance (07/1996 – 03/1999);
- General Electric Company, Senior Financial Management Positions (07/1967 – 06/1996);
- U.S. Navy, Officer (03/1968 – 04/1971)

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

Thomas Forsythe has no legal or disciplinary events to report.

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

##### **Registered Representative of Cambridge Investment Research Inc.**

Thomas Forsythe is separately licensed as a registered representative with Cambridge Investment Research, Inc. ("Cambridge"), a full service broker/dealer, member Financial Industry Regulatory Authority (FINRA) and Securities Investor Protection Corporation (SIPC). When acting in his separate capacity as registered representative of Cambridge, Mr. Forsythe 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, Mr. Forsythe may suggest that advisory clients implement investment advice by purchasing securities products through a commission-based Cambridge account in addition to a Lof Lopez and Associates, LLC advisory account.

The receipt of commissions creates an incentive for Mr. Forsythe to recommend those products for which he will receive a commission. Consequently, the objectivity of the advice rendered to clients could be biased. Mr. Forsythe controls for this potential conflict of interest by discussing with clients the advantages and disadvantages of establishing a fee-based account through Lof Lopez and Associates, LLC versus establishing a commission-based account through Cambridge.

Mr. Forsythe 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, Mr. Forsythe will receive 12b-1 fees only in commission-based brokerage accounts. However, such fees can be earned in fee-based accounts he manages 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. Mr. Forsythe discusses with clients the selection of a 12b-1 paying mutual fund or other trail paying mutual funds.

Clients are never obligated or required to establish accounts through Lof Lopez and Associates, LLC or Cambridge. However, if a client chooses not to accept Mr. Forsythe's advice or decides not to establish an account through Cambridge or a Cambridge-approved custodian, he may not be able to implement transactions for the client. Clients should understand that, due to certain regulatory constraints, Mr. Forsythe, in his capacity as a Cambridge registered representative must place all purchases and sales of securities products in commission-based brokerage accounts through Cambridge or its other approved institutions.

Mr. Forsythe spends approximately 10% of his time on activities through Cambridge Investment Research, Inc.

##### **Insurance and Annuity Sales Activities**

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

Mr. Forsythe 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 Mr. Forsythe endeavors at all times to put the interest of his clients first as a part of Lof Lopez's 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 Mr. Forsythe's decision making process when making recommendations.

Clients are never obligated or required to purchase insurance products from or through Mr. Forsythe 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.

Approximately 90% of Mr. Forsythe's time is spent in his capacity as an insurance agent.

**Other Activities**

In addition to the functions listed above, Mr. Forsythe is also a member of the Board of Directors of Coyote Ridge Homeowner's Association.

**Item 5 – Additional Compensation**

Other than his share of advisory fees charged by Lof Lopez, Thomas Forsythe receives no other compensation related to advisory services provided to clients.

**Item 6 – Supervision**

Christopher Lopez is the Chief Compliance Officer of Lof Lopez and Associates, LLC. He 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 Thomas Forsythe. Mr. Lopez can be contacted at 520-881-2523.

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

Mr. Forsythe has not been involved in an arbitration claim, or in a civil, self-regulatory organization, or administrative proceeding resulting in an award or otherwise being found liable. Further, he has not been subject to a personal bankruptcy proceeding.