

## DBS Item 1 Cover Page

### Disclosure Brochure Supplement (DBS) August 8, 2016

**Dr. Mark S. Waldman, CFP®**  
**Investment Adviser Representative**  
**CRD Number: 1176523**

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This Disclosure Brochure Supplement provides information about Mark Waldman that supplements WFA's Disclosure Brochure referenced above. If you have any questions about the contents of WFA's Disclosure Brochure and this Disclosure Brochure Supplement, please contact Gail Waldman by phone at 703-281-7100 or e-mail at [gail@waldmanadvisers.com](mailto:gail@waldmanadvisers.com). Additional information about WFA available on the SEC's website at: [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## DBS Item 2 Educational Background and Business Experience

**Born:** 1946

### Business Background over the last five (5) years

- Waldman Financial Advisers, Vienna, VA, Investment Adviser, Investment Adviser Representative (IAR) (5-08 to present)
- Cambridge Investment Research, Inc., Vienna, VA, Broker-Dealer, Registered Principal, (2-08 to present)
- Cambridge Investment Research Advisors, Inc., Vienna, VA, Investment Adviser, IAR, (2-08 to 5-08)
- The American University, Washington DC, Adjunct Professor of Finance, (8-83 to 6-15)
- Continuity Partners Group, LLC, Vienna, VA, Broker-Dealer/Investment Adviser, Member (6-10 to 12-15)
- Securities America, Inc., Vienna, VA, Broker-Dealer, Registered Principal, (2-91 to 1-08)
- Securities America Advisors, Inc., Vienna, VA, Investment Adviser, IAR, (7-98 to 1-08)

### Designations

- **Certified Financial Planner - (CFP®)** is a professional designation for [financial planners](#) conferred by the [Certified Financial Planner Board of Standards, Inc.](#) (CFP Board). A CFP® candidate must meet several requirements:
  - Have a bachelor's degree or higher from an accredited U.S. college or university and master a list of nearly 100 topics on integrated financial planning.
  - Complete a 10-hour multiple choice exam that is designed to assess the student's ability to apply his or her knowledge to the various areas to financial planning.
  - Have three years of work experience in the financial planning field or related professions.
  - Once the CFP® designation has been earned each Certificant is required to adhere to the CFP Board Code of Ethics and Professional Responsibility and to the Financial Planning Practice Standards. The CFP Board has the right to enforce them through its Disciplinary Rules and Procedures. To maintain certification, each Certificant is also required to complete ongoing continuing education requirements and pay an ongoing licensing fee.

### Education:

- University of Florida, Gainesville FL, Mark has a BA in Economics, MA in Economics, PhD in Economics, attended from 9/64 to 6/68 and from 9/69 to 12/74.

### **DBS Item 3 Disciplinary Information**

- IAR has no material disciplinary information history to disclose.

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

- **Broker-Dealer**

IAR is also a registered representative of Cambridge Investment Research, Inc. (Cambridge) a registered broker-dealer (BD). In this capacity, IAR will be paid commissions for the sale of securities or other investment products, including service (trail) fees from the sale of mutual funds and variable annuities. If you elect to purchase securities through IAR in his role as a registered representative, this will not occur in advisory accounts of WFA but rather in brokerage accounts held at the BD. This presents a conflict of interest as it gives IAR an incentive to recommend investment products based on the compensation received, rather than on your needs. To address this conflict, IAR will only receive commissions for the sale of securities or other investment products when selling securities through the BD. You always have the option to purchase securities or other investment products that IAR recommends through other unaffiliated brokers-dealers. IAR currently spends less than 5% of his business time on these BD activities.

- **Insurance**

IAR is licensed as an insurance agent. In this capacity IAR will be paid commission for the sales of fixed insurance products. This presents a conflict of interest as it gives IAR an incentive to recommend insurance products based on the compensation received, rather than on your needs. You always have the option to purchase insurance products that IAR recommends through other unaffiliated insurance agencies or companies. IAR currently spends less than 5% of his business time on his insurance activities.

### **General Client Conflict Resolution**

IAR addresses conflicts with his/her other business activities by doing the following:

IAR must disclose any potential or actual conflicts of interest when dealing with clients.

IAR is subject to the following specific obligations when dealing with clients:

- The duty to have a reasonable, independent basis for his/her investment and other financial advice;
- The duty to ensure that all investment and financial advice is suitable to meeting the client's individual objectives, needs, and circumstances; and,
- A duty to be loyal to clients.

### **DBS Item 5 Additional Compensation**

None

### **DBS Item 6 Supervision**

Gail Waldman is the Chief Compliance Officer of WFA and is Mark Waldman's supervisor. Gail Waldman completes a suitability review of the accounts and business of Mark Waldman and other WFA IARs on a quarterly basis. She also verifies that WFA and WFA IARs are in compliance with the WFA Compliance Manual which is structured to comply with the SEC and various states' investment adviser rules and regulations. Gail Waldman may be contacted by phone at 703-281-7100, by e-mail at [gail@waldmanadvisers.com](mailto:gail@waldmanadvisers.com), or by writing to her at Waldman Financial Advisers 501 Church Street NE, Suite 110 Vienna, VA 22180.

### **DBS Item 7 Required for State Registered Advisers**

IAR has no material arbitration decision disclosures, civil judgments or regulatory/administrative decision disclosures and has never been the subject of a bankruptcy petition.

## DBS Item 1 Cover Page

### Disclosure Brochure Supplement (DBS) August 8, 2016

**Gail L. Waldman, CFP®, , AEP®**  
**Investment Adviser Representative**  
**Chief Compliance Officer**  
**CRD Number: 4258085**  
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## DBS Item 2 Educational Background and Business Experience

**Born:** 1958

### **Business Background over the last five (5) years:**

- Waldman Financial Advisers, Vienna, VA, Investment Adviser, Managing Principal, Chief Compliance Officer, Investment Adviser Representative (IAR) IAR (5-08 to present);
- Cambridge Investment Research, Inc., Vienna, VA, Broker-Dealer, Registered Principal, (2-08 to present)
- Cambridge Investment Research Advisors, Inc., Vienna, VA, Investment Adviser, IAR, (2-08 to 5-08)
- Continuity Partners Group, LLC, Vienna, VA, Broker-Dealer/Investment Adviser, Member (6-10 to 12-15)
- JDR Courts, Vienna, VA, Mediator for a variety of family law issues and other dispute resolution issues, (3-11 to present)
- Securities America, Inc., Vienna, VA, Broker-Dealer, Registered Principal, (2-01 to 1-08)
- Securities America Advisors, Inc., Vienna, VA, Investment Adviser, IAR, (8-02 to 1-08)

### **Designations**

- **Certified Financial Planner - (CFP®)** is a professional designation for [financial planners](#) conferred by the [Certified Financial Planner Board of Standards, Inc.](#) (CFP Board). A CFP® candidate must meet several requirements:
  - Have a bachelor's degree or higher from an accredited U.S. college or university and master a list of nearly 100 topics on integrated financial planning.
  - Complete a 10-hour multiple choice exam that is designed to assess the student's ability to apply his or her knowledge to the various areas to financial planning.
  - Have three years of work experience in the financial planning field or related professions.
  - Once the CFP® designation has been earned each Certificant is required to adhere to the CFP Board Code of Ethics and Professional Responsibility and to the Financial Planning Practice Standards. The CFP Board has the right to enforce them through its Disciplinary Rules and Procedures. To maintain certification, each Certificant is also required to complete ongoing continuing education requirements and pay an ongoing licensing fee.

- **Accredited Estate Planner® - (AEP®)** designation is available to attorneys, Chartered Life Underwriters, Certified Public Accountants, Certified Trust and Financial Advisors, Chartered Financial Consultants, and Certified Financial Planners®. The AEP® designation is awarded by the National Association of Estate Planners & Councils (NAEPC) to recognized estate planning professionals who meet special requirements of education, experience, knowledge, professional reputation, and character. The following are the AEP® designation requirements as established by the NAEPC:
  - The applicant must provide documentation of being licensed to practice law as an Attorney (JD) or to practice as a Certified Public Accountant (CPA), or of being currently designated as a Chartered Life Underwriter® (CLU®), Chartered Financial Consultant® (ChFC®), Certified Financial Planner (CFP®), or Certified Trust & Financial Advisor (CTFA), in any jurisdiction of the United States of America.
  - The applicant must be presently and significantly engaged in “estate planning activities” as an attorney, an accountant, an insurance professional and financial planner, or a trust officer.
  - A minimum of five (5) years of experience engaged in estate planning and estate planning activities is required in one or more of the professional disciplines described above. To be exempt from the education requirements described below, an applicant must have a minimum of fifteen (15) years of experience engaged in estate planning and estate planning activities in one or more of the professional disciplines described above.
  - Applicants must successfully complete two graduate level courses through a college, university or schools of law that meets the educational requirements set by the NAEPC.
  - To maintain the AEP® designation, each applicant is required to complete ongoing continuing education requirements and pay an ongoing licensing fee.

#### **Education**

- Simpson College, Indianola, IA, BA in Political Science, Dates, (8/75 to 5/78)
- Florida Institute of Technology, Melbourne FL, MS in Contracts & Acquisition Management, (8/95 to 9/98)

#### **DBS Item 3 Disciplinary Information**

- IAR has no material disciplinary information history to disclose.

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

- **Broker-Dealer**

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- **Insurance**

IAR is licensed as an insurance agent. In this capacity IAR will be paid commission for the sales of fixed insurance products. This presents a conflict of interest as it gives IAR an incentive to recommend insurance products based on the compensation received, rather than on your needs. You always have the option to purchase insurance products that IAR recommends through other unaffiliated insurance agencies or companies. IAR currently spends less than 5% of her business time on her insurance activities.

#### **General Client Conflict Resolution**

IAR addresses conflicts with his/her other business activities by doing the following:

IAR must disclose any potential or actual conflicts of interest when dealing with clients.

IAR is subject to the following specific obligations when dealing with clients:

- The duty to have a reasonable, independent basis for his/her investment and other financial advice;
- The duty to ensure that all investment and financial advice is suitable to meeting the client's individual objectives, needs, and circumstances; and,

- A duty to be loyal to clients.

**DBS Item 5 Additional Compensation**

None

**DBS Item 6 Supervision**

Mark Waldman is Gail Waldman's supervisor and reviews the accounts and business of Gail Waldman in compliance of the WFA Compliance Manual, which is structured to comply with the SEC and various states' investment adviser rules and regulations. He may be contacted by phone at 703-281-7100, by e-mail at [mark@waldmanadvisers.com](mailto:mark@waldmanadvisers.com) or by writing to him at Waldman Financial Advisers, 501 Church Street NE, Suite 110 Vienna, VA 22180.

**DBS Item 7 Required for State Registered Advisers**

IAR has no material arbitration decision disclosures, civil judgments or regulatory/administrative decision disclosures and has never been the subject of a bankruptcy petition.

## DBS Item 1 Cover Page

**Waldman Financial Advisers, LLC  
Disclosure Brochure Supplement (DBS)  
August 8, 2016**

**Dennis Buki, Esquire  
Investment Adviser Representative CRD  
Number: 1473770**

**Office:** 501 Church Street NE, Suite 110  
Vienna, VA 22180

**Phone:** 703-281-7100  
**Toll Free:** Toll Free: 1-888-281-7102  
**Fax:** 703-281-7275

This Disclosure Brochure Supplement provides information about Dennis Buki that supplements **Waldman Financial Advisers, LLC's** (WFA) Disclosure Brochure referenced above. If you have any questions about the contents of WFA's Disclosure Brochure and this Disclosure Brochure Supplement, please contact Gail Waldman by phone at 703-281-7100 or e-mail at [gail@waldmanadvisers.com](mailto:gail@waldmanadvisers.com). Additional information about WFA available on the SEC's website at: [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## DBS Item 2 Educational Background and Business Experience

**Born: 1945**

### Business Background over the last five (5) years

- Waldman Financial Advisers, Vienna, VA, Investment Adviser, Investment Adviser Representative (IAR) (5-08 to present)
- Cambridge Investment Research, Inc., Vienna, VA, Broker-Dealer, Registered Representative, (2-08 to present)
- Cambridge Investment Research Advisors, Inc., Vienna, VA, Investment Adviser, IAR, (2-08 to 5-08)
- Dennis Buki, *Esquire*, Bethesda, MD, (7-98 to present)
- Securities America, Inc., Vienna, VA, Broker-Dealer, Registered Representative, (1-04 to 1-08)
- Securities America Advisors, Inc., Vienna, VA, Investment Adviser, IAR, (2-04 to 1-08)

### Education

- Eotvos Lorand University, Budapest, Hungary, General Studies, from 9/1965 to 4/67
- Catholic University, Washington DC, BA-English, from 2/1968 to 5/70
- University of Pennsylvania, Philadelphia, PA, General Studies, from 9/1971 to 5/1973
- Rutgers University, Camden, NJ, JD, from 9/1977 to 5/80
- Temple University, LLM-Tax, Philadelphia, PA, from 9/1985 to 5/87

## DBS Item 3 Disciplinary Information

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## DBS Item 4 Other Business Activities

- **Broker-Dealer**  
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when selling securities through the BD. You always have the option to purchase securities or other investment products that IAR recommends through other unaffiliated brokers-dealers.

- **Attorney at Law**

Dennis Buki is also independently licensed as an attorney. When providing legal services he may earn legal fees and compensation. His legal services are separate and independent from the advisory services he provides under WFA.

IAR currently spends less than 5% of his business time on these other business activities.

### **General Client Conflict Resolution**

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The duty to ensure that all investment and financial advice is suitable to meeting the client's individual objectives, needs, and circumstances; and
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