

*This brochure supplement provides information about Phillip Kenneth Vance that supplements the Sterling Investment Counsel, LLC brochure. You should have received a copy of that brochure. Please contact Phillip Kenneth Vance if you did not receive Sterling Investment Counsel, LLC's brochure or if you have any questions about the contents of this supplement.*

*Additional information about Phillip Kenneth Vance is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

## **Sterling Investment Counsel, LLC**

Form ADV Part 2B – Individual Disclosure Brochure

*for*

**Phillip Kenneth Vance**

Personal CRD Number: 2363797

Investment Adviser Representative

Sterling Investment Counsel, LLC  
360 Delaware Avenue, Suite 206  
Buffalo, NY 14202  
(716) 783-7054  
[pkvance@jmlvwealthplanning.com](mailto:pkvance@jmlvwealthplanning.com)

UPDATED: 04/24/2017

## Item 2: Educational Background and Business Experience

**Name:** Phillip Kenneth Vance      **Born:** 1970

### **Educational Background and Professional Designations:**

#### **Education:**

B.A. Communications, Montana State University - 1993

#### **Business Background:**

04/2016 - Present	Investment Adviser Representative Sterling Investment Counsel, LLC
10/1993 - Present	Financial Planner Jensen, Marks, Langer & Vance LLC
11/2007 - Present	Registered Representative, Investment Adviser Representative SII Investments, Inc
06/1993 - 11/2007	Registered Representative, Investment Adviser Representative 1717 Capital Management Company

## Item 3: Disciplinary Information

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

## Item 4: Other Business Activities

Phillip Kenneth Vance is a registered representative with SII Investments, Inc. From time to time, he will offer clients advice or products from this activity. Clients should be aware that these services pay a commission and involve a possible conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. Sterling Investment

Counsel, LLC always acts in the best interest of the client; including in the sale of commissionable products to advisory clients. Clients are in no way required to utilize the services \*of\* any representative of Sterling Investment Counsel, LLC in such individual's outside capacity

Phillip Kenneth Vance is an investment adviser representative with another firm, SII Investments, Inc. From time to time, he will offer clients advice or products from this activity. Sterling Investment Counsel, LLC always acts in the best interest of the client. Clients are in no way required to utilize the services of any representative of Sterling Investment Counsel, LLC in such individual's outside capacity.

Phillip Kenneth Vance is a licensed insurance agent. From time to time, he will offer clients advice or products from this activity. Clients should be aware that these services pay a commission and involve a possible conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. Sterling Investment Counsel, LLC always acts in the best interest of the client; including in the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of Sterling Investment Counsel, LLC in their capacity as a licensed insurance agent.

### **Item 5: Additional Compensation**

Phillip Kenneth Vance does not receive any economic benefit from any person, company, or organization, other than Sterling Investment Counsel, LLC in exchange for providing clients advisory services through Sterling Investment Counsel, LLC.

### **Item 6: Supervision**

As a representative of Sterling Investment Counsel, LLC, Phillip Kenneth Vance is supervised by Christopher M Marks, the firm's Chief Compliance officer. Christopher M Marks is responsible for ensuring that Phillip Kenneth Vance adheres to all required regulations regarding the activities of an Investment Adviser Representative, as well as all policies and procedures outlined in the firm's Code of Ethics and compliance manual. The phone number for Christopher Marks is (716) 783-7054.