



ITEM 1: COVER PAGE

Part 2A of Form ADV: Firm Brochure

Stratos Wealth Partners, Ltd.

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This brochure provides information about the qualifications and business practices of Stratos Wealth Partners, Ltd. (“SWP”). If you have any questions about the contents of this brochure, please contact your Stratos representative or Stratos Wealth Partners, Ltd. at (440) 505-5600. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority.

Additional information about Stratos Wealth Partners, Ltd. is available on the SEC’s website at www.adviserinfo.sec.gov.

Stratos Wealth Partners, Ltd. is registered with the U.S. Securities and Exchange Commission. Note, however, that such registration does not imply a certain level of skill or training. The oral and written communications we provide to you (including this brochure) are information you use to evaluate us (and other advisers), and thus are a factor in your decision to hire us or to continue to maintain a mutually beneficial relationship.

ITEM 2: MATERIAL CHANGES

The Material Changes section of this brochure will be updated annually or when material changes occur since the previous release of the Program Brochure.

Clients wishing to receive a complete copy of this brochure may download it from the SEC website as indicated on page 1 of this brochure or contact our Chief Compliance Officer at 440-505-5600.

This section describes the material changes to SWP's brochure since its last annual amendment.

The material changes since the last ADV amendment in March of 2020 are as follows:

- Jeffrey Alan Concepcion has replaced Matthew James Dunn as Chief Compliance Officer.
- Jeffrey Englesman has replaced Jeffrey Concepcion as Chief Compliance Officer

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ITEM 4: ADVISORY BUSINESS

Introduction

Stratos Wealth Network is a DBA of Stratos Wealth Holdings, LLC. Stratos Wealth Holdings, LLC is 100% owner of the following three SEC registered investment advisors (note, however, that such registration does not imply a certain level of skill or training):

1. Fundamentum, LLC (hereinafter “Fundamentum”), an asset management firm acting primarily as a subadvisor;
2. Stratos Wealth Partners, LTD (hereinafter “SWP”), a retail investment firm offering advice primarily through Investment Advisor Representatives who are securities licensed through LPL Financial Corporation (“LPL Financial” or “LPL”), Member FINRA/SIPC; and
3. Stratos Wealth Advisors, LLC (hereinafter “SWA”), a retail investment firm offering advice primarily through IARs who are not securities-licensed.

Stratos Wealth Holdings, LLC also directly owns Stratos Wealth Securities, LLC (“SWS”), a FINRA member broker-dealer. SWS does not process securities transactions or maintain client accounts.

SWP is an investment advisor registered with the Securities and Exchange Commission (“SEC”) pursuant to the Investment Advisers Act of 1940.

SWP has provided advisory services as a registered investment advisor since 2010. Note that registration as an investment advisor with the SEC does not imply a certain level of skill or training.

SWP’s advisory services are made available to clients primarily through individuals associated with SWP as investment advisor representatives (“IARs”). Certain IARs of SWP are also associated with LPL Financial as broker-dealer registered representatives (“Dually Registered Persons”). Therefore, the IARs may offer services through SWP on a fee basis and conduct securities business on a commissionable basis through LPL. Additionally, the IARs may be insurance licensed and offer insurance products and services. Clients are advised IARs may receive fee compensation for advisory services offered through SWP. Separately, IARs may also receive commission-based compensation for securities business conducted through LPL and for insurance business.

Since IARs are generally independent contractors of SWP, the experience, level of education, level and/or sophistication of services and fees will vary. Fees may not be commensurate with education and/or experience. However, the fees clients will pay for advisory services described below will not exceed the fee schedules set forth below. Further, clients are advised that they may pay more or less for similar services received by another client serviced by another IAR.

SWP offers services through our network of IARs. IARs may have their own legal business entities whose trade names and logos are used for marketing purposes and may appear on marketing materials and/or client statements. The client should understand that the businesses are legal entities of the IAR and not of SWP. The IARs are under the supervision of SWP, and the advisory services of the IAR are provided through SWP. SWP has these arrangements with the business entities listed in Schedule D of Form ADV.

For more information about the IAR providing advisory services, client should refer to the Brochure Supplement (also called the ADV Part 2B) for the IAR. The Brochure Supplement is a separate document that is provided by the IAR along with this Brochure before or at the time client engages the IAR. If the client did not receive a Brochure Supplement for the IAR, the client should contact the IAR or SWP at (440) 505-5600.

SWP may also offer its advisory services through financial institutions such as banks. SWP is not an affiliate of the banks in which its IARs maintain offices nor are SWP or its IARs employees of the bank. SWP pays a fee to the bank for the opportunity to conduct business on its premises and with banking clients. This is a conflict of interest in that SWP has an incentive to charge a higher fee to the client.

Types of Advisory Services

SWP offers various types of advisory services and programs, including wrap programs, mutual fund asset allocation programs, advisory programs offered by third party investment advisor firms, and financial planning services.

This Brochure provides information about SWP and the following types of advisory services that SWP provides:

- Financial Planning Services
- Third Party Investment Adviser Account Management

In addition to the services listed above, SWP offers the following separate services described under different ADV Part 2As:

- Managed Account Services
- Wrap Fee Managed Account Services

Not all services are available to all clients, through all advisers, or in all states. In addition, services may not be available at all custodians.

If clients would like more information on such programs, clients should contact the IAR for a copy of the program brochure that describes such programs or go to www.adviserinfo.sec.gov.

SWP currently has agreements with the following broker-dealer custodians:

- LPL Financial, Member FINRA/SIPC;
- Fidelity Brokerage Services, LLC and National Financial Services, LLC (collectively “Fidelity”), Member FINRA/SIPC;
- Charles Schwab (“Schwab”), Member FINRA/SIPC; and
- TD Ameritrade (“TDA”), Member FINRA/SIPC/NFA.

A separate disclosure brochure is provided for services offered through the Retirement Plan Consulting Program offered through LPL Financial. If the IAR participates in the Retirement Plan Consulting Program, the IAR will be dually registered with the LPL Financial Registered Investment Advisor firm. If clients would like more information on this program, clients should contact the IAR for a copy of the program brochure that describes this program, or go to www.adviserinfo.sec.gov for LPL Financial.

Financial Planning Services

As part of its financial planning services, SWP (through its IARs) provides personal financial planning tailored to the individual needs of the client. The services described below may not be available through all IARs. SWP offers Financial Planning Services under the following structures:

Financial Plans for a Flat Fee

With this structure, engagement terminates upon delivery of the financial plan. SWP offers various types and levels of financial planning. The level and type of services will vary among IARs and will depend on the needs of the client.

Recurring Fee Financial Planning Services

Clients seeking to receive ongoing financial planning advice may choose to pay a recurring subscription fee for such services. Recurring fees are negotiated between the IAR and the client and reflect the service(s) provided.

Hourly Consulting Services

SWP, through its IARs, provides consulting services on an hourly basis. The services take into account information collected from the client such as financial status, risk tolerance and tax status, among other data. The IAR may or may not deliver to the client a written analysis or report as part of the services. The IAR tailors the hourly consulting services to the individual needs of the client, including their risk tolerance. The engagement terminates upon final consultation with the client.

The Employer Sponsored Account Recommendations (“ESAR”) Service

IARs may also provide financial planning advice to plan participants regarding their retirement plans under all financial planning service structures. IARs may provide advice at the individual participant level and investment support for qualified plan participants. They will provide specific recommendations to clients if they are not being provided under a separate Stratos program. With this service, an IAR may provide clients with written asset allocation and/or specific investment recommendations for their retirement plan assets that are not managed by a Stratos IAR. It is up to the client to decide whether or not to implement the recommendations made by the IAR. The IAR may provide these services for free, or charge either a flat fee or an hourly fee. The IAR may also provide these services through the Financial Wellness Program or as part of a Recurring Fee Financial Planning Service, however the IAR’s fiduciary status changes as listed below.

When providing ESAR services through a one-time engagement (free, flat fee or hourly fee structure) services are not provided on a regular or ongoing basis. The IAR will not be deemed to be a fiduciary under the Employee Retirement Income Security Act of 1974 (“ERISA”) with respect to the participant’s plan assets. To maintain the non-fiduciary status under ERISA, the program limits the number of engagements with any client to one per calendar year.

When providing ESAR services through the Financial Wellness Program the frequency of delivery is determined by the terms of the engagement negotiated by the client’s employer. IF ESAR services are provided more frequently than once per calendar year, the advisor assumes the role of fiduciary under the ERISA with respect to the participant’s plan assets.

When providing ESAR services as part of a Recurring Fee Financial Planning Service the services are considered to be provided on a regular or ongoing basis. The advisor assumes the role of fiduciary under the ERISA with respect to the participant's plan assets.

Financial Wellness Program

SWP, through its IARs, also provides financial planning services to employees on behalf of their employer. The services consider information collected from the client such as financial status, risk tolerance and tax status, among other data. The IAR tailors the financial planning services to the individual needs of the client based on the investment objective chosen by the client. The engagement terminates at the direction of the employer.

The following information applies to all Financial Planning services offered by SWP:

SWP and the IAR do not have any discretionary investment authority when offering financial planning services. The IAR makes recommendations as to general types of investment products or securities that may be appropriate for the client to consider and may also provide recommendations regarding specific investments or securities.

Planning and consulting services are based on the client's financial situation at the time and are based on financial information disclosed by the client to SWP. Clients are advised plans may contain certain assumptions that may be made with respect to interest and inflation rates and use of past trends and performance of the market and economy. However, past performance is in no way an indication of future performance. SWP cannot offer any guarantees or promises that the client's financial goals and objectives will be met. Further, clients must continue to review any plan or analysis and update the plan based upon changes in the client's financial situation, goals, or objectives, or any changes in the economy. Should a client's financial situation or investment goals or objectives change, the client must notify SWP promptly.

Clients are advised that fees for financial planning and/or consulting services are strictly for the planning and/or consulting services. Therefore, clients may pay fees and/or commissions for additional services obtained (e.g., asset management) or products purchased (e.g., securities or insurance).

Financial Planning Services may include, but not be limited to, the following examples of services:

- Retirement Planning
- General, Segmented and Comprehensive Financial Planning
- Educational Planning
- Cash Flow Analysis
- Estate Planning
- Budget Planning
- Tax Planning
- Insurance Needs Analysis
- Business Continuity, Succession and Exit Planning
- Asset Allocation Services
- Sports and Entertainment Management
- Executive Planning
- Corporate Benefit Consulting
- Other planning and consulting services as requested by the client and agreed to by the IAR

SWP will gather financial information and history from clients, which may include, among other things, retirement and financial goals, risk tolerance, investment horizon, financial needs, cash flow analysis, cost

of living needs, education needs, savings tendencies, and other applicable financial information required by SWP in order to provide the investment advisory services requested.

As stated above, the level and type of services will depend upon the needs of the client. Depending on the services requested, clients may receive a written analysis, summary or plan. One or more meetings may be necessary with the client and may involve other professionals, as invited and agreed to by the client (e.g., attorneys and/or certified public accountants). The financial plan may be constructed or prepared by a Stratos party other than the IAR,

SWP and the IAR do not have any discretionary investment authority when offering financial planning.

Conflicts of Interest for Financial Planning and Consulting Services

Under all Financial Planning programs offered by SWP, IARs have a conflict of interest to recommend their own services for asset management and/or insurance. Clients are under no obligation to use SWP or the IAR for the services, or to take action as recommended by IAR.

Third Party Investment Adviser (“TPIA”) Account Management Services

SWP offers the following TPIA account management programs. Not all of these programs are available to all clients, all IARs, or are offered in all states.

Under these TPIA programs, SWP (through its IARs) provides ongoing investment advice to clients that is tailored to the individual needs of the client. SWP IARs may interact with each TPIA as a solicitor, a subadvisor, or a dual contract adviser. The IAR’s responsibilities will be different under each respective arrangement. The specifics of the IAR’s role and payment of fees will be governed by the TPIA Investment Management Agreement with SWP, and the client’s agreement with the TPIA. As part of these TPIA services, the IAR obtains the necessary financial data from the client and assists the client in: determining the suitability of the program; setting an appropriate investment objective; and opening an account with the TPIA. In addition, depending on the type of program, the IAR may assist the client in selecting a model portfolio of securities designed by the TPIA or selecting a portfolio management firm to provide discretionary asset management services. It is the TPIA (and not the IAR) that has client authority to purchase and sell securities on a discretionary or non-discretionary basis pursuant to the investment objective chosen by the client. This authorization will be set out in the TPIA client agreement. The Brochure for the particular TPIA will explain whether clients may impose restrictions on investing in certain securities or types of securities.

SWP offers the following programs utilizing TPIA managers:

Fundamentum

Fundamentum sponsors and acts as portfolio manager for both wrap fee and non-wrap fee programs, offering ongoing portfolio management based on the individual goals, objectives, time horizon, and risk tolerance of each client. Each program is described in detail in the Fundamentum ADV Part 2.

Fundamentum primarily acts as a subadvisor to third party money managers. Its portfolio management services include, but are not limited to, the following:

- Investment strategy
- Asset allocation
- Risk tolerance

- Regular portfolio monitoring

Fundamentum is under common control with other investment advisory firms, SWA and SWP. SWA and SWP have overlap in personnel with Fundamentum and use Fundamentum as a subadvisor for many client accounts. Fundamentum will comply at all times with its fiduciary duty as an investment adviser. Please see Item 10 below for more information about these referral services and the related compensation.

For more information regarding Fundamentum, including more information on the advisory services and fees that apply, the types of investments available in the programs, and the conflicts of interest presented by the programs, please see the Fundamentum Form ADV Part 2.

LPL Financial Sponsored Advisory Programs

SWP may provide advisory services through certain programs sponsored by LPL Financial, a registered investment advisor and broker-dealer. Below is a brief description of each LPL advisory program available through SWP. For more information regarding the LPL programs, including more information on the advisory services and fees that apply, the types of investments available in the programs, and the conflicts of interest presented by the programs, please see the LPL Financial Form ADV Part 2 or the applicable program's ADV Part 2A and the applicable client agreement.

Personal Wealth Portfolios Program ("PWP")

PWP offers clients an asset management account using asset allocation model portfolios designed by LPL. IARs have discretion for selecting the asset allocation model portfolio based on the client's investment objective. They also have discretion for selecting third party money managers (PWP Advisors), mutual funds and Exchange Traded Funds ("ETFs") within each asset class of the model portfolio. LPL will act as the overlay portfolio manager on all PWP accounts and will be authorized to purchase and sell on a discretionary basis mutual funds, ETFs, and equity and fixed income securities.

A minimum account value of \$250,000 is required for the PWP. In certain instances, LPL will permit a lower minimum account size.

Optimum Market Portfolios Program ("OMP")

OMP offers clients the ability to participate in a professionally managed asset allocation program using Optimum Funds shares. Under OMP, the client authorizes LPL on a discretionary basis to purchase and sell Optimum Funds pursuant to investment objectives chosen by the client. The IAR assists the client in: determining the suitability of OMP for the client, and setting an appropriate investment objective. The IAR has discretion to select a mutual fund asset allocation portfolio designed by LPL consistent with the client's investment objective. LPL will have discretion to purchase and sell Optimum Funds pursuant to the portfolio selected for the client. LPL will also have authority to rebalance the account.

A minimum account value of \$10,000 is required for OMP. In certain instances, LPL will permit a lower minimum account size.

Model Wealth Portfolios Program ("MWP")

MWP offers clients a professionally managed mutual fund asset allocation program. SWP obtains the necessary financial data from the client and assists the client in: determining the suitability of the MWP program, and setting an appropriate investment objective. The IAR initiates the steps necessary to open

an MWP account and has discretion to select a model portfolio designed by LPL's Research Department consistent with the client's stated investment objective. LPL's Research Department or third-party portfolio strategists are responsible for selecting the mutual funds or ETFs within a model portfolio and for making changes to the mutual funds or ETFs selected.

The client authorizes LPL to act on a discretionary basis to purchase and sell mutual funds and ETFs and to liquidate previously purchased securities. The client also authorizes LPL to effect rebalancing for MWP accounts.

MWP requires a minimum asset value for a program account to be managed. The minimums vary depending on the portfolio(s) selected and the account's allocation amongst portfolios. The lowest minimum for a portfolio is \$25,000. In certain instances, a lower minimum for a portfolio is permitted.

Manager Access Select ("MAS")/Managed Access Network ("MAN") Program

MAS/MAN provides clients access to the investment advisory services of professional portfolio management firms for the individual management of client accounts. The IAR assists the client in identifying a third party portfolio manager ("Portfolio Manager") from a list of Portfolio Managers made available by LPL. The Portfolio Manager manages the client's assets on a discretionary basis. The IAR provides initial and ongoing assistance regarding the Portfolio Manager selection process.

A minimum account value of \$100,000 is required for the MAS/MAN Program, however, in certain instances, the minimum account size may be lower or higher.

Small Market Solution ("SMS") Program

Under SMS, LPL Research (a team of investment professionals within LPL) creates and maintains a series of different investment menus ("Investment Menus") consisting of a mix of different asset classes and investment vehicles ("investment options") for clients that sponsor and maintain participant-directed defined contribution plans ("Plan Sponsors"). The Plan Sponsor is responsible for selecting the Investment Menu that it believes is appropriate based on the demographics and other characteristics of the Plan and its participants. LPL Research is responsible for the selection and monitoring of the investment options made available through Investment Menus ("Fiduciary Selection Services"). The investment options that are offered through SMS are limited to the specific investments available through the recordkeeper that the Plan Sponsor selects. The Plan Sponsor may only select an Investment Menu in its entirety and does not have the option to remove or substitute an investment option.

If the Plan is subject to ERISA, LPL will be a "fiduciary" and serve as "investment manager" (as that term is defined in section 3(38) of ERISA) in connection with the Fiduciary Selection Services. None of the services offered under SMS other than the Fiduciary Selection Services will constitute "investment advice" under 3(21)(A)(ii) of ERISA, or otherwise cause LPL or SWP to be deemed a fiduciary.

In addition to the Fiduciary Selection Services, the Plan Sponsor may also select from a number of non-fiduciary consulting services available under SMS that are provided by SWP. These consulting services may include, but are not limited to: general education, and support regarding the Plan and the investment options selected by Plan Sponsor; assistance regarding the selection of, and ongoing relationship management for, recordkeepers and other third-party vendors; Plan participant enrollment support; and participant-level education regarding investment in the Plan. These consulting services do not include any individualized investment advice to the Plan Sponsor or Plan participants with respect to Plan assets, and LPL and SWP do not act as fiduciaries under ERISA in providing such consulting services.

Guided Wealth Portfolios (“GWP”)

GWP offers clients the ability to participate in a centrally managed, algorithm-based investment program, which is made available to users and clients through a web-based, interactive account management portal (“Investor Portal”). Investment recommendations to buy and sell open-end mutual funds and ETFs are generated through proprietary, automated computer algorithms (collectively, the “Algorithm”) of Xulu, Inc., doing business as FutureAdvisor (“FutureAdvisor”), based upon model portfolios constructed by LPL and selected for the account as described below (such model portfolio selected for the account, the “Model Portfolio”). Communications concerning GWP are intended to occur primarily through electronic means (including but not limited to, through email communications or through the Investor Portal), although SWP will be available to discuss investment strategies, objectives or the account in general in person or via telephone.

A preview of the Program (the “Educational Tool”) is provided for a period of up to forty-five (45) days to help users determine whether they would like to become advisory clients and receive ongoing financial advice from LPL, FutureAdvisor and SWP by enrolling in the advisory service (the “Managed Service”). The Educational Tool and Managed Service are described in more detail in the GWP Program Brochure. Users of the Educational Tool are not considered to be advisory clients of LPL, FutureAdvisor or SWP, do not enter into an advisory agreement with LPL, FutureAdvisor or SWP, do not receive ongoing investment advice or supervisions of their assets, and do not receive any trading services.

A minimum account value of \$5,000 is required to enroll in the Managed Service.

Conflicts of Interest

Transactions in LPL advisory program accounts are effected through LPL as the executing broker-dealer.

The IAR receives management fees as a result of a client’s participation in an LPL program. Depending on, among other things, the type and size of the account, type of securities held in the account, changes in its value over time, ability to negotiate fees or commissions, historical or expected size or number of transactions, and number and range of supplementary advisory and client-related services provided to the client, the amount of this compensation may be more or less than what SWP would receive if the client participated in other programs, whether through LPL or another sponsor, or paid separately for investment advice, brokerage and other services.

The account fee may be higher than the fees charged by other investment advisors for similar services. For instance, FutureAdvisor offers direct-to-consumer services similar to GWP. Therefore, clients could generally pay a lower advisory fee for algorithm-driven, automated (“robo”) investment advisory services through FutureAdvisor or other robo providers. However, clients using such direct robo services will forgo opportunities to utilize LPL-constructed model portfolios or to work directly with a financial advisor.

Clients should consider the level and complexity of the advisory services to be provided when negotiating the account fee (or the advisor fee portion of the account fee, as applicable) with SWP. With regard to accounts utilizing third-party portfolio managers under aggregate, all-in-one account fee structures (including MAS, PWP and the legacy MWP fee structure), because the portion of the account fee retained by SWP varies depending on the portfolio strategist fee associated with a portfolio, SWP has a financial incentive to select one portfolio instead of another portfolio.

Fidelity Advisory Programs

SWP may also provide advisory services through Fidelity as the broker-dealer custodian. Below is a brief description of each advisory program available at Fidelity.

Fidelity Separate Account Network® (“SAN”) – Fidelity offers a Separate Account Network program (“SAN Program”), a unified platform for managed portfolios. The SAN Program enables the IAR to have the ability to build separately managed account portfolios from a vast network of managers to meet client needs which will be managed by designated SAN Managers on a discretionary basis. The minimum investment required by each individual SAN Manager must be met. Please refer to the SAN Manager’s Form ADV Part 2A or comparable disclosure document provided to you by your SWP IAR. This is a wrap program and SWP will deliver to client a copy of their Form ADV Part 2A, Appendix 1.

Some managers under the SAN program may require an additional client advisory agreement with you in addition to the agreement you sign with SWP. For a complete description of the services offered, the programs, the fees charged and minimum account requirements, please refer to the separate disclosure brochure (such as Part 2A of Form ADV) maintained by the Manager as provided by your IAR.

Clients should carefully review these additional disclosure brochures for important and specific details including, among other things, fees, experience, investment objectives, and risk guidelines, and disclosure of the money manager’s conflicts of interest.

The client and IAR together determine which program is appropriate for the client. Clients will receive confirmations and statements reflecting all transactions in their account. However, in no circumstances shall SWP have the discretionary authority to close the account or withdraw funds or securities, with the exception of SWP’s advisory fees on a quarterly basis.

Clients should refer to the Brochure, client agreement and other account paperwork for each TPIA for more detailed information about the services available under the program.

In addition, SWP may also refer advisory clients to other TPIAs not associated with any of the programs described above.

Referral Services for Investment Advisors

SWP and its IARs may act as referral agents on behalf of TPIAs pursuant to a referral agreement. In such case, SWP provides services to the TPIA related to the referred client. The IAR provides the referred client a disclosure statement regarding the role of SWP and the IAR as a referral agent, but the IAR does not enter into an agreement with the client to provide ongoing investment advice. Instead, the client engages the TPIA for advisory services. Please see Item 14 below for more information about these referral services and the related compensation.

ITEM 5: Fees and Compensation

Certain IARs of SWP are also associated with LPL Financial as Dually Registered Persons. In their capacity as registered representatives (“RRs”) of LPL, certain Dually Registered Persons may earn commissions for the sale of securities or investment products that they recommend for brokerage clients. They do not earn commissions on the sale of securities or investment products recommended or purchased in advisory accounts through SWP. Clients have the option of purchasing many of the securities and investment products we make available to you through another broker-dealer or investment adviser. However, when purchasing these securities and investment products away from SWP, you will not receive the benefit of the advice and other services we provide.

When purchasing securities and investment products away from SWP, partial withdrawals or additional deposits may result in a prorated refund or credit of fees to your account(s). Fee adjustments for partial withdrawals and additional deposits may be calculated in arrears on the next quarterly period billing cycle. Fee adjustments will be calculated based on the value at the time of the additional deposit or partial withdrawal.

Financial Planning and Hourly Consulting Services

Financial Planning/Consulting Fees may be separate from advisory fees discussed elsewhere. Financial Planning/Consulting Fees are negotiable. Each IAR will negotiate a financial planning/consulting fee with the client and quote a fee prior to any services being rendered. IARs may charge based on a flat or hourly fee. The fee will be based on several factors including but not limited to: the services requested by the client; the complexity of the client's situation; the number of meetings required to complete the requested services; the number of parties and/or other professionals involved; the areas of review and analysis; the staff resources, travel, time and research needed; and the savings to the client as a result of the services. Fees may be different from one IAR to another.

Flat fees vary depending on the individual planning services selected. Fees may be paid upon execution of the agreement with SWP or at the end of the engagement. In addition, SWP retains the ability to negotiate a payment schedule with the client; however, Stratos does not allow for more than six installment payments.

Hourly fees will range up to \$500 per hour. Typically, clients will be provided an estimate of the amount of time needed for the services. No deposit is required at the time of engagement. SWP does not require or solicit prepayment six months or more in advance.

Clients may terminate, with written notice to SWP, planning and/or consulting advisory services within five business days after entering into the advisory agreement, without penalty or obligation and for a full refund of any prepaid fees. After five business days of entering into the financial planning advisory agreement, clients may terminate upon SWP's receipt of a client's written notice to terminate. If fees have been prepaid and a financial planning engagement is terminated prior to completion, the client will be entitled to a refund of unearned fees. After completion and presentation of the services no refunds will be issued.

Fees under the Financial Wellness Program are negotiated by the IAR and the employer. Under the Financial Wellness Program, fees are not payable until completion of the engagement.

SWP accepts payment by check, credit card and ACH. Note that not all IARs accept credit card and/or ACH payment.

Fees for LPL Advisory Programs

The account fee charged to the client for each LPL advisory program is negotiable, subject to the following maximum account asset-based fees. Alternatively, Stratos may charge a fixed fee for the Stratos portion of the overall program fee (See "Fixed Fee Option" at the end of Item 5.)

Manager Access Select	3.0%
OMP	2.5%
PWP	2.5%
MWP	2.83%*
SMS	1.20%**

* The MWP account fee consists of an LPL program fee, a strategist fee (if applicable) and an advisor fee of up to 2.00%. Accounts remaining under the legacy fee structure may be charged one aggregate account fee, for which the maximum account fee is 2.50%. See the MWP program brochure for more information.

** The SMS fee consists of an LPL program fee of 0.20%, and an advisor fee of up to 1.00%.

*** GWP Managed Service clients are charged an account fee consisting of an LPL program fee of 0.35% and an advisor fee of up to 1.00%. In the future, a strategist fee may apply. However, LPL Research currently serves as the sole portfolio strategist and does not charge a fee for its services. FutureAdvisor is compensated directly by LPL for its services, including the Algorithm and related software, through an annual sub-advisory fee (tiered based on assets under management by FutureAdvisor, at a rate ranging from 0.10% to 0.17%). As each asset tier is reached, LPL's share of the compensation shall increase and clients will not benefit from such asset tiers.

The GWP Educational Tool provides access to sample recommendations at no charge to users. However, if users decide to implement sample recommendations by executing trades, they will be charged fees, commissions, or expenses by the applicable broker or adviser, as well as underlying investment fees and expenses. Account fees are payable quarterly in advance, except that the SMS fee is paid in arrears on the frequency agreed to between the client and the advisor.

Excluding SMS and GWP, LPL serves as program sponsor, investment advisor and broker-dealer for the LPL advisory programs. In the Managed Service of GWP, LPL is appointed by each client as custodian of account assets and broker-dealer with respect to processing securities transactions for the accounts. In general, FutureAdvisor, in its capacity as investment advisor, will submit transactions through LPL; however, FutureAdvisor may choose to execute transactions through a broker-dealer other than LPL, subject to its duty to seek to achieve best execution. When securities transactions are effected through LPL, there are no brokerage commissions charged to the account. If FutureAdvisor chooses to execute a transaction through a broker-dealer other than LPL, the execution price may include a commission or fee imposed by the executing broker-dealer. In evaluating whether to execute a trade through a broker-dealer other than LPL, Future Advisor will consider the fact that the account will not be charged a commission if the transaction is effected through LPL.

SWP and LPL may share in the account fee and other fees associated with program accounts. Associated persons of SWP may also be Dually Registered Persons. Under SMS, LPL serves as investment advisor but not the broker-dealer. The advisor and LPL may share in the advisory portion of the SMS fee.

Third Party Investment Advisers ("TPIAs")

For TPIAs, clients pay an advisory fee as set out in the client agreement with the TPIA sponsor. The fee is typically negotiated among the TPIA sponsor, the IAR and the client. Fees may be different from one IAR to another. Further, fees are not commensurate with education or experience. The TPIA sponsor may establish a fee schedule or set a minimum or maximum fee. The TPIA fee schedule will be set out in the Disclosure Brochure provided by the TPIA sponsor. The advisory fee typically is based on the value of assets under management as valued by the custodian of the assets for the account and will vary by program. The advisory fee typically will be deducted from the account by the custodian and paid quarterly in arrears or in advance. The advisory fee is often paid to the TPIA sponsor, who in turn pays a portion to SWP. SWP and the IAR share such portion of the advisory fee. A TPIA account may be terminated by a party pursuant to the terms outlined in the TPIA client agreement. The TPIA client agreement will explain how clients can obtain a refund of any pre-paid fee if the agreement is terminated before the end of a billing period.

The maximum total fee is 3%, with 2% being the maximum for the Stratos advisory fee (See alternative “Fixed Fee Option” at the end of Item 5.) and 1% maximum being the TPIA fee.

There are other fees and charges imposed by third parties that may apply to investments in TPIA accounts. Some of these fees and charges are described below. The client may be charged commissions, markups, markdowns, or transaction charges by the broker-dealer who executes transactions in the TPIA account. There may be custodial related fees imposed by the custodian of assets for the program account. These additional fees and charges will be set out in the TPIA Brochure and the agreements executed by the client at the time the account is opened.

If assets are invested in mutual funds, ETFs or other pooled funds, there are two layers of advisory fees and expenses for those assets. Client will pay an advisory fee to the fund manager and other expenses as a shareholder of the fund. Client will also pay the TPIA advisory fee with respect to those assets. The mutual funds and ETFs available in the programs often may be purchased directly. Therefore, clients could avoid the second layer of fees by not using the advisory services of the TPIA and IAR and by making their own decisions regarding the investment.

A mutual fund in a TPIA program account may pay an asset-based sales charge or service fee (e.g., a 12b-1 fee) that is paid to the broker-dealer on the account. SWP and IARs are not paid these fees for TPIA program accounts.

If client transfers into a TPIA account a previously purchased mutual fund, and there is an applicable contingent deferred sales charge on the fund, client will pay that charge when the mutual fund is sold. If the account is invested in a mutual fund that charges a fee if a redemption is made within a specific time period after the investment, client will be charged a redemption fee. If a mutual fund has a frequent trading policy, the policy can limit a client’s transactions in shares of the fund (e.g., for rebalancing, liquidations, deposits or tax harvesting).

If the client holds a variable annuity that is managed as part of a TPIA account, there are mortality, expense and administrative charges, fees for additional riders on the contract, and charges for excessive transfers within a calendar year imposed by the variable annuity sponsor. If the client holds a Unit Investment Trust (“UIT”) in a program account, UIT sponsors charge creation and development fees or similar fees. Further information regarding fees assessed by a mutual fund, variable annuity or UIT is available in the appropriate prospectus, which clients may request from the IAR.

If the TPIA program is a wrap fee program, clients should understand that the wrap fee may cost the client more than purchasing the program services separately (e.g., paying fees for the advisory services of the TPIA and IAR, plus commissions for each transaction in the account). Factors that bear upon the cost of the account in relation to the cost of the same services purchased separately include the:

- Type and size of the account;
- Types of securities in the account;
- Historical and/or expected size or number of trades for the account; and
- Number and range of supplementary advisory and client-related services provided to the client.

The investment products and services available to be purchased in TPIA program accounts can be purchased by clients outside of a TPIA program account, through LPL or through broker-dealers or other investment firms not affiliated with SWP or the TPIA.

Fixed Fee Option

For its portion of the program fee Stratos may charge a fixed fee instead of an asset-based fee. Under the fixed fee option the LPL program fee, strategist fees and TPIA fees would still be a percentage of the assets under management. The maximum fixed fee is equivalent to the maximum asset-based fee for each program. For example, for SMS the maximum asset-based fee is 1.20%, therefore, on a \$1,000,000 account the maximum fixed fee would be \$12,000/year.

ITEM 6: Performance Based Fees and Side-By-Side Management

This Item is not applicable. SWP and its IARs do not accept performance-based fees.

ITEM 7: Types of Clients

SWP does not require a minimum asset amount for financial planning or hourly consulting.

For TPIAs, the TPIA sponsor typically establishes a minimum account value, which will be set out in the account opening documents with the TPIA sponsor.

ITEM 8: Methods of Analysis, Investment Strategies and Risk of Loss

The IAR has access to various research reports and model portfolios which can be referred to when determining the investment advice the IAR provides to clients. The IAR chooses their own research methods, investment style and management philosophy. It is important to note that no methodology or investment strategy is guaranteed to be successful or profitable and has a risk of loss.

Types of Investments and Risks

SWP and IARs can recommend many different types of securities, including mutual funds, UITs, closed end funds, ETF/Exchange-Traded Notes ("ETNs"), variable annuity subaccounts, equities, fixed income securities, options, hedge funds, managed futures, and structured products. Investing in securities involves the risk of loss that clients should be prepared to bear. Described below are some particular risks associated with some types of investments available in the program.

- ***Alternative Strategy Mutual Funds.*** Certain mutual funds invest primarily in alternative investments and/or strategies. Investing in alternative investments and/or strategies may not be suitable for all investors and involves special risks, such as risks associated with commodities, real estate, leverage, selling securities

short, the use of derivatives, potential adverse market forces, regulatory changes, and potential illiquidity. There are special risks associated with mutual funds that invest principally in real estate securities, such as sensitivity to changes in real estate values and interest rates and price volatility because of the fund's concentration in the real estate industry.

- ***Closed-End Funds.*** Client should be aware that closed-end funds are not readily marketable. In an effort to provide investor liquidity, the funds may offer to repurchase a certain percentage of shares at net asset value on a periodic basis. Thus, clients may be unable to liquidate all or a portion of their shares in these types of funds.
- ***ETFs.*** ETFs are typically investment companies that are legally classified as open end mutual funds or UITs. However, they differ from traditional mutual funds, in particular, in that ETF shares are listed on a securities exchange. Shares can be bought and sold throughout the trading day like shares of other publicly-traded companies. ETF shares may trade at a discount or premium to their net asset value. This difference between the bid price and the ask price is often referred to as the "spread." The spread varies over time based on the ETF's trading volume and market liquidity, and is generally lower if the ETF has a lot of trading volume and market liquidity and higher if the ETF has little trading volume and market liquidity. Although many ETFs are registered as an investment company under the Investment Company Act of 1940, like traditional mutual funds, some ETFs (in particular those that invest in commodities) are not registered as an investment company.
- ***ETNs.*** An ETN is a senior unsecured debt obligation designed to track the total return of an underlying market index or other benchmark. ETNs may be linked to a variety of assets (e.g., commodity futures, foreign currency and equities). ETNs are similar to ETFs in that they are listed on an exchange and can typically be bought or sold throughout the trading day. However, an ETN is not a mutual fund and does not have a net asset value; the ETN trades at the prevailing market price. The repayment of the principal, interest (if any), and the payment of any returns at maturity or upon redemption are dependent upon the ETN issuer's ability to pay. In addition, the trading price of the ETN in the secondary market may be adversely impacted if the issuer's credit rating is downgraded. The index or asset class for performance replication in an ETN may or may not be concentrated in a specific sector, asset class or country, and may therefore carry specific risks.
- ***Leveraged and Inverse ETFs, ETNs and Mutual Funds.*** Leveraged ETFs, ETNs and mutual funds, sometimes labeled (e.g.) "ultra" or "2x", are designed to provide a multiple of the underlying index's return, typically on a daily basis. Inverse products are designed to provide the opposite of the return of the underlying index, typically on a daily basis. These products are different from and can be riskier than traditional ETFs, ETNs and mutual funds. Although these products are designed to provide returns that generally correspond to the underlying index, they may not be able to exactly replicate the performance of the index because of fund expenses and other factors. This is referred to as a tracking error. Continual re-setting of returns within the product may add to the underlying costs and increase the tracking error. As a result, this may prevent these products from achieving their investment objective. In addition, compounding of the returns can produce a

divergence from the underlying index over time, particularly for leveraged products. In highly volatile markets with large positive and negative swings, return distortions are magnified over time. Because of these distortions, these products should be actively monitored, as frequently as daily, and are generally not appropriate as an intermediate- or long-term holding. To accomplish their objectives, these products use a range of strategies, including swaps, futures contracts and other derivatives. These products may not be diversified and can be based on commodities or currencies. These products may have higher expense ratios and be less tax-efficient than more traditional ETFs, ETNs and mutual funds.

- **Options.** Certain types of option trading are permitted in order to generate income or hedge a security held in the program account; namely, the selling (writing) of covered call options or the purchasing of put options on a security held in the program account. The client should be aware that the use of options involves additional risks. The risks of covered call writing include the potential for the market to rise sharply. In such case, the security may be called away and the program account will no longer hold the security. The risk of buying long puts is limited to the loss of the premium paid for the purchase of the put if the option is not exercised or otherwise sold by the program account.
- **Structured Products.** Structured products are securities derived from another asset, such as a security or a basket of securities, an index, a commodity, a debt issuance, or a foreign currency. Structured products frequently limit the upside participation in the reference asset. Structured products are senior unsecured debt of the issuing bank and subject to the credit risk associated with that issuer. This credit risk exists whether or not the investment held in the account offers principal protection. The creditworthiness of the issuer does not affect or enhance the likely performance of the investment other than the ability of the issuer to meet its obligations. Any payments due at maturity are dependent on the issuer's ability to pay. In addition, the trading price of the security in the secondary market (if there is one) may be adversely impacted if the issuer's credit rating is downgraded. Some structured products offer full protection of the principal invested; others offer only partial or no protection. Investors may be sacrificing a higher yield to obtain the principal guarantee. In addition, the principal guarantee relates to nominal principal and does not offer inflation protection. An investor in a structured product never has a claim on the underlying investment, whether a security, zero coupon bond, or option. There may be little or no secondary market for the securities, and information regarding independent market pricing for the securities may be limited. This is true even if the product has a ticker symbol or has been approved for listing on an exchange. Tax treatment of structured products may be different from other investments held in the account (e.g., income may be taxed as ordinary income even though payment is not received until maturity). Structured CDs that are insured by the FDIC are subject to applicable FDIC limits.
- **High-Yield Debt.** High-yield debt is issued by companies or municipalities that do not qualify for "investment grade" ratings by one or more rating agencies. The below investment grade designation is based on the rating agency's opinion of an issuer that it has a greater risk to repay both principal and interest and a greater risk of default than those issuers rated investment grade. High-yield debt carries greater risk than investment grade debt. There is the risk that the potential deterioration of an issuer's financial health and subsequent downgrade in its rating will result in a

decline in market value or default. Because of the potential inability of an issuer to make interest and principal payments, an investor may receive back less than originally invested. There is also the risk that the bond's market value will decline as interest rates rise and that an investor will not be able to liquidate a bond before maturity.

- ***Hedge Funds and Managed Futures.*** Hedge and managed futures funds may be purchased by clients meeting certain qualification standards. Investing in these funds involves additional risks including, but not limited to, the risk of investment loss due to the use of leveraging and other speculative investment practices and the lack of liquidity and performance volatility. In addition, these funds are not required to provide periodic pricing or valuation information to investors and may involve complex tax structures and delays in distributing important tax information. Client should be aware that these funds are not liquid as there is no secondary trading market available. At the absolute discretion of the issuer of the fund, there may be certain repurchase offers made from time to time. However, there is no guarantee that client will be able to redeem the fund during the repurchase offer.
- ***Variable Annuities.*** If the client purchases a variable annuity that is part of the program, the client will receive a prospectus and should rely solely on the disclosure contained in the prospectus with respect to the terms and conditions of the variable annuity. The client should also be aware that certain riders purchased with a variable annuity may limit the investment options and the ability to manage the subaccounts.

ITEM 9: Disciplinary Information

We do not have any legal or other disciplinary items to report. SWP is obligated to disclose any disciplinary event that would be material to clients, or potential clients, when evaluating whether to initiate or continue a client/adviser relationship with us.

ITEM 10: Other Financial Industry Activities and Affiliations

Most SWP IARs are Dually Registered Persons. LPL Financial is a broker-dealer that is independently owned and operated and is not affiliated with SWP. Please refer to Item 12 for a discussion of the benefits SWP may receive from LPL Financial and the conflicts of interest associated with receipt of such benefits.

Clients may maintain multiple accounts with an IAR, some of which are subject to an investment advisory relationship through SWP, while others may operate under a brokerage relationship through LPL. Clients are under no obligation to purchase or sell securities through IARs. However, if a client chooses to implement the recommendations, commissions may be earned by IARs as RRs of LPL for brokerage transactions in addition to any fees paid for advisory services. Commissions may be higher or lower at

LPL than at other broker/dealers. IARs have a conflict of interest by having clients purchase securities and/or insurance related products through LPL in that the higher their production with LPL the greater potential for obtaining a higher pay-out on commissions earned. Further, IARs may be restricted to only offering those products and services that have been reviewed and approved for offering to the public through LPL. The amount of time spent by each IAR offering securities products on a commission basis as a RR of LPL will vary. Some IARs may spend significantly more or less time offering commissionable products and services through LPL.

As discussed previously, certain associated persons of SWP are RRs of LPL Financial. As a result of this relationship, LPL may have access to certain confidential information (e.g., financial information, investment objectives, transactions and holdings) about SWP's clients, even if the client does not establish an account through LPL Financial. If you would like a copy of the LPL Financial Privacy Policy, please contact our Chief Compliance Officer at 440-505-5600.

Certain IARs are also dually registered as IARs of LPL Financial's Registered Investment Advisor for transition and supervisory purposes or offering LPL's Retirement Plan Consulting Program services.

SWP IARs registered with LPL may offer insurance products and services for which commissions will be paid. IARs and other related persons of SWP (defined as any advisory affiliate and any person that is under common control with SWP) may be licensed with various insurance companies. SWP, its IARs and related persons have a conflict of interest when recommending clients purchase insurance products, as commissions may be earned in addition to fees for advisory services. Clients are not obligated to purchase insurance products through SWP or its IARs. Some IARs may spend significantly more or less time offering insurance products and services. The principal business of SWP is not to offer insurance products and services. Less than 10% of SWP's resources are dedicated to insurance business.

IAR's may have their own legal business entities whose trade names and logos are used for marketing purposes and may appear on marketing materials and/or client statements. The client should understand that the businesses are legal entities of the IAR and not of SWP. The IARs are under the supervision of SWP, and the advisory services of the IAR are provided through SWP. SWP has these arrangements with the business entities listed in Schedule D of Form ADV.

Certain IARs may be certified public accountants ("CPAs") and offer accounting services through their accounting practice. SWP does not endorse or recommend the services of the IARs in their capacity as CPAs. Further, none of the services offered by SWP are to be considered legal or accounting services. Clients are under no obligation to participate in accounting services offered by IARs who may also be CPAs. As stated above, IARs are generally independent contractors. As such, the IARs have a direct incentive in the advisory fees being charged since a portion of the advisory fee collected by SWP will be paid to the IAR for compensation for advisory services. Further, clients are advised that the amount paid by SWP to the IAR will be based on the production of the IAR. Therefore, the higher sales the IAR produces the more compensation the IAR will receive. Consequently, since production is a basis for determining the IAR's payout, and since a portion of the advisory fees will be retained by SWP, there is a conflict of interest for the IAR to potentially charge a higher fee.

SWP may offer clients the option to utilize the management services of one or multiple third party managers. SWP will assist clients with evaluating their financial situation, identifying one or more third party managers, and selecting a third party manager's service. Additionally, on an ongoing basis SWP will be available to answer questions clients may have regarding their managed account and act as the communication conduit between the client and the manager. SWP will periodically meet with the client to evaluate the client's account and third party manager. In addition, if the investment program recommended

to a client is a wrap fee program the client will also receive Part 2A Appendix 1 of the Form ADV or equivalent wrap fee brochure provided by the sponsor of the program. SWP will provide to each client all appropriate disclosure statements, including disclosure of solicitation fees to SWP and its advisory associates. Clients will be charged an advisory fee by the third party manager (selected by the client).

Clients are advised that fees for such programs may be higher or lower than if the client directly obtained the services of the third party manager, or if the client obtained advisory services separately. Clients should read the third party manager's disclosure brochure for additional disclosure of its managed program.

For accounts that utilize a third party manager, client will establish a third party manager custody account at a qualified custodian. SWP will not directly conduct any securities transactions on behalf of the client or participate directly in the selection of the securities to be purchased or sold for the client. Investment decisions are made by the third party manager in accordance with the agreement between the client and the manager.

Clients may pay transaction fees, account maintenance fees and other fees and expenses associated with maintaining the account. Fees will be charged by and collected by the third party manager, and the third party manager will allocate SWP's portion of the fee. Therefore, clients must refer to the third-party manager's disclosure brochure for payment terms and conditions.

ITEM 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

Code of Ethics and Personal Trading

SWP has a fiduciary duty to clients to act in the best interest of the client and to always place the client's interests first and foremost. SWP takes seriously its compliance and regulatory obligations and requires all staff to comply with such rules and regulations, as well as SWP's policies and procedures. In accordance with this goal, SWP strives to handle clients' non-public information in a manner intended to prevent it from falling into hands that have no business reason to know such information. A copy of the SWP Privacy Policy is provided to clients. In addition, SWP maintains a Code of Ethics for its IARs, supervised persons and staff.

The Code of Ethics contains provisions for standards of business conduct designed to help ensure compliance with federal securities laws, personal securities reporting requirements, pre-approval procedures for certain transactions, code violations reporting requirements, and safeguarding of material non-public information about client transactions. Further, SWP's Code of Ethics establishes SWP's expectations for business conduct.

SWP's Code of Ethics is distributed to each employee and IAR at the time of hire/contract, and thereafter as it is modified. In addition, SWP requires an annual certification by all employees/IARs regarding their understanding and compliance with the Code of Ethics. SWP also supplements the Code of Ethics with annual training and on-going monitoring of employee activity.

A copy of our Code of Ethics will be provided to any client or prospective client upon request. You may contact our Chief Compliance Officer at 440-505-5600.

Participation or Interest in Client Transactions

Most SWP IARs are Dually Registered Persons and must execute securities transactions through LPL, unless those IARs obtain authorization from LPL to execute securities transactions through another broker-dealer.

Related persons of SWP may buy or sell securities identical to those securities recommended to clients. Therefore, related persons may have an interest or position in certain securities that are also recommended and bought or sold to clients. Related persons will not put their interests before a client's interest. IARs may not trade ahead of their clients or trade in such a way to obtain a better price for themselves than for their clients. SWP is required to maintain a list of all securities holdings for its associated persons. Further, associated persons are prohibited from trading on non-public information or sharing such information. Clients have the right to decline any investment recommendation. SWP and its associated persons are required to conduct their securities and investment advisory business in accordance with all applicable Federal and State securities regulations.

SWP has established the following restrictions in order to meet its fiduciary responsibilities:

- IARs shall not buy or sell securities for their personal portfolio(s) where their decision is substantially derived, in whole or in part, by reason of their affiliation with SWP, unless the information is also available to the investing public upon a reasonable inquiry. No person shall prefer their own interest to that of the advisory client.
- All clients are fully informed that certain individuals may receive separate compensation when effecting transactions during the implementation process.
- SWP emphasizes the unrestricted right of the client to decline to implement any advice rendered, except in situations where a third party advisory service is granted discretionary authority in the client's account.
- SWP requires that all individuals act in accordance with all applicable Federal and State regulations governing registered investment advisory practices.
- Any individual not in observance of the above may be subject to termination.

This investment policy has been established recognizing that some securities being considered for purchase and sale on behalf of SWP's clients trade in sufficiently broad markets to permit transactions by clients to be completed without an appreciable impact on the markets of the securities. Under certain circumstances, exceptions may be made to the policies stated above.

Open-end mutual funds and/or the investment sub-accounts which may comprise a variable life insurance product are purchased or redeemed at a fixed net asset value price per share specific to the date of purchase or redemption. As such, transactions in mutual funds and/or variable insurance products by IARs are not likely to have an impact on the prices of the fund shares in which clients invest, and are therefore not prohibited by SWP's investment policies and procedures. In accordance with Section 204A of the Investment Advisers Act of 1940, SWP also maintains and enforces written policies and procedures reasonably designed to prevent the misuse of non-public information by SWP or any person associated with SWP.

As part of financial planning services or hourly consulting services, an IAR may provide recommendations as to investment products or securities. To the extent that the IAR recommends that a client invest in products and services that will result in compensation being paid to SWP and the IAR, this presents a conflict of interest. The compensation to IAR and LPL may be more or less depending on the product or service that the IAR recommends. Therefore, the IAR has a financial incentive to recommend that a

financial plan or consulting advice be implemented using a certain product or service over another product or service. The client is under no obligation to purchase securities or services through SWP and the IAR.

If the client decides to implement the financial plan or consulting advice through an advisory program or service, at the time of engagement the IAR will provide the client with a Brochure, client agreement and other account paperwork that contain specific information about fees and compensation that the IAR and SWP will receive in connection with that program. The Brochures are also available at www.adviserinfo.sec.gov.

If the client desires instead to purchase securities in a brokerage account through IAR acting as a RR of LPL, both LPL and IAR will receive brokerage-related compensation for those services (e.g., commissions and/or trail fees). SWP receives a percentage portion of the brokerage-related compensation. Information regarding such brokerage compensation is provided at the time of a brokerage transaction.

When considering whether to implement a financial plan through IAR and SWP, clients should discuss with the IAR how SWP and IAR will be compensated for any recommendations in the plan. It is important to note that clients are under no obligation to implement a financial plan through SWP. Clients should understand that the investment products, securities and services that an IAR may recommend as part of financial planning and hourly consulting are available to be purchased through broker-dealers, investment advisors or other investment firms not affiliated with SWP.

The client should understand that SWP and IAR, as either an IAR or a RR of LPL, may perform advisory and/or brokerage services for various other clients, and that SWP and IAR may give advice or take actions for those other clients that differ from the advice given to the client. The timing or nature of any action taken for the account may also be different.

ITEM 12: Brokerage Practices

LPL Financial is the broker-dealer selected by SWP for the conduct of its commission-based brokerage business and to provide custodial services for advisory accounts held on LPL platforms. Factors considered in selecting LPL include the stability and size of LPL along with the variety of programs and flexibility in commission rates IARs may charge. SWP receives referral bonuses from LPL which are based on the trailing 12-month commission production history of newly hired IARs, as well as a percentage portion of the commissions and bonuses the IARs generate at LPL. SWP has also selected Fidelity Brokerage Services, Charles Schwab and TD Ameritrade as broker-dealers to provide custody services for advisory accounts in specific cases where the client would be best served. Factors considered in selecting these firms include stability, reputations, trading platforms, and continuing with a current custodian.

Recommendation of LPL

SWP may request that clients establish a brokerage account with LPL Financial to maintain custody of clients' assets and to effect trades for their accounts. LPL provides brokerage and custodial services to independent investment advisory firms, including SWP. For SWP's accounts custodied at LPL Financial, LPL generally is compensated by clients through commissions, trails, or other transaction-based fees for trades that are executed through LPL or that settle into LPL. For IRA accounts, LPL Financial generally charges account maintenance fees. In addition, LPL also charges clients miscellaneous fees and charges, such as account transfer fees.

Clients should also understand that LPL Financial is responsible under FINRA rules for supervising certain business activities of SWP and its Dually Registered Persons that are conducted through broker-dealers and custodians other than LPL Financial. LPL Financial charges a fee for its oversight of activities conducted through these other broker-dealers and custodians. This arrangement presents a conflict of interest because SWP has a financial incentive to recommend the use of LPL Financial rather than other broker-dealers or custodians in order to avoid incurring the oversight fee.

Transition Assistance Benefits. LPL Financial provides various benefits and payments to Dually Registered Persons that are new to the LPL Financial platform to assist them with the costs (including foregone revenues during account transition) associated with transitioning their businesses to the LPL Financial platform (collectively referred to as “Transition Assistance”). The proceeds of such Transition Assistance payments are intended to be used for a variety of purposes, including (but not necessarily limited to) providing working capital to assist in funding the Dually Registered Person’s business, satisfying any outstanding debt owed to the Dually Registered Person’s prior firm, offsetting account transfer fees (“ACATs”) payable to LPL Financial as a result of the Dually Registered Person’s clients transitioning to LPL’s custodial platform, technology set-up fees, marketing and mailing costs, stationary and licensure transfer fees, moving expenses, office space expenses, staffing support, and termination fees associated with moving accounts.

The amount of the Transition Assistance payments is often significant in relation to the overall revenue earned or compensation received by the Dually Registered Person at their prior firm. Such payments are generally based on the size of the Dually Registered Person’s business established at the prior firm and/or assets under custody. Please refer to the relevant Part 2B brochure supplement for more information about the specific Transition Payments your IAR receives.

Transition Assistance payments and other benefits are provided to associated persons of SWP in their capacity as registered representatives of LPL Financial. However, the receipt of Transition Assistance by such Dually Registered Persons creates a conflict of interest relating to SWP’s advisory business. In certain instances, the receipt of such benefits is dependent on a Dually Registered Person maintaining its clients’ assets with LPL Financial and therefore SWP has an incentive to recommend that clients maintain their account with LPL Financial in order to generate such benefits.

SWP attempts to mitigate these conflicts of interest by evaluating and recommending that clients use LPL Financial’s services based on the benefits that such services provide to our clients, rather than the Transition Assistance earned by any particular Dually Registered Person. SWP considers LPL Financial’s stability and size, along with the variety of programs and flexibility in commission rates IARs may charge when recommending or requiring that clients maintain accounts with LPL. However, clients should be aware of this conflict and take it into consideration in making a decision regarding whether to custody their assets in a brokerage account at LPL Financial.

Recommendation of Schwab

SWP may recommend that clients establish brokerage accounts with the Schwab Advisor Services division of Schwab, a registered broker-dealer, member SIPC, to maintain custody of clients’ assets and to effect trades for their accounts. The final decision to custody assets with Schwab is at the discretion of the IAR’s clients, including those accounts under ERISA or IRA rules and regulations, in which case the client is acting as either the plan sponsor or IRA accountholder. SWP is independently owned and operated and not affiliated with Schwab.

Schwab provides SWP with access to its institutional trading and custody services, which are typically not

available to Schwab retail investors. These services generally are available to independent investment advisors on an unsolicited basis, at no charge to them so long as a total of at least \$10 million of the advisor's clients' assets are maintained in accounts at Schwab Advisor Services.

Schwab's services include brokerage services that are related to the execution of securities transactions, custody, research (including that in the form of advice), analyses and reports, and access to mutual funds and other investments that are otherwise generally available only to institutional investors or would require a significantly higher minimum initial investment.

For SWP client accounts maintained in its custody, Schwab generally does not charge separately for custody services, but is compensated by account holders through commissions or other transaction-related or asset-based fees for securities trades that are executed through Schwab or that settle into Schwab accounts.

Schwab also makes available to SWP other products and services that benefit SWP but may not benefit its clients' accounts. These benefits may include national, regional or SWP specific educational events organized and/or sponsored by Schwab Advisor Services. Other potential benefits may include occasional business entertainment of personnel of SWP by Schwab Advisor Services personnel (including meals, invitations to sporting events, including golf tournaments, and other forms of entertainment), some of which may accompany educational opportunities. Other of these products and services assist SWP in managing and administering clients' accounts. These include software and other technology (and related technological training) that: provide access to client account data (such as trade confirmations and account statements); facilitate trade execution (and allocation of aggregated trade orders for multiple client accounts); provide access to research, pricing information and other market data; facilitate payment of SWP's fees from its clients' accounts; and assist with back-office training and support functions, recordkeeping and client reporting. Many of these services generally may be used to service all or some substantial number of SWP's accounts, including accounts not maintained at Schwab Advisor Services. Schwab Advisor Services also makes available to SWP other services intended to help SWP manage and further develop its business enterprise. These services may include professional compliance, legal and business consulting, publications and conferences on practice management, information technology, business succession, regulatory compliance, employee benefits providers, human capital consultants, insurance, and marketing. In addition, Schwab may make available, arrange and/or pay vendors for these types of services rendered to SWP by independent third parties. Schwab Advisor Services may discount or waive fees it would otherwise charge for some of these services or pay all or a part of the fees of a third-party providing these services to SWP. While, as a fiduciary, SWP endeavors to act in its clients' best interests, SWP's recommendation that clients maintain their assets in accounts at Schwab may be based in part on the benefit to SWP of the availability of some of the foregoing products and services and other arrangements and not solely on the nature, cost or quality of custody and brokerage services provided by Schwab, which creates a conflict of interest.

Best Execution

Depending on specific client needs, one broker-dealer or custodian may offer better transaction costs/order processing than another and those differences are evaluated by the IAR prior to opening a client account. SWP, as an investment adviser, owes a legal and fiduciary duty to its clients, including a duty to seek best execution of client transactions and to make full and fair disclosure to clients about any soft dollar arrangements. While best execution policies of the custodians are monitored, they are not the only determining factor that would influence opening an account at one custodian or another. Important items like stability, reputation, research, trading platforms, administrative efficiencies, client-friendly statements, and other service-oriented tasks are also considered in the evaluation and selection of a custodian. The lowest cost trade execution is not always the determining factor for the selection of a custodian. However, the client has the right to inquire about opening accounts at these various institutions.

SWP is assessed an “oversight fee” by LPL Financial based on all assets held away from LPL. This fee is passed on to the IAR of record. This is a conflict of interest because IAR’s have a financial incentive to recommend the use of LPL Financial as the broker-dealer custodian for client accounts to avoid being assessed this fee.

Research and Other Benefits.

SWP has an arrangement with National Financial Services LLC, and Fidelity Brokerage Services LLC (together with all affiliates, "Fidelity") through which Fidelity provides SWP with Fidelity's "platform" services. The platform services include, among others, brokerage, custodial, administrative support, record keeping, and related services that are intended to support intermediaries like SWP in conducting business and in serving the best interests of their clients; however, they may also benefit SWP.

Fidelity charges brokerage commissions and transaction fees for effecting certain securities transactions (i.e., transaction fees are charged for certain no-load mutual funds, commissions may be charged for individual equity and debt securities transactions). Fidelity enables SWP to obtain many no-load mutual funds without transaction charges and other no-load funds at nominal transaction charges. Fidelity’s commission rates are generally considered discounted from customary retail commission rates.

However, the commissions and transaction fees charged by Fidelity may be higher or lower than those charged by other custodians and broker-dealers.

As part of the arrangement, Fidelity also makes available to SWP, at no additional charge to SWP, certain research and brokerage services, including research services obtained by Fidelity directly from independent research companies, as selected by SWP (within specified parameters). These research and brokerage services presently include services such as portfolio accounting and research, and they are used by SWP to manage accounts for which SWP has investment discretion.

Fidelity Investments may also compensate a recruiter for recruiting an IAR to Stratos, where the adviser will utilize Fidelity as the custodian for their clients. This results in a conflict in that an IAR may recommend Fidelity to their clients based on the information shared by the recruiter. Stratos mitigates this conflict by reviewing Fidelity for best execution as described below.

As a result of receiving such services for no additional cost, SWP may have an incentive to continue to use or expand the use of Fidelity's services. SWP determined that the relationship is in the best interests of SWP's clients and satisfies its client obligations, including its duty to seek best execution. A client may pay a commission that is higher than what another qualified broker-dealer might charge to effect the same transaction where SWP determines in good faith that the commission is reasonable in relation to the value of the brokerage and research services received. In seeking best execution, the determinative factor is not the lowest possible cost, but whether the transaction represents the best qualitative execution, taking into consideration the full range of a broker-dealer’s services (including the value of research provided, execution capability, commission rates, and responsiveness). Accordingly, although SWP will seek competitive rates, to the benefit of all clients, it may not necessarily obtain the lowest possible commission rates for specific client account transactions. Although the investment research products and services that may be obtained by SWP will generally be used to service all of SWP’s clients, a brokerage commission paid by a specific client may be used to pay for research that is not used in managing that specific client’s account. SWP and Fidelity are not affiliates, and no broker-dealer affiliated with SWP is involved in the relationship between SWP and Fidelity.

- Brokerage for Client Referrals: SWP does not recommend brokerage for client referrals.
- Directed Brokerage: SWP generally does not engage in directed brokerage transactions for clients. In limited circumstances, SWP may engage in directed brokerage. In these cases, the following disclaimers are provided:

In directing the use of a particular broker or dealer for all or a portion of the trades executed in the client's account, it should be understood that, with respect to the percentage of trades effected by such direction:

- SWP will not have authority to negotiate commissions among various broker-dealers on a trade-by-trade basis, or to necessarily be able to obtain volume discounts, and best execution may not be achieved.
- In addition, a disparity in commission charges may exist between the commissions charged to the client for such trades and those charged to other clients.

In connection with TPIA programs, the TPIA sponsor may require that clients direct brokerage to a broker-dealer, including the TPIA sponsor or broker-dealer affiliated with the TPIA sponsor. Clients should understand that not all advisors require their clients to direct brokerage. By directing brokerage to a broker, clients may be unable to achieve the most favorable execution of client transactions and may pay more in transaction charges than other broker-dealer firms. Therefore, directed brokerage may cost clients more money. For more information about the brokerage practices of a TPIA sponsor, clients should refer to the Disclosure Brochure for the applicable TPIA.

In some cases, TPIAs pay additional marketing payments to SWP, its employees and/or IARs to cover fees to attend conferences or reimbursement of expenses for workshops, seminars presented to IAR's clients, or advertising, marketing or practice management. This is a conflict of interest in that IAR's have an incentive to recommend a TPIA for which they may receive additional marketing payments.

Aggregation

In placing orders to purchase or sell securities in accounts, IARs may elect to aggregate orders (that is, consolidate smaller orders for the same security into a large order, which generally results in transaction cost savings). In so doing, IARs will not aggregate transactions unless aggregation is consistent with its duty to seek best execution. No advisory client will be favored over any other client; each client that participates in an aggregated order will participate at the average share price for all transactions executed by the IAR in that security on a given business day, with transaction costs shared pro-rata based on each client's participation in the transaction. IARs will prepare, before entering an aggregated order, a written statement ("Allocation Statement") specifying the participating client accounts and how the IAR intends to allocate the order among those clients.

If the aggregated order is filled in its entirety, it will be allocated among clients in accordance with the Allocation Statement. If the order is partially filled, it will be allocated pro-rata based on the Allocation Statement. Notwithstanding the foregoing, the order may be allocated on a basis different from that specified in the Allocation Statement so that all client accounts receive fair and equitable treatment.

ITEM 13: Review of Accounts

For all financial planning services, SWP reviews the deliverable(s) provided to the client to ensure the recommendations were in line with the client's needs and objectives.

For TPIA services, IARs review, on an ongoing basis, client accounts and meet with clients to review such items as accounts statements, quarterly performance reports, and other information or data related to the client's account and investment objective. The TPIA sponsor or custodian of the TPIA account assets send clients regular written reports and statements regarding the account.

ITEM 14: Client Referrals and Other Compensation

Client Referrals

SWP may enter into arrangements with individuals ("Solicitors") whereby the Solicitor will refer a client to SWP who may be a candidate for the investment advisory services offered by SWP. In return, SWP will agree to compensate the Solicitor for the referral. Compensation to the Solicitor is dependent on the client entering into an advisory agreement with SWP for advisory services. Compensation to Solicitor will be an agreed upon percentage of SWP's advisory fee. SWP's referral program is in compliance with the federal regulations as set out in 17 CFR Section 275.206(4)-3. The solicitation/referral fee is paid pursuant to a written agreement retained by both the investment adviser and the Solicitor. The Solicitor will be required to provide the client with a copy of SWP's Form ADV Part 2A and a Solicitor Disclosure Brochure prior to or at the time of entering into any investment advisory contract with SWP. The Solicitor is not permitted to offer clients any investment advice on behalf of SWP. A client's advisory fee will not exceed SWP maximum fees regardless of Solicitor or referral arrangements.

Some IARs may hold equity in Stratos Wealth Holdings. This creates a conflict of interest in recommending Fundamentum as a subadviser as the advisor may have an indirect benefit in sharing in the profitability of Fundamentum as a shareholder of Stratos Wealth Holdings.

SWP and its IARs may offer advisory services on the premises of unaffiliated financial institutions such as banks. SWP has entered into agreements with the financial institutions pursuant to which SWP shares compensation, including a portion of the advisory fee, with the financial institution for the use of the financial institution's facilities and for client referrals.

Other Compensation

SWP receives referral bonuses from LPL which are based on the trailing 12-month commission production history of newly hired IARs, as well as a percentage portion of the commissions and bonuses they generate at LPL. Newly-hired IARs may receive from LPL forgivable loans, upfront cash and various forms of start-up expense coverage based on their trailing 12-month commission production history for electing to join LPL and SWP. This is a conflict of interest in that it provides an incentive for the representative to change firms in order to obtain these forms of compensation.

SWP and/or its Dually Registered Persons are incented to join and remain affiliated with LPL Financial and to recommend that clients establish accounts with LPL through the provision of Transition Assistance (discussed in Item 12 above), and this is a conflict of interest. LPL also provides other compensation to SWP and its Dually Registered Persons, including, but not limited to, bonus payments, repayable and

forgivable loans, stock awards, and other benefits. The receipt of any such compensation creates a financial incentive for the IAR to recommend LPL Financial as custodian for the assets in a client's account, and thus it is a conflict of interest. We encourage the client to discuss any such conflicts of interest with their representative before making a decision to custody their assets at LPL Financial.

SWP may utilize other broker-dealers for custody and execution services in SWP-sponsored wrap fee programs. SWP receives research or other products or services other than execution from broker-dealers or third parties in connection with client securities transactions ("Research and other benefits" – refer Item 12). SWP may recommend (or use) the use of a broker-dealer who provides useful research and services. SWP derives a benefit from these services to the extent these soft dollars pay for expenses it would otherwise be required to pay for or produce itself. Fees charged to clients will not be reduced by the value of the services and a conflict of interest exists as there is an incentive to SWP to select or recommend the use of a broker-dealer or custodian based on its interest in receiving the research or services, rather than on the clients' interest in receiving most favorable execution. SWP has entered into agreements with Fidelity Brokerage Services and Charles Schwab and TD Ameritrade for the provision of these services and transition related expenses. SWP may have an incentive to select or recommend Fidelity Brokerage Services or Charles Schwab or TD Ameritrade based on our interest in receiving these benefits, rather than on the client's interest in receiving most favorable execution. The Fidelity agreement provides for payment of transition related expenses. The Schwab benefit arrangement provides for the reimbursement of transfer of account exit fees. SWP generally limits the use of these custodians and IARs must be approved by the External Custodian Committee at SWP.

The IAR, SWP and SWP employees may receive additional non-cash compensation from advisory product sponsors. Such compensation may not be tied to the sale of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Advisory product sponsors may also pay for education or training events that may be attended by SWP employees and IARs.

The IAR recommending a TPIA program to the client receives compensation as a result of the client's participation in the program. This compensation includes a portion of the advisory fee and also may include other compensation, such as awards or other things of value offered by the TPIA to the IAR. For example, a TPIA may pay additional marketing payments to SWP, its employees and/or IARs to cover fees to attend conferences or reimbursement of expenses for workshops, seminars presented to the IAR's clients or advertising, marketing or practice management. The amount of this compensation may be more or less than what the IAR would receive if the client participated in LPL advisory programs, programs of other investment advisors or paid separately for investment advice, brokerage and other client services. Therefore, this is a conflict of interest in that the IAR may have a financial incentive to recommend a TPIA program account over other programs and services.

SWP has entered into referral agreements with independent TPIAs, pursuant to which SWP and IARs receive referral fees from the TPIAs in return for referrals of clients. Because SWP is engaged by and paid by the TPIA for the referral, any recommendation regarding a TPIA as part of a referral presents a conflict of interest. SWP addresses this conflict by providing the client with a disclosure statement explaining the role of SWP, the IAR and the referral fee received by SWP and the IAR. For more information regarding these arrangements, refer to Item 4.

In some cases, the TPIAs pay additional marketing payments to SWP, its employees and/or IARs to cover fees to attend conferences or reimbursement of expenses for workshops, seminars presented to the IAR's clients or advertising, marketing or practice management.

Load and no-load mutual funds may pay annual distribution charges (sometimes referred to as 12b-1 fees). 12b-1 fees come from fund assets; therefore, indirectly from client assets. Any 12b-1 fees paid on mutual funds purchased in a SWP managed account are not passed on to IARs and will be retained by LPL.

LPL makes available to SWP other products and services that benefit SWP but may not benefit its clients' accounts. Some of these other products and services assist SWP in managing and administering clients' accounts. These include: software and other technology that provide access to client account data (such as trade confirmations and account statements); the facilitation of trade execution and allocation of aggregated trade orders for multiple client accounts; research, pricing information and other market data; the facilitation of payment of SWP's fees from its clients' accounts; and assistance with back-office functions, recordkeeping and client reporting. Many of these services generally may be used to service all or a substantial number of SWP's accounts, including those accounts not maintained at LPL. LPL may also make available to SWP other services intended to help SWP manage and further develop its business enterprise. These services may include: consulting, publications and conferences on practice management; information technology; business succession; regulatory compliance; and marketing. In addition, LPL may make available, arrange and/or pay for these types of services rendered to SWP by independent third parties. LPL may discount or waive fees it would otherwise charge for some of these services or pay all or a part of the fees of a third party providing these services to SWP.

ITEM 15: Custody

Accounts are often custodied at LPL, Fidelity, Schwab, TDA, or qualified custodians as chosen by the client and IAR, or through other TPIAs who have selected custodial relationships.

For TPIA programs, client assets are maintained at a custodian other than LPL. In such cases, the client will complete account paperwork with the outside custodian that will provide the name and address of the custodian. The client will receive statements and reports directly from the custodian, rather than from LPL. Clients should refer to the statements and reports that they receive from the custodian or TPIA sponsor. Clients should review these statements and reports carefully.

With the exception of the deduction of Stratos' advisory fees from your accounts or if Stratos facilitates or executes your requests for third party standing letters of authorization, Stratos does not take custody of your funds or securities. Clients will receive account statements direct from the broker-dealer or account custodian reflecting the deduction of Stratos' advisory fee. Clients should carefully review statements received from the broker-dealer or account custodian. Further, clients should compare any written report received from the respective custodian with statements received directly from the broker-dealer or account custodian. Should there be any discrepancy the account custodian's report will prevail.

Under government regulations, we are deemed to have custody of your assets if, for example, you authorize us to instruct your account custodian to deduct our advisory fees directly from your account, or if you grant us authority to move your money to a third party account. Additionally, if you have a third party standing letter of authorization and Stratos has the ability to change the timing or the amount of the transfer upon your request, we are deemed to have custody. Your account custodian maintains actual custody of your assets. You will receive account statements directly from your account custodian at least quarterly. They will be sent to the email or postal mailing address you provided. You should carefully review those statements promptly when you receive them.

ITEM 16: Investment Discretion

With respect to financial planning and hourly consulting services, SWP and the IAR do not have any discretionary investment authority.

In a TPIA program, the client typically authorizes the TPIA to purchase and sell securities on a discretionary or non-discretionary basis pursuant to the investment objective chosen by the client. This authorization will be set out in the TPIA client agreement. SWP and the IAR do not have discretion on TPIA program accounts.

ITEM 17: Voting Client Securities

In general, SWP does not vote proxies for clients. In certain limited cases, SWP may be required by agreement to vote proxies on behalf of a client. Proxy voting policies and procedures are available for clients for whom SWP is required to vote proxies.

ITEM 18: Financial Information

SWP does not require or solicit prepayment six months or more in advance.

Since SWP does not take custody except under the two conditions noted below, should SWP encounter a financial condition that would impair SWP's ability to meet its commitments under contracts with clients, such financial condition will not have a negative impact on client accounts.

Stratos does not take custody except under two conditions which are considered by the SEC to be custody because of our authority and ability to transfer funds:

1. Stratos is deemed to have custody because of our ability to deduct our fees from your account. You will receive a statement at least quarterly direct from the account custodian showing the deduction of our fees from your account. Authorization to deduct our fees from your account is given in the agreement executed between Stratos and you, the client.
2. Stratos is deemed to have custody if you establish a standing letter of authorization to direct us to transfer funds or securities from your account to a specified third party and you give us the authorization to change the timing and or the amount of the transfer. Stratos does not have the ability to change the third party without your written authorization.

SWP has not been the subject of a bankruptcy petition in its history.