

# Continental Investors Services, Inc.

Supplemental Brochure for:

**Aili M. Wild**

Investment Advisor Representative  
CRD No. 6075309

November 4, 2021

**This Brochure provides information about Aili Wild, an Investment Advisor Representative ("Representative") that supplements the firm brochure for Continental Investors Services, Inc. ("Continental"). Please call (360) 423-5110 if you did not receive the Continental's firm brochure. Additionally, if you have any questions about the Representative, you may call Continental at (360) 423-5110.**

Continental Investors Services, Inc. is a Registered Investment Adviser registered with the Securities & Exchange Commission in the States of Washington, Idaho, Oregon, Wyoming, Arizona, Georgia, North Dakota, Texas, Nevada, Utah, Alaska, New York and California. Registration of an Investment Advisor does not imply any level of skill or training.

Aili Wild is registered in WA and OR.

Additional information about Continental Investors Services, Inc. is available on the SECs website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**Continental Investors Services, Inc.**

**1330 Broadway Street**

**P.O. Box 888**

**Longview, WA 98632**

**[www.cisinvest.com](http://www.cisinvest.com)**

**(360) 423-5110**

#### Education and Background Experience

Graduated High School from Mark Morris in Longview, Washington. Graduated with a bachelor's degree in business communications from the University of Washington.

Have obtained a Series 7, 63 and 65 license. Also holds an Insurance License.

#### Disciplinary Information

There are no disciplinary or legal issues to disclose.

#### Other Business Activities

#### Supervision

Max Kamp is the Chief Compliance Officer of Continental and is responsible for the supervision of all Representatives, including Aili Wild. All accounts opened through Continental are supervised in accordance with the Policies and Procedures established by Continental. If you have any questions on the supervision or have any other questions please call (360) 423-5110.

# Continental Investors Services, Inc.

Supplemental Brochure for:

**Daniel Wells**

Investment Advisor Representative

CRD No. 2961853

November 4, 2021

**Item 1 - This Brochure provides information about Daniel Wells, an Investment Advisor Representative ("Representative") that supplements the firm brochure for Continental Investors Services, Inc. ("Continental"). Please call (360) 423-5110 if you did not receive the Continental's firm brochure. Additionally, if you have any questions about the Representative, you may call Continental at (360) 423-5110.**

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Daniel Wells is registered in AZ, ID, OR, WA, WY, GA, NV, NY, TX, AK, CA, OK, and UT.

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**Continental Investors Services, Inc.**

**822 Blaine Street**

**Caldwell Idaho, 83605**

**[www.cisinvest.com](http://www.cisinvest.com)**

**(208) 459 1100**

#### Education and Background Experience

**Item 2** Daniel Wells, born in 1966, has been in the financial services industry since March of 2000. He attended Boise State University from 1992-1997 and majored in Production Management and Statistical Quality Control. He tutored statistics at Boise State University for 2 ½ years and minored in Japanese Language. He has been affiliated with Continental Investors Services since 2000.

#### Disciplinary Information

**Item 3** There are no disciplinary or legal issued to disclosure.

#### Other Business Activities

**Item 4** Mr. Wells receives compensation from his activities as a life and health insurance agent in Idaho and Oregon. This may present a conflict of interest to recommend an insurance product for the commission over a managed investment advisory account.

#### Additional Compensation

**Item 5** Mr. Wells is the co-owner of Redlight Photography which specializes in portrait, wedding and other lines of photography. Mr. Wells is not engaged in insurance activities.

#### Supervision

**Item 6** Max Kamp is the Chief Compliance Officer of Continental and is responsible for the supervision of all Representatives, including Daniel Wells. All accounts opened through Continental are supervised in accordance with the Policies and Procedures established by Continental. If you have any questions on the supervision or have any other questions please call (360) 423-5110.

#### Requirements for State-Registered Advisors

**Item 7** There are no legal or disciplinary events to disclose, Mr Wells has not been subject of any bankruptcy petition.

# Continental Investors Services, Inc.

Supplemental Brochure for:

**Jill Hitchcock**

Investment Advisor Representative

CRD No. 6621834

November 4, 2021

**This Brochure provides information about Jill Hitchcock, an Investment Advisor Representative ("Representative") that supplements the firm brochure for Continental Investors Services, Inc. ("Continental"). Please call (360) 423-5110 if you did not receive the Continental's firm brochure. Additionally, if you have any questions about the Representative, you may call Continental at (360) 423-5110.**

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Jill Hitchcock is registered in ID, OR, WA and CA.

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#### Education and Background Experience

Attended the University of Nevada and received a BS in 1993 and MS in 1995.  
Has been affiliated with Continental Investors since 2016.

#### Disciplinary Information

There are no disciplinary or legal issues to disclose.

#### Other Business Activities

None

#### Supervision

Max Kamp is the Chief Compliance Officer of Continental and is responsible for the supervision of all Representatives, including Jill Hitchcock. All accounts opened through Continental are supervised in accordance with the Policies and Procedures established by Continental. If you have any questions on the supervision or have any other questions please call (360) 423-5110.

#### Requirements for State-Registered Advisors

There are no legal or disciplinary events to disclose.

# Continental Investors Services, Inc.

Supplemental Brochure for:

**Daryl Kim Miller**

Investment Advisor Representative

CRD No. 1331381

November 4, 2021

**This Brochure provides information about Daryl Kim Miller, an Investment Advisor Representative ("Representative") that supplements the firm brochure for Continental Investors Services, Inc. ("Continental"). Please call (360) 423-5110 if you did not receive the Continental's firm brochure. Additionally, if you have any questions about the Representative, you may call Continental at (360) 423-5110.**

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Daryl Kim Miller is registered in WA, AZ, NV and CA.

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### Education and Background Experience

Bachelor's Degree in General Studies, University of Washington, 1988

Certified Financial Planner™ designation earned 2006

Mr. Miller began his career in financial services in 1982 as a consultant to public school teachers and has a broad range of experience in investments, insurance and retirement planning. He has worked in several financial services firms in sales, operations and support roles, and as a financial adviser.

### Disciplinary Information

There are no disciplinary or legal issues to disclose.

### Other Business Activities

Mr. Miller volunteers his time as a member of the Bayview Manor Foundation board which oversees an investment portfolio managed for the benefit of the residents of Bayview Retirement Community in Seattle. The investment portfolio is used to support those residents who - through no fault of their own - deplete their capital and otherwise would be unable to continue living at Bayview.

### Supervision

Max Kamp is the Chief Compliance Officer of Continental and is responsible for the supervision of all Representatives, including Daryl Kim Miller. All accounts opened through Continental are supervised in accordance with the Policies and Procedures established by Continental. If you have any questions on the supervision or have any other questions please call (360) 423-5110.

### Requirements for State-Registered Advisors

There are no legal or disciplinary events to disclose.



# Continental Investors Services, Inc.

Supplemental Brochure for:

Max B. Kamp

Investment Advisor Representative

CRD No. 838249

November 4, 2021

**Item 1 - This Brochure provides information about Max Kamp, an Investment Advisor Representative ("Representative") that supplements the firm brochure for Continental Investors Services, Inc. ("Continental"). Please call (360) 423-5110 if you did not receive the Continental's firm brochure. Additionally, if you have any questions about the Representative, you may call Continental at (360) 423-5110.**

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Max Kamp is registered in AZ, GA, ID, OR, WA, WY, ND, TX, NV, NY, AK, CA, OK, and UT.

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### Education and Background Experience

**Item 2** Max Kamp born 1954, has been in the financial services industry since 1977 and is the founder, CEO and President of Continental Investors Services, Inc. He graduated from Mark Morris High School in 1972 and joined Interpacific Investors Services, Inc. in 1977. In 1991 he founded Continental Investors Services, Inc. with other shareholders and he has continued to provide financial services since that time.

### Disciplinary Information

**Item 3** There are no disciplinary or legal issues to disclose that specifically relate to Max Kamp. However, as a shareholder and President of Continental since 1991, he has been involved in three issues that occurred with Continental's broker-dealer ("BD"). In September of 2003 the BD paid a \$500 civil penalty for executing a trade in the State of New Mexico prior to the firm being licensed in New Mexico. The BD also completed a rescission offer for the customer.

In November 2003 the BD paid a \$5,000 fine, without admitting or denying the allegations or findings for failure to report specific trades on municipal securities within 75 minutes after execution.

In August 2011 the BD paid a \$35,000 fine without admitting or denying the allegations or findings, for fair pricing of municipal securities. If you would like further information, please call (360) 423-5110.

### Other Business Activities

**Item 4** Max Kamp donates approximately 4-5 hours a month as an Advisory Board Member of the Southwest Washington Community Foundation. His role on the board is to work with other board members to determine how to make grants to non-profits organizations. Mr. Kamp does not manage any assets, nor earn any fees or income for his services on the board and has no conflicts to disclose on this activity.

### Additional Compensation

**Item 5** In addition to fees received for investment advisory services, Max Kamp receives additional compensation for licensed insurance sales through Northwest Financial Services, a company 100% owned by Max Kamp. Mr. Kamp receives no economic benefit from third party insurance companies including incentives, marketing allowances, and other practical support or benefits from the sale of insurance products and their sponsors. There could be a conflict of interest to recommend an insurance product over advisory services based on the

commissions received for the product sales. Mr. Kamp spends less than 5% of his time on the insurance sales and only makes insurance recommendations if it is thought to be the best solution for the client. He also receives income as the managing shareholder of Continental Investors Services, Inc.

#### Supervision

**Item 6** Max Kamp is the Chief Compliance officer of Continental and is responsible for the supervision of all Representatives, as well as his own accounts. All accounts opened through Continental are supervised **in** accordance with the Policies and Procedures established by Continental. If you have any questions on the supervision or have any other questions please call (360) 423-5110.

#### Requirements for State-Registered Advisors

**Item 7** There are no legal or disciplinary events to disclose, Mr Kamp has not been subject of a bankruptcy petition.

# Continental Investors Services, Inc.

Supplemental Brochure for:

Michelle Elo

Investment Advisor Representative  
CRD No. 2651623

November 4, 2021

**This Brochure provides information about Michelle Elo, an Investment Advisor Representative ("Representative") that supplements the firm brochure for Continental Investors Services, Inc. ("Continental"). Please call (360) 423-5110 if you did not receive the Continental's firm brochure. Additionally, if you have any questions about the Representative, you may call Continental at (360) 423-5110.**

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Michelle Elo is registered in WA.

Additional information about Continental Investors Services, Inc. is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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#### Education and Background Experience

Michelle Elo born 1972, has worked for Continental Investors Services, Inc. in the financial services industry since 1996. She graduated from RA Long High School in 1990. Obtained a Series 7, 63 and 65. Also holds a Series 53, Municipal Securities Principal, and a Series 24, General Securities Principal.

#### Disciplinary Information

There are no disciplinary or legal issues to disclose.

#### Other Business Activities

None

#### Supervision

Max Kamp is the Chief Compliance Officer of Continental and is responsible for the supervision of all Representatives, including Michelle Elo. All accounts opened through Continental are supervised in accordance with the Policies and Procedures established by Continental. If you have any questions on the supervision or have any other questions please call (360) 423-5110.

#### Requirements for State-Registered Advisors

There are no legal or disciplinary events to disclose.

# Continental Investors Services, Inc.

Supplemental Brochure for:

Shari G Hensrud-Ellingson, CFA

Investment Advisor Representative  
CRD No. 6012270

November 4, 2021

**This Brochure provides information about Shari G. Hensrud-Ellingson, an Investment Advisor Representative ("Representative") that supplements the firm brochure for Continental Investors Services, Inc. ("Continental"). Please call (360) 423-5110 if you did not receive the Continental's firm brochure. Additionally, if you have any questions about the Representative, you may call Continental at (360) 423-5110.**

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Shari G. Hensrud-Ellingson is registered in ND.

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### Education and Background Experience

Shari Hensrud-Ellingson is currently working as the Head of Product Management, Wealth at Refinitiv. Prior to joining Refinitiv she served as the President and Chief Investment Officer of FDx Advisors, FolioDynamix. She was responsible for delivering a diversified portfolio on the VisX program, oversight of the overlay management trading team – managing over \$6 billion in assets, and lead of the FDx Advisors Research Committee. She has directed all investment research group efforts including research and due diligence, consulting, overlay management, and manager contracting. Shari was also responsible for reviewing opportunities with investment solutions and technology providers. Prior to FolioDynamix, she served as the Chief Investment Officer for Alerus Financial and managed the investment strategy for their \$2 billion trust department. Prior to joining the private sector Shari was a college educator and has taught math, economics and finance-related courses for both graduate and undergraduate programs.

Shari has earned the CFA charter, CIPM, and a Ph.D. from the University of Nebraska-Lincoln. She also earned an MBA in Business Administration and a master's degree in Mathematics and Statistics, both from the University of North Dakota.

Chartered Financial Analyst <sup>TM</sup> designation earned

### Disciplinary Information

There are no disciplinary or legal issues to disclose.

### Other Business Activities

None

### Supervision

Max Kamp is the Chief Compliance Officer of Continental and is responsible for the supervision of all Representatives, including Shari G Hensrud-Ellingson. All accounts opened through Continental are supervised in accordance with the Policies and Procedures established by Continental. If you have any questions on the supervision or have any other questions please call (360) 423-5110.

### Requirements for State-Registered Advisors

There are no legal or disciplinary events to disclose.

# Continental Investors Services, Inc.

Supplemental Brochure for:

Robert L. Nash

Investment Advisor Representative

CRD No. 1220439

November 4, 2021

**This Brochure provides information about Robert L. Nash, an Investment Advisor Representative ("Representative") that supplements the firm brochure for Continental Investors Services, Inc. ("Continental"). Please call (360) 423-5110 if you did not receive the Continental's firm brochure. Additionally, if you have any questions about the Representative, you may call Continental at (360) 423-5110.**

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Robert L. Nash is registered in TX.

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### Education and Background Experience

Robert (Rob) L. Nash born in 1959, has been in the financial services industry since 1983. He graduated from the University of Iowa in 1983 and joined Dean Witter that year as a Financial Advisor.

In 1984 he joined Barre & Company, a broker dealer specializing in fixed income securities. Barre & Co was acquired by Southwest Securities in 1995 which was merged into Hilltop Securities in 2016. Over his 34-year tenure, roles with Hilltop Securities and predecessors Included sales, both high net worth and institutional, and Mortgage-Backed Securities (MBS) Trader. In 2000 Rob became Head of Fixed Income. Career responsibilities have Included direct hedging of MBS inventory, the oversight and hedging of Hilltop Securities Fixed income inventories which included over \$500 million in United States Treasuries and Agencies, MBS, Corporate, Municipal and Fixed income Unit Investment Trusts.

Rob joined B. Riley Wealth Management in 2018 as a financial advisor.

In 2020, he joined Continental Investors Services, Inc. as a Registered Representative And Registered Investment Advisor specializing in fixed income.

2003 – 2005 served as a member of NASD District Committee Number 6

### Disciplinary Information

There are no disciplinary or legal issues to disclose.

### Other Business Activities

None

### Supervision

Max Kamp is the Chief Compliance Officer of Continental and is responsible for the supervision of all Representatives, including Robert L. Nash. All accounts opened through Continental are supervised in accordance with the Policies and Procedures established by Continental. If you have any questions on the supervision or have any other questions please call (360) 423-5110.

### Requirements for State-Registered Advisors

There are no legal or disciplinary events to disclose.