

## ADV PART 2A

### ITEM 1 – COVER PAGE

## Tower Square Investment Management LLC

200 North Sepulveda Boulevard  
Suite 1200  
El Segundo, California 90245  
866.489.3100

July 1, 2017

This Brochure provides important information about Tower Square Investment Management LLC. You should use this Brochure to understand the relationship between you, the Firm, and your investment adviser representative (Advisor). If you have any questions about the contents of this Brochure, please contact Luanne Graham, chief compliance officer for Tower Square Investment Management, at the address listed above or by calling 800.223.0989.

The Firm is registered with the Securities and Exchange Commission (SEC) as a registered investment adviser. Registration of an investment adviser does not imply any level of skill or training. The information in this brochure has not been approved nor verified by the SEC or by any state securities authority.

Additional information about the Firm is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) (select "investment adviser firm" and type in our name).



## ITEM 2 – MATERIAL CHANGES

### **Why are you providing me with this brochure?**

Item 2 will provide a summary of material changes, if any, the Firm has made to this brochure since the last annual update or the last material change.

As of July 1, 2017, Tower Square Investment Management LLC no longer provides discretionary portfolio management services.

### **Will I receive a brochure every year?**

We may, at any time, update this brochure. Any material changes will either be sent to you as a summary of those changes or, depending on the extent of these changes, you will receive the entire updated brochure.

### **May I request additional copies of the brochure?**

Absolutely. You may request and receive additional copies of this brochure by contacting the Advisor with whom you are working.

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## ITEM 4 – ADVISORY BUSINESS

Tower Square Investment Management LLC (TSIM) is a registered investment advisor that provides model portfolio services and market commentary services to its related broker-dealers and registered investment advisors.

TSIM is wholly owned by Cetera Financial Group, Inc. Please refer to Item 10 of this brochure for more information on our corporate structure and affiliates.

### Locations

TSIM employees are based in El Segundo, CA, although some responsibilities and other Firm operations may be conducted by employees located in San Diego, CA.

### Our Advisory Activities

We are primarily engaged in the business of providing model portfolio services and market research. Our services are available primarily to affiliated investment advisers and broker-dealers, or investment advisers owned by representatives of affiliated broker-dealers (Program Sponsor).

#### *Information About Model Portfolio Services*

We do not maintain custody of your accounts. The firms that hire us to provide services on their behalf enter into relationships with qualified custodians. The majority of accounts that utilize our services result from our relationships with our affiliates, Cetera Investment Advisers (CIA), First Allied Advisory Services, Inc. (FAAS), and Summit Financial Group, Inc. (Summit). All of these entities are registered investment advisers.

TSIM is not an ERISA Fiduciary because it:

- Does not provide individualized models,
- Does not contract directly with clients for services,
- Does not execute trades in clients' portfolio,
- Does not agree to assume fiduciary responsibility,
- Does not have control on whether its model is used in any specific client account, and
- Does not receive any fee or compensation directly from end clients who use the models.

We communicate with you primarily through your Advisor that is registered with the Program Sponsor. We rely on that Advisor to analyze your goals and needs when implementing any TSIM service. The Advisor will collect suitability information and ensure that the investment strategy chosen is appropriate for the client.

#### *TSIM Research Team & Reports*

TSIM provides market research that is made available to the broker-dealer and registered investment advisers affiliated with Cetera Financial Group, Inc. and their advisors. These materials include detailed market information as well as investment perspectives, asset allocation strategies, and investment ideas and recommendations. The research team publishes specific recommendations of mutual funds through a "Research Select List." TSIM Research supports advisors by giving them access to a large-scale body of research, including: (1) market perspectives, (2) economic insights, and (3) asset allocation recommendations.

#### *Assets Under Management*

As of July 1, 2017, TSIM does not have assets under management or assets under advisement.

## ITEM 5 – FEES AND COMPENSATION

### *Overview*

*TSIM does not receive direct compensation for its services.*

### *Conflicts of Interest*

We offer our services to several firms; some are affiliated with us while others are owned by registered representatives of these affiliates. Some of the firms that hire us may offer similar services under different program names. Our relationships with the various firms that we provide management services to enter into agreements with fund companies or product sponsors, such as mutual fund companies, to receive discounted fees. These savings will not affect a client's total advisory fee but may provide us with an incentive to work with fund companies or product sponsors that provide such discounts to us or an affiliate.

We may contribute financial support for client events to representatives of affiliates who offer the programs to which we provide investment management services. Providing this support presents a conflict of interest for these representatives, as they may have a financial incentive to induce clients to utilize our services.

## ITEM 6 – PERFORMANCE-BASED FEES AND SIDE-BY-SIDE MANAGEMENT

We do not participate in any programs that charge performance-based fees.

## ITEM 7 – TYPES OF CLIENTS

TSIM provides services to other investment advisers, broker-dealers, and their clients. We do not contract directly with individual investors. Instead, we are hired by related firms to provide advisory services to be used with their clients. Our strategies are mostly used as a foundation for another investment adviser's advisory programs..

## ITEM 8 – METHODS OF ANALYSIS, INVESTMENT STRATEGIES AND RISK OF LOSS

TSIM may use various methods of analysis and investment strategies to formulate our investment advice. We describe these methods and strategies in this section. Investing involves the potential risk of loss that investors should be prepared to bear.

### *Types of Risk*

Various types of risk are involved when investing in securities. Economic risk, market risk, currency risk, inflation risk, interest-rate risk, liquidity risk, and credit risk are examples of the types of risks to which your account may be subject. If you are invested in one of our strategies, there is also the risk that your account value will decrease because of the investment decisions that we make. It is possible that our investment decisions will cause our strategies to underperform other investment strategies or the markets as a whole.

### *Assessing Risk*

While some types of risk can be mitigated by investment strategies, many of these risks cannot be eliminated completely. Your Advisor will work with you to make sure that you are comfortable with the risks associated with the type of investments that are in your account. It is important to make sure that you understand these risks.

### *Risk of Loss*

You should know that all types of securities investing involve risk. Your account value can both increase and decrease over time. You should not invest in any product if you are not prepared to bear a potential loss. Past performance does not guarantee future results.

### *Management Style*

Our management style is based on our attitude toward risk management. We seek to protect our client's investment and help it grow more effectively. Our goal is to lose less in a "down" market, but this typically means we will not gain as much in an "up" market. We believe that markets change over time. We actively research market movement and adjust our strategies accordingly. Active management is not about being invested or not. It is about playing offense and defense by selectively overweighting or under weighting certain asset classes. Our diverse strategies give you access to invest in a variety of asset classes. This approach allows us to change our weightings across industries as we see fit.

Our research process starts broadly. We use a combination of mathematical analysis and in-depth research to identify investment ideas. We have sophisticated tools that help us measure how our models compare with our outlook for the market.

### *Model Provider*

When acting as a model provider, we utilize either a strategic or tactical asset allocation.

Strategic asset allocation is a portfolio strategy that involves the periodic rebalancing of the portfolio in order to maintain a long-term goal of a chosen asset allocation mix. The initial investments are chosen based on expected returns and risk tolerance. Because the value of the assets can change based on market conditions, the portfolio constantly needs to be re-adjusted to meet the policy. This is often called rebalancing and may be done at regular intervals.

The strategist does not purposely deviate from the original determined asset allocation percentages. The emphasis is on preserving this initial chosen asset allocation mix because the mix ultimately relates to a larger performance objective based on historical data.

Tactical asset allocation is a portfolio strategy that involves the rebalancing of assets held in various categories in order to take advantage of market pricing anomalies or strong market sectors, as chosen by the portfolio managers. This strategy allows the strategist the opportunity to try and create extra value by taking advantage of these potential situations in the markets. It is a moderately active strategy and may use short-term trading methods.

The investment philosophy is usually based on the belief that investor psychology and market forces can lead to periods of misevaluation. A tactical allocation process attempts to capture these misevaluations. It is not a fixed asset weight mix and the allocation and risk level of the portfolio may change quite dramatically.

### **Research Team and Reports**

TSIM provides market research that is made available to the broker-dealer and registered investment advisers affiliated with Cetera Financial Group and their Advisors. These materials include detailed market information as well as investment perspectives, asset allocation strategies, and investment ideas and recommendations. The research team publishes specific recommendations of mutual funds through a "Research Select List." TSIM supports advisors by giving them access to a large-scale body of research including: (1) market perspectives, (2) economic insights, and (3) asset allocation recommendations.

### **Mutual Fund Selection and Monitoring**

In selecting investment options for the portfolios, we seek to develop and maintain a broad universe of investment vehicles to provide flexibility and choice in asset allocation and portfolio construction. All investment vehicles in the portfolios will be subject to the same guideline criteria. Investment options may not meet all criteria at all times.

We use the same process to evaluate, retain and withdraw mutual fund selections. First, we engage in initial screening and a quantitative analysis. Next, we complete a qualitative analysis. Third, we consider timing factors. Lastly, we review our findings with our Investment Committee.

### **Ongoing Monitoring and Replacement**

The underlying mutual funds and overall portfolio is reviewed daily, quarterly and annually. A mutual fund may be removed from the portfolio if it no longer meets the basic criteria for inclusion.

## **ITEM 9 – DISCIPLINARY INFORMATION**

The Firm has no disciplinary events to disclose.

## **ITEM 10 – OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS**

TSIM is part of Cetera Financial Group, Inc. Cetera Financial Group, Inc. has a network of independent broker-dealers, investment advisers registered with the SEC, and general insurance agencies.

TSIM is wholly owned by Cetera Financial Group, Inc., which is wholly owned by Cetera Financial Holdings, Inc. Cetera Financial Holdings, Inc. is principally owned by Aretec Group, Inc.

## **ITEM 11 – CODE OF ETHICS**

We are committed to providing brokerage services and/or investment advice with the utmost professionalism and integrity.

To help us avoid potential conflicts, we are subject to Cetera Financial Group's Code of Ethics, which is designed to protect our professional reputation and comply with federal or other applicable securities laws. Adherence to the Code of Ethics is a condition of employment or affiliation with the Firm. Our Code of Ethics may be summarized as follows:

### **Personal Investing by Firm Employees**

Our employees may purchase or sell the same security that they recommend to a client. This type of trading activity creates a conflict because an employee's transaction may receive a better price than your transaction. To help mitigate this potential conflict, we routinely review our employees' personal trading activity. Our Code of Ethics also places restrictions on personal trading activities. These restrictions include a prohibition on trading based on non-public information, pre-clearance requirements for certain personnel transactions with advance knowledge of model transactions, and a requirement that any personal securities transactions do not disadvantage clients or otherwise raise fiduciary or antifraud issues.

Also, employees may not purchase securities in an initial public offering or participate in a private placement without our written approval.

### **Personal Holdings and Transaction Reporting**

We receive information of the security transactions purchased and/or sold by our employees in their personal accounts. We also receive information listing all securities that they currently own in their personal securities accounts. Certain investments are not required to be reported to us by our employees, such as mutual funds holdings and securities issued by the Government of the United States.

You may request a copy of our Code of Ethics at any time by contacting Luanne Graham, chief compliance officer for Tower Square Investment Management, by calling 800.223.0989.

## ITEM 12 – BROKERAGE PRACTICES

### *Soft Dollar Benefits*

Some firms in the industry receive benefits in exchange for delivering business to a broker-dealer or other third party. These benefits are known as “soft dollars.” Soft dollar benefits are generally defined as benefits (besides normal fees) received from a firm in exchange for doing business with the Firm. These benefits may include access to software, hardware, research, and/or office space. We do not currently receive any soft dollar benefits for choosing the broker-dealer.

### *Directed Brokerage*

We do not permit clients to direct us to execute transactions through a specified broker-dealer other than broker-dealer affiliated with us. We rely on the relationship established by our affiliated entities to determine where we execute our transaction. We believe that affiliated broker-dealer allow us to achieve best execution because of their business relationships with clearing firms, our access to the broker-dealer’s trading department, financial stability, and overall service. Best execution factors include timeliness of execution, trader expertise, better pricing, and responsiveness.

## ITEM 13 – REVIEW OF ACCOUNTS

Our investment philosophy rests in the idea of an active management style. This means that we want to adjust our strategies to be in alignment with changing market conditions. We review our investment strategies throughout each business day to make sure they are in line with our outlook.

Members of the Investment Committee meet daily to review any beneficial change in portfolio allocations. The Investment Committee meets biweekly to review macro-economic trends, asset class preferences, and thematic tilts.

Client communication and reports are provided by the program sponsor.

## ITEM 14 – CLIENT REFERRALS AND OTHER COMPENSATION

All of our clients are firms, not individuals. These firms contract with the Advisors that service your account. We, and our affiliates, may receive payments from product sponsors, including mutual fund companies. If an affiliate receives payments from product sponsors for securities we manage, we may receive software, training, and conference support, based on the volume of securities we invest with the product sponsor. The Advisor who services your account may provide you with more specific information about revenue sharing arrangements with the program sponsor.

## ITEM 15 – CUSTODY

We do not have physical or constructive custody for any client funds. Account assets are custodied by an approved custodian selected by the program sponsor. The custodian of your account will send your account statements. These statements will be sent to you either quarterly or more frequently. You should review the account statements carefully and compare these account statements with the reports that may be sent to you by the program sponsor. Should you note any discrepancies, please contact your Advisor.

## ITEM 16 – INVESTMENT DISCRETION

We do not have discretion over your assets. We will not remove funds or securities from your account.

## ITEM 17 – VOTING CLIENT SECURITIES (I.E., PROXY VOTING)

TSIM does not vote proxies on behalf of clients.

## ITEM 18 – FINANCIAL INFORMATION

We do not take prepayment of more than \$1,200 in fees, six months or more in advance or have a financial condition that could impair our ability to meet our contractual obligations. Therefore, we are not required to provide our audited balance sheets.

# FORM ADV PART 2B SUPPLEMENT FOR INVESTMENT COMMITTEE

## Tower Square Investment Management LLC

200 North Sepulveda Boulevard  
Suite 1200  
El Segundo, California 90245  
866.489.3100

July 14, 2017

This brochure supplement provides information about the members of the Investment Committee of our Firm. This supplements the Firm's Form ADV Part 2A (disclosure brochure), which you should have already received. Please contact your advisor if you did not receive the disclosure brochure or if you have any questions about the contents of this supplement.

Additional information about the Investment Committee members are available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

#### Investment Committee Members

Gene Goldman, Suehyun Kim, Hristo Stefanov, Brian Klimke, Richard Anderson, Vaishali Kothari, and Collin Martin

Their business address is 200 North Sepulveda Blvd, Suite 1200, El Segundo, CA 90245 and telephone number is 866.489.3100.





## ITEM 1 – EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

For any described designations and securities registration examinations, the qualifications are provided in the Appendix of this supplement.

### **Gene Goldman**

#### *Educational Background*

Gene Goldman was born in 1970. Mr. Goldman attended Northeastern University and graduated with an MBA, Finance Concentration in 1994. Previously, he attended Worcester Polytechnic Institute and graduated with a Bachelor of Science degree in Engineering in 1992.

#### *Professional Designations*

Mr. Goldman holds a Chartered Financial Analyst® (CFA) designation. The CFA designation is offered by the CFA Institute (formerly the Association for Investment Management and Research [AIMR]). To obtain the CFA charter, candidates must successfully complete three difficult examinations and gain at least four (4) years of qualifying work experience, among other requirements. In passing these examinations, candidates demonstrate their competence, integrity and extensive knowledge in accounting, ethical and professional standards, economics, portfolio management and security analysis. He also holds the Series 7 and 63 securities registrations.

#### *Business Experience*

- 2017-Present Tower Square Investment Management, President & Chief Investment Officer
- 2015–2017 Tower Square Investment Management, Director of Research & Co-Chief Investment Officer
- 2011–2015 Vice President, Head of Research, Cetera Investment Management
- 1996–2011 Vice President, LPL Financial

Mr. Goldman serves as the Tower Square Investment Management team's president and chief investment officer and is responsible for the strategic direction and continued growth of the Firm's research offerings. The team provides superior research capabilities and enables the delivery of objective investment advice for both advisors and their clients. His role includes setting the vision for superior research capabilities and enabling the delivery of objective investment advice. As chief investment officer, Mr. Goldman oversees the Investment Committee and their commitment to delivering thought leadership on the economy, financial markets and investment strategies, as well as implementation and practice recommendations for advisors.

### **Suehyun Kim**

#### *Educational Background*

Suehyun Kim was born in 1976. Ms. Kim attended NYU Stern School of Business and graduated with Master of Business Administration, Finance Concentration, in 1994. Previously, Ms. Kim attended Columbia College, Columbia University and graduated with a Bachelor of Arts in Liberal Arts with a major in Economics in 1998..

#### *Business Experience*

Prior to joining Cetera in 2010, Ms. Kim was a director of research, equity analyst with Global Fund Group, LLC and an equity research associate at Capital Investment Research Inc. Before relocating to Los Angeles, she was an investment analyst with Millgate Capital in New York, a hedge fund focused on international investment. She previously was on the Morgan Stanley Asset Management Special Value team as an investment analyst covering small- and mid-cap domestic equities.

She has spent more than a decade working in financial services as a fundamental equity investment analyst on long-only, long/short and sector rotation strategies. Ms. Kim received her M.B.A. with a dual specialization in financial instruments and entertainment/media/technology from New York University's Stern School of Business. She earned her Bachelor's Degree with a major in Economics from Columbia College, Columbia University. Ms. Kim is a member of the New York Society of Security Analysts and 100 Women in Hedge Funds.

### **Brian Klimke**

#### *Educational Background*

Brian Klimke was born in 1975. Mr. Klimke attended University of Wisconsin – Madison and graduated with a Bachelor of Business Administration in Finance in 1998.

#### *Professional Designations*

Mr. Klimke currently holds the Chartered Financial Analyst® (CFA) designation. The CFA designation is offered by the CFA Institute (formerly the Association for Investment Management and Research [AIMR]). To obtain the CFA charter, candidates must successfully complete three difficult examinations and gain at least four (4) years of qualifying work experience, among other requirements. In passing these examinations, candidates demonstrate their competence, integrity and extensive knowledge in accounting, ethical and professional standards, economics, portfolio management and security analysis. He also holds FINRA Series 7, 24, 27, 63 and 87 registrations.

### *Business Experience*

- 2003–2013 Director, Investment Research, Transamerica Financial Advisors

Mr. Klimke has more than 15 years of experience in investment oversight, monitoring, and investment platform positioning. Before joining Cetera, he served as director of investment research at Transamerica, where he played an integral role in the development of the Transamerica Financial Advisors' asset allocation models and proprietary ETF portfolios known as the Transamerica I-Series® Portfolios. He has worked in the financial services industry since 1999.

### **Hristo Stefanov**

#### *Educational Background*

Hristo Stefanov was born in 1974. Mr. Stefanov attended the American University in Bulgaria and graduated in 1997 with a Bachelor's of Science in Applied Economics. He also attended University of California – Riverside, graduating in 1999 with a Bachelor's of Arts, Finance Concentration.

#### *Professional Designations*

Mr. Stefanov currently holds the Chartered Financial Analyst® (CFA) designation. The CFA designation is offered by the CFA Institute (formerly the Association for Investment Management and Research [AIMR]). To obtain the CFA charter, candidates must successfully complete three difficult examinations and gain at least four (4) years of qualifying work experience, among other requirements. In passing these examinations, candidates demonstrate their competence, integrity and extensive knowledge in accounting, ethical and professional standards, economics, portfolio management and security analysis. He holds FINRA Series 7 and 63 registrations.

#### *Business Experience*

- 2012–2012 SunAmerica Retirement Markets
- 1999–2010 Transamerica Retirement Services

Mr. Stefanov has more than 12 years of experience in investment oversight, manager selection and monitoring, and investment platform positioning. Before joining Cetera, he served as manager research analyst at SunAmerica Retirement Markets, where he helped in the research of new manager additions as well as in the attribution and evaluation of a broad platform of existing mutual fund managers. Prior to that, he served as vice president of product development at Transamerica Retirement Services, where he directed the investment platform strategy, including manager selection, ongoing monitoring and oversight of a mutual fund platform consisting of more than 200 investment strategies.

### **Richard Anderson**

#### *Educational Background*

Richard Anderson was born in 1959. He attended St. Cloud University and graduated in 1984 with a Bachelor's of Science in Finance.

#### *Business Experience*

Mr. Anderson founded the Equity Research department of Cetera Financial Group/PrimeVest Financial Services, Inc. in 1998, forging an alliance with Credit Suisse, a leading global financial services company. He has more than a decade of equity research experience and more than 20 years of Wall Street trading experience. Mr. Anderson joined PrimeVest in 1984 as the Firm's first trader and founded the Trading department, executing its first securities transaction. Then he formed, managed and grew the fixed income and equity trading desks, serving as the Firm's primary securities principal. He also served as PrimeVest's vice president in Trading until 1998. Mr. Anderson is currently a candidate for his research principal and analyst registrations. He holds his Series 4, 7, 53, 63 and 24 registrations.

### **Vaishali Kothari**

#### *Education Background*

Vaishali Kothari was born in 1973. She attended University of California, Los Angeles and graduated in 1999 with a Bachelor's of Arts in Economics.

#### *Business Experience*

Recently joining the Investment Committee, Ms. Kothari has fulfilled various roles at Cetera, including director of due diligence. In this role, she performed due diligence on mutual funds and worked collaboratively with fund sponsors, Cetera affiliated broker-dealers, Pershing and various departments as affected by the mutual fund review process to ultimately provide practical data/solutions for the broker-dealers of Cetera.

Ms. Kothari was previously on the Advisory Services team, validating data integrity and providing reconciliation methodologies.

Prior to that, she spent four years at National Planning Corporation (NPC)/National Planning Holdings(NPH) where she held varied positions within Advertising Review providing compliance with policies and procedures, and within Advisory Services providing value-added marketing and research services for their Managed Account Program impacting four broker-dealers.

Ms. Kothari holds Series 7, 24, and 66 securities registrations.

## **Collin Martin**

### *Educational Background*

Collin Martin was born in 1981. Mr. Martin attended The Ohio State University and graduated with a Bachelor of Science degree in Real Estate and Urban Analysis in 2004. He graduated cum laude from the Max M. Fisher College of Business at The Ohio State University.

### *Professional Designations*

Mr. Martin currently holds the Chartered Financial Analyst® (CFA) designation. The CFA designation is offered by the CFA Institute (formerly the Association for Investment Management and Research [AIMR]). To obtain the CFA charter, candidates must successfully complete three difficult examinations and gain at least four (4) years of qualifying work experience, among other requirements. In passing these examinations, candidates demonstrate their competence, integrity and extensive knowledge in accounting, ethical and professional standards, economics, portfolio management and security analysis.

### *Business Experience*

- 2015–Present Tower Square Investment Management, Portfolio Manager
- 1999–2010 First Allied Asset Management, Assistant Portfolio Manager
- 2007–2011 First Allied Securities, Quality Assurance Specialist

Prior to joining First Allied Asset Management, Mr. Martin worked at First Allied Securities where he was a quality assurance specialist, providing operational analysis and developing profitability models.

## **ITEM 2 – DISCIPLINARY INFORMATION**

There are no disciplinary events to disclose about the Investment Committee members.

## **ITEM 3 – OUTSIDE BUSINESS ACTIVITIES**

In addition to their Investment Committee responsibilities, some members are registered as registered representatives of affiliated broker-dealers. Some of the Investment Committee members are also executive officers or directors of the Firm or its affiliates. Best efforts are made to limit any potential conflicts of interests caused by these additional roles. For example, the Investment Committee limits committee discussions to investment topics related to providing fiduciary advisory services to clients and considers clients' best interests when reaching investment decisions.

## **ITEM 4 – ADDITIONAL COMPENSATION**

None of the Investment Committee members receive any additional economic benefit for providing advisory services.

## **ITEM 5 – SUPERVISION**

The Investment Committee members are supervised by their respective managers who meet regularly with them and may periodically review Investment Committee minutes and/or attend Investment Committee meetings, when appropriate. These managers can be reached by dialing the phone number listed on the cover.

<b>Member</b>	<b>Supervisor</b>
Gene Goldman	Adam Antoniadis, President of Cetera Financial Group
Collin Martin	Gene Goldman, President & Chief Investment Officer, Tower Square Investment Management
Suehyun Kim	Gene Goldman, President & Chief Investment Officer, Tower Square Investment Management
Brian Klimke	Gene Goldman, President & Chief Investment Officer, Tower Square Investment Management
Hristo Stefanov	Gene Goldman, President & Chief Investment Officer, Tower Square Investment Management
Richard Anderson	Gene Goldman, President & Chief Investment Officer, Tower Square Investment Management
Vaishali Kothari	Gene Goldman, President & Chief Investment Officer, Tower Square Investment Management

## APPENDIX

Series 4 – The Registered Options Principal exam (Series 4) is required of an individual who will function as a registered options principal, compliance registered options principal, or senior registered options principal. The Series 4 tests the individual's knowledge of options trading, exchange rules, and regulations applicable to the trading of options contracts, as well as the rules of the options clearing corporation.

Series 7 – The General Securities Representative exam (Series 7) qualifies a holder for the solicitation, purchase, and/or sale of all securities products, including corporate securities, municipal securities, municipal fund securities, options, direct participation programs, investment company products, and variable contracts.

Series 24 – The General Securities Principal exam (Series 24) qualifies individuals as general securities principals who can manage or supervise the member's (broker-dealer firm's) investment banking or securities business for corporate securities, direct participation programs, and investment company products/variable contracts.

Series 39 – The Direct Participation Programs Limited Principal exam (Series 39) qualifies an individual who will function as a principal for the solicitation, purchase, and/or sale of programs that provide for flow-through tax consequences, such as oil and gas programs, real estate programs, and S corporation offerings.

Series 63 – The Uniform Securities Agent State Law exam (Series 63) qualifies holders as securities agents. The examination covers the principles of state securities regulation reflected in the Uniform Securities Act.

Series 65 – The Uniform Investment Adviser Law exam (Series 65) qualifies holders as investment adviser representatives.

Series 66 – The Uniform Combined State Law exam (Series 66) qualifies holders as both securities agents and investment adviser representatives. The Series 7 is a co-requisite exam that needs to be successfully completed in addition to the Series 66 exam before a holder can register with a state.

Certified Investment Management Analyst (CIMA) – This designation is obtained by completing approximately five months of self study and a one week classroom program provided by an AACSB accredited university business school, an online exam and an in-class certification exam. As a prerequisite, the investment adviser representative must have three years of verifiable financial services experience and answer "no" to all disclosure questions on Form U4 that cover criminal and regulatory violations, civil judicial actions and customer complaints, or satisfactorily justify a "yes" answer. This designation requires 40 hours of continuing education every two years.

Certified Investment Management Consultant (CIMC) – This designation is no longer issued as of 12/2003. Current CIMC professionals must continue to complete 40 hours of continuing education every two years.

Certified Private Wealth Advisor (CPWA) – This designation is attained by completing a pre-study program, a five-day in-class program, passing an exam, completing 40 hours of continuing education, and having a bachelor's degree, acceptable regulatory history, and five years of professional client-centered experience in a financial services-related industry.

Chartered Financial Analyst – This designation is issued by CFA Institute after successfully completing 250 hours of self study and passing three course exams. As a prerequisite, candidates must either have an undergraduate degree and four years of professional experience involving investment decision-making, or four years qualified, full-time work experience that is not necessarily investment-related.