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# Michael Welz, CFA, CAIA, CIMA®

President and Chief Investment Officer

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033

(860) 368-2908

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

May 1st, 2017

This Brochure Supplement provides information about Mr. Michael Welz that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Michael Welz is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

## **Item 2- Educational Background and Business Experience**

Mr. Michael Welz (born in 1970)

- Master's Degree equivalent (Diplom Volkswirt) Economics University of Cologne in Germany
- CFA (Chartered Financial Analyst) Conferred by the CFA Institute, this professional designation requires individuals to meet the following requirements:
  - Complete the CFA Program Self-study program (250 hours of study for each of the 3 levels)
  - Pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct
  - Have four years of qualified investment work experience
  - Become a regular member of CFA Institute and apply for membership to a local CFA member society.

- CAIA (Chartered Alternative Investment Analyst) Conferred by the Chartered
  Alternative Investment Analyst Association, this professional designation requires
  individuals to meet the following requirements: Bachelor's or equivalent degree and
  more than one year of business experience in the financial industry, or 4 years of
  experience in the financial industry, and a self-study certification program which
  requires the successful completion of both the Level I and Level II examinations.
- CIMA (Certified Investment Management Analyst) Conferred by Investments & Wealth Institute, this professional designation requires individuals to meet the following requirements: 3 years of financial services experience and an acceptable regulatory history. Candidates must pass an online Qualification Examination, successfully complete an in-class program at The Wharton School, University of Pennsylvania, or online through Yale School of Management, and pass an online Certification Examination. CIMA designees are required to adhere to Investments & Wealth Institute's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks. CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification.
- Series 65 (Uniform Investment Adviser Law Examination)

### Business Experience (last five years):

- 2014 to present: President and Chief Investment Officer at USI Advisors, Inc.
- 2013 to present: Chief Investment Officer at USI Advisors, Inc.
- 2010 to 2012: Senior Investment Consultant at USI Advisors, Inc.
- 2005 to 2010: Financial Services Associate at Merrill Lynch

#### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Michael Welz is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). The firm does not perceive a conflict of interest in Mr. Michael Welz holding this role: as he is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### Other Credentials:

- Series 7 (General Securities Representative)
- Series 63 (Uniform Securities Agent State Law Examination)

## **Item 5- Additional Compensation**

Mr. Michael Welz does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Michael Welz. The advisory activity of Mr. Michael Welz, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the CCO of USI Advisors, Inc. (Melinda Robidoux at (860) 368-2909).

Additionally, the firm reviews Mr. Welz's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Rodger Metzger, CFA

**Director of Investment Advisory Services** 

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(860) 878-8240

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# USI Advisors, Inc.

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November 3, 2023

This Brochure Supplement provides information about Mr. Rodger Metzger that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Rodger Metzger is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

Mr. Rodger Metzger (born in 1959)

- BA, Economics St. Lawrence University
- MBA University of Hartford
- CFA (Chartered Financial Analyst) Conferred by the CFA Institute, this professional designation requires individuals to meet the following requirements:
  - Complete the CFA Program Self-study program (250 hours of study for each of the 3 levels)
  - Pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct
  - Have four years of qualified investment work experience
  - Become a regular member of CFA Institute and apply for membership to a local CFA member society.

## Business Experience (last five years):

- 2023 to present: Director of Investment Advisory Services, USI Advisors, Inc.
- 2005 to 2023: President and Chief Investment Officer, Hooker and Holcombe Investment Advisors, Inc.

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Rodger Metzger is not actively engaged in any such activities.

## **Item 5- Additional Compensation**

Mr. Rodger Metzger does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Rodger Metzger. The advisory activity of Mr. Metzger, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Metzger's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Ralph Lehman, CFA

**Investment Consultant** 

900 South Gay Street, Suite 1796, Knoxville, TN 37902

(865) 450-1916

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

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September 18th, 2018

This Brochure Supplement provides information about Mr. Ralph Lehman that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Ralph Lehman is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

Mr. Ralph Lehman (born in 1964)

- BBA International Marketing University of Georgia
- JD/MBA University of Tennessee
- CFA (Chartered Financial Analyst) Conferred by the CFA Institute, this professional designation requires individuals to meet the following requirements:
  - Complete the CFA Program Self-study program (250 hours of study for each of the 3 levels)
  - Pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct
  - Have four years of qualified investment work experience
  - Become a regular member of CFA Institute and apply for membership to a local CFA member society.
- CAIA (Chartered Alternative Investment Analyst) Conferred by the Chartered

Alternative Investment Analyst Association, this professional designation requires individuals to meet the following requirements: Bachelor's or equivalent degree and more than one year of business experience in the financial industry, or 4 years of experience in the financial industry, and a self-study certification program which requires the successful completion of both the Level I and Level II examinations.

## **Business Experience (last five years):**

- 9/2018 present: Investment Consultant at USI Advisors, Inc.
- 12/2010 8/2016: Portfolio Manager at Pinnacle Bank
- 10/2008 12/2010: Portfolio Manager at First Tennessee Bank
- 2/2001 10/2008: Investment Manager at Home Federal Bank

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Ralph Lehman has also authored a book on the development of the exchange traded fund (ETF), titled The Elusive Trade that was published in May of 2019. The firm does not perceive a conflict of interest in Mr. Ralph Lehman being an author: as he is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### **Item 5- Additional Compensation**

Mr. Ralph Lehman does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Ralph Lehman. The advisory activity of Mr. Ralph Lehman, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Lehman's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Shawn Heron, CIMA®

Senior Investment Consultant

350 Fifth Avenue Suite 3700 New York, New York 10018

(212)-878-0406

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## USI Advisors, Inc.

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May 1st, 2017

This Brochure Supplement provides information about Mr. Shawn Heron that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Shawn Heron is available on the FINRA website at <a href="http://www.finra.org">http://www.finra.org</a>.

## **Item 2- Educational Background and Business Experience**

Mr. Shawn Heron (born in 1965)

- BS Business Administration College of Wagner College
- Series 65 (Uniform Investment Adviser Law Examination)
- CIMA (Certified Investment Management Analyst) Conferred by Investments & Wealth Institute, this professional designation requires individuals to meet the following requirements: 3 years of financial services experience and an acceptable regulatory history. Candidates must pass an online Qualification Examination, successfully complete an in-class program at The Wharton School, University of Pennsylvania, or online through Yale School of Management, and pass an online Certification Examination. CIMA designees are required to adhere to Investments & Wealth Institute's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks. CIMA designees must report 40 hours of

continuing education credits, including two ethics hours, every two years to maintain the certification.

### Business Experience (last five years):

- 2008 to present: Senior Investment Consultant with USI Advisors, Inc.
- 2002 to 2008: Relationship Manager with BlackRock / Merrill Lynch Investment Managers
- 1999 to 2002: Investment Advisor with Merrill Lynch
- 1997 to 1999: Investment Advisor with UBS Paine Webber

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Shawn Heron has no other business activities and therefore has no conflicts of interest within his role.

## **Item 5- Additional Compensation**

Mr. Shawn Heron does not receive any additional economic benefit from third parties for providing advisory services.

### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Shawn Heron. The advisory activity of Mr. Shawn Heron, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Heron's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Alba Tedone, CIMA®

Senior Investment Consultant

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(860) 652-1057

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

January 17th, 2020

This Brochure Supplement provides information about Mrs. Alba Tedone that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mrs. Alba Tedone available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

Mrs. Alba Tedone (born in 1985)

- BS Finance Central Connecticut State University
- Series 65 (Uniform Investment Adviser Law Examination)
- CIMA (Certified Investment Management Analyst) Conferred by Investments & Wealth Institute, this professional designation requires individuals to meet the following requirements: 3 years of financial services experience and an acceptable regulatory history. Candidates must pass an online Qualification Examination, successfully complete an in-class program at The Wharton School, University of Pennsylvania, or online through Yale School of Management, and pass an online Certification Examination. CIMA designees are required to adhere to Investments & Wealth Institute's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks. CIMA designees must report 40 hours of

continuing education credits, including two ethics hours, every two years to maintain the certification.

### Business Experience (last five years):

- 2019 present: Senior Investment Consultant at USI Advisors, Inc.
- 2013 2019: Investment Consultant at USI Advisors, Inc.
- 2010 2013: Investment Analyst at USI Advisors, Inc.

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mrs. Alba Tedone has no other business activities and therefore has no conflicts of interest within her role.

## **Item 5- Additional Compensation**

Mrs. Alba Tedone does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mrs. Alba Tedone. The advisory activity of Mrs. Alba Tedone, including the investment advice that she provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mrs. Tedone's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Joseph DeRosa, CIMA®

#### Senior Investment Consultant

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033 (860) 652-1006

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

May 1st, 2017

This Brochure Supplement provides information about Mr. Joseph DeRosa that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Joseph DeRosa is available on the SEC's website at www.adviserinfo.sec.gov.

## **Item 2- Educational Background and Business Experience**

Mr. Joseph DeRosa (born in 1975)

- BS Economics College of The Holy Cross
- Passed Level 1 of the Chartered Financial Analyst ("CFA") program.
- CIMA (Certified Investment Management Analyst) Conferred by Investments & Wealth Institute, this professional designation requires individuals to meet the following requirements: 3 years of financial services experience and an acceptable regulatory history. Candidates must pass an online Qualification Examination, successfully complete an in-class program at The Wharton School, University of Pennsylvania, or online through Yale School of Management, and pass an online Certification Examination. CIMA designees are required to adhere to Investments & Wealth Institute's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks. CIMA designees must report 40 hours of

continuing education credits, including two ethics hours, every two years to maintain the certification.

Series 65 (Uniform Investment Adviser Law Examination)

#### Business Experience (last five years):

- 2015 to present: Senior Investment Consultant at USI Advisors, Inc.
- 2010 to 2015: Investment Consultant at USI Advisors, Inc.
- 2000 to 2009: Senior Investment Consultant at Kalson & Associates

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Joseph DeRosa has no other business activities and therefore has no conflicts of interest within her role.

#### **Item 5- Additional Compensation**

Mr. Joseph DeRosa does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Joseph DeRosa. The advisory activity of Mr. Joseph DeRosa, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. DeRosa's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Teodora Grant, MBA, CFP®, CLU®, CIMA®

Senior Investment Consultant

14241 Dallas Parkway, Suite 700, Dallas TX 75204 (214) 443-3113

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

November 12th, 2019

This Brochure Supplement provides information about Mrs. Teodora Grant that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mrs. Teodora Grant is available on the SEC's website at www.adviserinfo.sec.gov.

#### **Item 2- Educational Background and Business Experience**

Mrs. Teodora Grant (born in 1979)

- BS Finance San Diego State University
- MBA Texas A&M University
- Series 66 (Uniform Combined State Law Examination)
- CFP (CERTIFIED FINANCIAL PLANNER® certificant) Conferred by the CFP Board, this professional designation requires individuals to meet the following requirements:
   Bachelor's degree (or higher), CFP Certification Examination, Three years of full-time relevant personal financial planning experience is required, and CFP® Certification Application. CFP® certification also requires you to agree to adhere to CFP Board's Code of Ethics and Professional Responsibility, Rules of Conduct and Financial Planning Practice Standards, and acknowledge CFP Board's right to enforce them through its Disciplinary Rules and Procedures.
- CIMA (Certified Investment Management Analyst) Conferred by Investments & Wealth Institute, this professional designation requires individuals to meet the

following requirements: 3 years of financial services experience and an acceptable regulatory history. Candidates must pass an online Qualification Examination, successfully complete an in-class program at The Wharton School, University of Pennsylvania, or online through Yale School of Management, and pass an online Certification Examination. CIMA designees are required to adhere to Investments & Wealth Institute's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks. CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification.

#### Business Experience (last five years):

- 2017 to present: Investment Consultant at USI Advisors, Inc.
- 2015 to 2017: Director of Financial Planning & Wealth Advisor at MassMutual
- 2010 to 2014: Wealth Management Director at 1st Global

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mrs. Teodora Grant has no other business activities and therefore has no conflicts of interest within her role.

#### Other Credentials:

• Chartered Life Underwriter (CLU) ®

## **Item 5- Additional Compensation**

Mrs. Teodora Grant does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mrs. Teodora Grant. The advisory activity of Mrs. Teodora Grant, including the investment advice that she provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908). Additionally, the firm reviews Mrs. Teodora Grant's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Paul Denu

Regional President and Practice Leader of the Retirement Consulting division of USI Consulting Group

261 Madison Avenue 5th Floor New York, New York 10018

(212)-878-0428

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

May 1st, 2017

This Brochure Supplement provides information about Mr. Paul Denu that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Paul Denu is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

Mr. Paul Denu (born in 1965)

- BA Mathematics Western Connecticut State University
- Series 65 (Uniform Investment Adviser Law Examination)
- EA (Enrolled Actuary) Conferred by the Joint Board of the Department of Treasury & Department of Labor, this professional designation requires individuals to meet the following requirements: 3 examinations
- MAAA Member of the American Academy of Actuaries Requires one or more of the following:
  - Associateship in the Casualty Actuarial Society, associateship in the Society of Actuaries, M.S.P.A. or F.S.P.A. in the American Society of Pension Professionals and Actuaries, membership in the Conference of Consulting Actuaries,

enrolled actuary status under Title 3, Section C of the Employee Retirement Income Security Act of 1974, fellowship in the Canadian Institute of Actuaries, fellowship in the Institute & Faculty of Actuaries, membership in the Colegio Nacional de Actuarios in Mexico, fellowship in the Institute of Actuaries of Australia. Any other actuarial educational credentials must be approved by the Membership Committee and the Executive Committee.

 A resident of the United States for at least three years, or a non-resident or new resident must certify their familiarity with U.S. laws and practices in their actuarial practice area which is intended to mean casualty, health, life, and pension.

## Business Experience (last five years):

- 2012 to present: President of New York Region for the Retirement Consulting division of USI Consulting Group
- 2010 2012: Senior Vice President and Practice Leader for the Retirement Consulting division of USI Consulting Group
- 2007 2010: Vice President / Producer with USI Consulting Group
- 2006 2007: Director of Client Services with USI Consulting Group

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Paul Denu is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). Mr. Paul Denu is also the President of New York Region for the Retirement Consulting division of USI Consulting Group. There are potential conflicts of interest in Mr. Paul Denu holding this role because a portion of the revenue that is directly related to his recommendations may increase his compensation.

USIA manages this potential conflict by fully disclosing to clients the total expenses of the product and compensation received by its affiliates for the sale of these products. They also limit Mr. Denu's recommendations to an approved list of investments and subject the approved investments to a due diligence process. Mr. Denu's recommendations will also be subject to the supervision and oversight delineated in USIA's Written Supervisory Procedures and will be tested for consistency with the client's financial goals and objectives as outlined in the supporting documentation provided by the client, including at time of acceptance as an advisory client. This documentation frequently includes a detailed

Investment Policy Statement adopted by the client and provided to USIA for purposes of formulating investment advice.

In addition, for certain clients subject to ERISA where USIA assumes a Fiduciary role with respect to its investment advice, total revenue received by affiliates for securities recommendations of Mr. Denu is subject to a reconciliation process that caps USIA's and Mr. Denu's compensation to no more than the advisory fees quoted to the client at the onset of the engagement.

#### Other Credentials

- Series 63 (Uniform Securities Agent State Law Examination)
- Life/Health Variable Products insurance license in over 20 states

## **Item 5- Additional Compensation**

Mr. Paul Denu does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Paul Denu. The advisory activity of Mr. Paul Denu including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Denu's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Bindu Patel

Director of Research

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# USI Advisors, Inc.

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(860) 633-5283

January 17th, 2020

This Brochure Supplement provides information about Ms. Bindu Patel that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Ms. Bindu Patel available on the SEC's website at www.adviserinfo.sec.gov.

#### **Item 2- Educational Background and Business Experience**

Ms. Bindu Patel (born in 1974)

#### Education:

- BA Psychology University of Connecticut
- Series 65 (Uniform Investment Adviser Law Examination)

#### Business Experience (last five years):

- September 2019 to present: Director of Research at USI Advisors, Inc.
- February 2014 to September 2019: Senior Investment Research Analyst at USI Advisors, Inc.
- October 2005 to October 2013: Manager Research Analyst, AVP at ING Investment Management.

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Ms. Bindu Patel has no other business activities and therefore has no conflicts of interest within her role.

## **Item 5- Additional Compensation**

Ms. Patel does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Ms. Patel. The advisory activity of Ms. Patel, including the investment advice that she provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Ms. Patel's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# **Christopher Martin**

Senior Vice President and Practice Leader of USI Consulting Group's Defined Contribution department

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033 (860) 368-2935

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

May 1<sup>st</sup>, 2017

This Brochure Supplement provides information about Mr. Christopher Martin that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Christopher Martin is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

## Item 2- Educational Background and Business Experience

Mr. Christopher Martin (born in 1960)

#### Education:

- BS Business Finance University of Connecticut
- Profit Sharing/401(k) Council of America Member, this professional designation requires individuals to meet the following requirements: a four-module course in which each module includes a test

### Business Experience (last five years):

• 2000 to present: Senior Vice President and Practice Leader of USI Consulting Group's Defined Contribution department

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Christopher Martin is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.) and also has his Connecticut Life Insurance License. The firm does not perceive a conflict of interest in Mr. Christopher Martin holding this role: as he is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### Other Credentials:

- Series 6 (Investment Company Products/Variable Contracts Limited Representative)
- Series 63 (Uniform Securities Agent State Law Examination)

## **Item 5- Additional Compensation**

Mr. Christopher Martin does not receive any additional economic benefit from third parties for providing advisory services.

### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Christopher Martin. The advisory activity of Mr. Christopher Martin, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Martin's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Bob Cross, ASA, MAAA, FCA

President Central and Southern Regions of USI Consulting Group

900 South Gay Street, Suite 1796, Knoxville, TN 37902 (865) 523-8353

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

January 17th, 2020

This Brochure Supplement provides information about Mr. Bob Cross that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Bob Cross is available on the SEC's website at www.adviserinfo.sec.gov.

## Item 2- Educational Background and Business Experience

Bob Cross (born in 1948)

- BS Mathematics University of Tennessee
- Masters Actuarial Science Georgia State University
- ASA Associate of the Society of Actuaries Conferred by the Society of Actuaries, this professional designation requires individuals to meet the following requirements: 5 examinations, an e-Learning course, validation of educational experiences outside the Society of Actuaries Education system (VEE) in Economics, Corporate Finance, and Applied Statistics, and a professionalism seminar.
- MAAA Member of the American Academy of Actuaries Requires one or more of the following:
  - Associateship in the Casualty Actuarial Society, associateship in the Society of Actuaries, M.S.P.A. or F.S.P.A. in the American Society of Pension Professionals and Actuaries, membership in the Conference of Consulting Actuaries,

enrolled actuary status under Title 3, Section C of the Employee Retirement Income Security Act of 1974, fellowship in the Canadian Institute of Actuaries, fellowship in the Institute & Faculty of Actuaries, membership in the Colegio Nacional de Actuarios in Mexico, fellowship in the Institute of Actuaries of Australia. Any other actuarial educational credentials must be approved by the Membership Committee and the Executive Committee.

- A resident of the United States for at least three years, or a non-resident or new resident must certify their familiarity with U.S. laws and practices in their actuarial practice area which is intended to mean casualty, health, life, and pension.
- FCA Fellow of the Conference of Actuaries in Public Practice obtained by working at an insurance company, six years actuarial experience with three years in consulting, and ASA (Associate, Society of Actuaries)
- Series 65 (Uniform Investment Adviser Law Examination)

## Business Experience (last five years):

- 2019 to present: President of Central Region of USI Consulting Group
- 1997 to 2019: President of the Southeast and Midwest Region of USI Consulting Group

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Bob Cross is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). Mr. Bob Cross is also the President of the Central and Southern Regions of USI Consulting Group. There are potential conflicts of interest in Mr. Bob Cross holding this role because a portion of the revenue that is directly related to his recommendations may increase his compensation.

USIA manages this potential conflict by fully disclosing to clients the total expenses of the product and compensation received by its affiliates for the sale of these products. They also limit Mr. Cross' recommendations to an approved list of investments and subject the approved investments to a due diligence process. Mr. Cross' recommendations will also be subject to the supervision and oversight delineated in USIA's Written Supervisory Procedures and will be tested for consistency with the client's financial goals and objectives as outlined in the supporting documentation provided by the client, including at time of

acceptance as an advisory client. This documentation frequently includes a detailed Investment Policy Statement adopted by the client and provided to USIA for purposes of formulating investment advice.

In addition, for certain clients subject to ERISA where USIA assumes a Fiduciary role with respect to its investment advice, total revenue received by affiliates for securities recommendations of Mr. Cross is subject to a reconciliation process that caps USIA's and Mr. Cross' compensation to no more than the advisory fees quoted to the client at the onset of the engagement.

#### Other Credentials

- Series 6 (Investment Company Products/Variable Contracts Limited Representative)
- Series 63 (Uniform Securities Agent State Law Examination)

## **Item 5- Additional Compensation**

Mr. Bob Cross does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Bob Cross. The advisory activity of Mr. Bob Cross, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Cross's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Edward Bronkhorst, CIMA®

Regional Senior Investment Consultant

900 South Gay Street, Suite 1796, Knoxville, TN 37902

(860) 652-1011

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

January 17th, 2020

This Brochure Supplement provides information about Mr. Edward Bronkhorst that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Edward Bronkhorst is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

Mr. Edward Bronkhorst (born in 1994)

- BS Finance/Economics/Business Analytics/International Business University of TN. Knoxville
- Series 65 (Uniform Investment Adviser Law Examination)
- CIMA (Certified Investment Management Analyst) Conferred by Investments & Wealth Institute, this professional designation requires individuals to meet the following requirements: 3 years of financial services experience and an acceptable regulatory history. Candidates must pass an online Qualification Examination, successfully complete an in-class program at The Wharton School, University of Pennsylvania, or online through Yale School of Management, and pass an online Certification Examination. CIMA designees are required to adhere to Investments & Wealth Institute's Code of Professional Responsibility, Standards of Practice, and

Rules and Guidelines for Use of the Marks. CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification.

## Business Experience (last five years):

- 2021 Present: Regional Senior Investment Consultant & Relationship Manager at USI Advisors, Inc.
- 2019 2021: Investment Consultant & Relationship Manager at USI Advisors, Inc
- 2018 2019: Senior Investment and Data Specialist at USI Advisors, Inc.
- 2017 2018: Investment and Data Specialist at USI Advisors, Inc.

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Edward Bronkhorst is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). The firm does not perceive a conflict of interest in Mr. Edward Bronkhorst holding this role: as he is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### Other Credentials:

- Series 7 (General Securities Representative)
- Series 63 (Uniform Securities Agent State Law Examination)

#### **Item 5- Additional Compensation**

Mr. Edward Bronkhorst does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Edward Bronkhorst. The advisory activity of Mr. Edward Bronkhorst, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Bronkhorst's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda

Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Sarah Bruno, CFS®, QKA

**Director of Operations** 

95 Glastonbury Blvd. Suite 102, Glastonbury CT 06033

(860) 368-2909

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

January 31st, 2019

This Brochure Supplement provides information about Mrs. Sarah Bruno that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mrs. Sarah Bruno is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

Mrs. Sarah Bruno (born in 1983)

- BA Mathematics Central Connecticut State University
- Certified Fund Specialist (CFS) Conferred by the Institute of Business and Finance, this professional designation requires individuals to meet the following requirements: A bachelor's degree, or 1 year of financial services work experience, the candidate must complete a Self Study Program (6 modules), three exams and a case study
- Series 66 (Uniform Combined State Law Examination)

#### Business Experience (last five years):

- 2023 to present: Director of Operations at USI Advisors, Inc.
- 2017 to 2023: Director of Operations and Chief Compliance Officer at USI Advisors, Inc.
- 2015 to 2017: Operations Manager & Chief Compliance Officer at USI Advisors, Inc.
- 2010 to 2015: Investment Analyst, Team Leader, and Chief Compliance Officer at USI Advisors. Inc.
- 2007 to 2010: Investment Analyst and Team Leader at USI Advisors, Inc.
- 2006 to 2007: Investment Analyst at USI Advisors, Inc.

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mrs. Sarah Bruno is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). The firm does not perceive a conflict of interest in Mrs. Sarah Bruno holding this role: as she is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### Other Credentials:

- Series 7 (General Securities Representative)
- QKA

### **Item 5- Additional Compensation**

Mrs. Sarah Bruno does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mrs. Sarah Bruno. The advisory activity of Mrs. Bruno, including the investment advice that she provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mrs. Bruno's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## James Frits

Sales Executive, Executive Vice President

601 Union Street, Suite 1000, Seattle, WA 98101

(206) 441-6300

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

March 12, 2019

This Brochure Supplement provides information about Mr. James Frits that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. James Frits is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

### **James Frits**

Year of Birth: 1967

**Education:** Bachelor of Arts in Economics and Accounting from Claremont McKenna College, MBA in Finance from University of Oregon

#### **Business background:**

2017 to Present: Investment Adviser Representative – USI Advisors, Inc. 2003 to 2017: Investment Adviser Representative – Kibble & Prentice Holding Company (dba USI Kibble & Prentice)

## **Item 3- Disciplinary Information**

USI Advisors is required to disclose all material facts regarding any legal or disciplinary events that would be material a client's evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. James Frits is currently additionally registered as an investment advisor representative for Columbia Pacific Wealth Management. This is a legacy advisory role stemming from a prior business line within USI, providing investment advisory services to individual high net worth clients. James Frits is not accepting any new individual investment advisory clients in this role. Given this role is static and intended to help service those existing clients with no connection to USI Advisors, we believe there are no perceived conflicts of interest from this outside business activity.

## **Item 5- Additional Compensation**

Other than the outside business activity listed above, James Frits does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. James Frits. The advisory activity of Mr. James Frits, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Frits's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux (860)368-2929). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Michael van der Velden, AIF®

Senior Vice President

601 Union Street, Suite 1000, Seattle, WA 98101

(206) 441-6300

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

January 31st, 2019

This Brochure Supplement provides information about Mr. Michael van der Velden that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Michael van der Velden is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

### **Item 2- Educational Background and Business Experience**

### Michael van der Velden

Year of Birth: 1964

**Education:** Bachelor of Arts in Finance and Economics from University of Notre Dame.

#### **Certifications:**

#### **ACCREDITED INVESTMENT FIDUCIARY®**

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary360 (fi306) company. An Accredited Investment Fiduciary certificant must demonstrate specialized knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit <u>www.fi360.com</u>.

### **Business background:**

2017 to Present: Investment Adviser Representative – USI Advisors, Inc. 2003 to 2017: Investment Adviser Representative – Kibble & Prentice Holding Company (dba USI Kibble & Prentice)

## **Item 3- Disciplinary Information**

USI Advisors is required to disclose all material facts regarding any legal or disciplinary events that would be material a client's evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Michael van der Velden is not actively engaged in any such activities.

## **Item 5- Additional Compensation**

Michael van der Velden does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Michael van der Velden. The advisory activity of Mr. Michael van der Velden, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. van der Velden's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux (860)368-2929). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Truong Tang, AIF®, CFS®

Assistant Vice President

601 Union Street, Suite 1000, Seattle, WA 98101

(206) 441-6300

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

860-633-5283

August 20th, 2019

This Brochure Supplement provides information about Mr. Truong Tang that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Truong Tang is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

## **Truong Tang**

Year of Birth: 1977

**Education:** Bachelor of Arts in Economics from Knox College.

#### **Certifications:**

#### **ACCREDITED INVESTMENT FIDUCIARY®**

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary360 (fi306) company. An Accredited Investment Fiduciary certificant must demonstrate specialized knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit www.fi360.com.

**Certified Fund Specialist** – (CFS) Conferred by the Institute of Business and Finance, this professional designation requires individuals to meet the following requirements: A bachelor's degree, or 1 year of financial services work experience, the candidate must complete a Self Study Program (6 modules), three exams and a case study

#### **Business background:**

- 2017 to Present: Investment Adviser Representative and Asst Vice President USI Advisors, Inc.
- 2015 to Present: Insurance Agent– Kibble & Prentice Holding Company (dba USI Kibble & Prentice)
- 2001 to 2017: Investment Adviser Representative Kibble & Prentice Holding Company (dba USI Kibble & Prentice)
- 2006 to 2015: Investment Consultant and Insurance Agent– Kibble & Prentice Holding Company (dba Kibble & Prentice, a USI Company)

#### **Item 3- Disciplinary Information**

USI Advisors is required to disclose all material facts regarding any legal or disciplinary events that would be material a client's evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Currently, Truong Tang serves on the Fidelity Advisory Board as a panelist. Although USI Consulting Group my recommend Fidelity as an option for recordkeeping services during a provider search it is not a requirement that any client utilize Fidelity.

#### **Item 5- Additional Compensation**

Truong Tang does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Truong Tang. The advisory activity of Mr. Truong Tang, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Truong Tang's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux (860)368-2929). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Alex Cabe, CFA

Senior Investment Consultant

3190 Fairview Park Drive #400, Falls Church, VA 22042

(571) 369-5128

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

August 24th, 2018

This Brochure Supplement provides information about Mr. Alex Cabe that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Alex Cabe is available on the SEC's website at www.adviserinfo.sec.gov.

#### **Item 2- Educational Background and Business Experience**

Mr. Alex Cabe (born in 1969)

#### Education:

- BS Finance La Salle University
- MBA Lubin School of Business, Pace University
- CFA (Chartered Financial Analyst) Conferred by the CFA Institute, this professional designation requires individuals to meet the following requirements:
  - Complete the CFA Program Self-study program (250 hours of study for each of the 3 levels)
  - Pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct
  - Have four years of qualified investment work experience
  - Become a regular member of CFA Institute and apply for membership to a local CFA member society.

#### Business Experience (last five years):

- 2018 to present: Investment Consultant at USI Advisors, Inc.
- 2012 2015: Vice President, Group Investment Manager at Argus Group Holdings Ltd
- 1998 2011: Senior Investment Manager at McKinsey & Company, MIO Partners Inc.

#### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Alex Cabe has no other business activities and therefore has no conflicts of interest within his role.

## **Item 5- Additional Compensation**

Mr. Alex Cabe does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Alex Cabe. The advisory activity of Mr. Alex Cabe, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Cabe's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Stephen Yeung AIF®

Senior Investment Consultant

725 RXR Plaza - East Tower, Uniondale, NY 11556

(516) 534-3446

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

April 30th, 2019

This Brochure Supplement provides information about Mr. Stephen Yeung that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Stephen Yeung is available on the SEC's website at www.adviserinfo.sec.gov.

#### **Item 2- Educational Background and Business Experience**

Mr. Stephen Yeung (born in 1980)

#### **Education:**

- BS Mathematics Stony Brook University
- Series 65 (Uniform Investment Adviser Law Examination)

#### **Certifications:**

#### **ACCREDITED INVESTMENT FIDUCIARY®**

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary360 (fi360) company. An Accredited Investment Fiduciary certificant must demonstrate specialized knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit <u>www.fi360.com</u>.

## **Business Experience (last five years):**

- 2019 to present: Senior Investment Consultant at USI Advisors, Inc.
- 2019: VP, Director of Advisory Services at Chernoff Diamond & Co., LLC
- 2009 2019: Investment Advisor Representative of M Holdings Securities, Inc.
- 2006 to 2019: Retirement Plans Fiduciary Advisor Chernoff Diamond & Co., LLC

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Stephen Yeung is not actively engaged in any such activities.

#### **Item 5- Additional Compensation**

Mr. Stephen Yeung does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Stephen Yeung. The advisory activity of Mr. Yeung, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Yeung's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Douglas LaMendola

Practice Leader, Defined Contribution Consulting Group

725 RXR Plaza - East Tower, Uniondale, NY 11556

(516) 534-3562

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

April 30th, 2019

This Brochure Supplement provides information about Mr. Douglas LaMendola that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Douglas LaMendola is available on the SEC's website at www.adviserinfo.sec.gov.

#### **Item 2- Educational Background and Business Experience**

Mr. Douglas LaMendola (born in 1977)

#### **Education:**

- BA Politics Fairfield University
- Series 65 (Uniform Investment Adviser Law Examination)

#### **Business Experience (last five years):**

- 2019 to present: Executive Vice President of Retirement Plan Services at USI Consulting Group
- 2019 to present: Investment Advisor Representative of USI Advisors, Inc.
- 2019: Executive Vice President of Retirement Plan Services at Chernoff Diamond & Co., LLC
- 2018 2019: Senior Vice President & Senior Retirement Plan Consultant at Chernoff Diamond & Co., LLC

- 2015 2017: Vice President & Senior Retirement Plan Consultant at Chernoff Diamond & Co., LLC
- 2009 2019: Investment Advisor Representative of M Holdings Securities, Inc.

#### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients.

Douglas LaMendola also engages in the following outside business activities:

- 1. Cherry Bekaert Benefits Consulting; not investment-related; 725 RXR Plaza East Tower, Uniondale, NY11556; 11/1/2013; 0 hrs. per month, 0 hrs. during trading; no compensation.
- 2. Cohn Reznick Benefits Consultants; not investment-related; 725 RXR Plaza East Tower, Uniondale, NY11556; insurance/pension-related services; 2006; 0 hrs. per month, 0 hrs. during trading; no compensation.

#### **Item 5- Additional Compensation**

Mr. Douglas LaMendola does not receive any additional economic benefit from third parties for providing advisory services.

### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Douglas LaMendola. The advisory activity of Mr. LaMendola, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. LaMendola's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Derek Bailey, AIF®, CRPS®

Senior Investment Consultant

9394 West Dodge Rd., Suite 250, Omaha, NE 68114

(402) 408-5352

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

May 1st, 2020

This Brochure Supplement provides information about Mr. Derek Bailey that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Derek Bailey is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

#### **Item 2- Educational Background and Business Experience**

Mr. Derek Bailey (born in 1980)

#### **Education:**

- BS Telecommunication Management– University of Nebraska Kearney
- Series 65 (Uniform Investment Adviser Law Examination)

## **Business Experience (last five years):**

- 2020 to present: Senior Investment Consultant at USI Advisors
- 2007 2020: Retirement Plan Consultant at Marcotte

#### **Certifications:**

#### **ACCREDITED INVESTMENT FIDUCIARY®**

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary 360 (fi306)

company. An Accredited Investment Fiduciary certificant must demonstrate specialized knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit www.fi360.com.

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients.

Mr. Derek Bailey does has no other business activities and therefore has no conflicts of interest within his role.

#### **Other Credentials:**

- Series 6 (Investment Company Products/Variable Contracts Limited Representative)
- Series 63 (Uniform Securities Agent State Law Examination)
- SIE Securities Industry Essentials Examination
- CRPS® Chartered Retirement Plans Specialist

#### **Item 5- Additional Compensation**

Mr. Derek Bailey does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Derek Bailey. The advisory activity of Mr. Bailey, including the investment advice that he

provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Derek Bailey's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## **Austin Robinson**

Investment & Data Specialist

900 South Gay Street, Suite 1796, Knoxville, Tennessee 37902

(865) 450-1915

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

August 18th, 2020

This Brochure Supplement provides information about Mr. Austin Robinson that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Austin Robinson is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

## **Item 2- Educational Background and Business Experience**

Mr. Austin Robinson (born in 1993)

#### **Education:**

- BA Economics The University of Tennessee, Knoxville.
- Series 65 (Uniform Investment Adviser Law Examination)
- CFA (Chartered Financial Analyst) Conferred by the CFA Institute, this professional designation requires individuals to meet the following requirements:
  - Complete the CFA Program Self-study program (250 hours of study for each of the 3 levels)
  - Pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct
  - Have four years of qualified investment work experience
  - Become a regular member of CFA Institute and apply for membership to a local CFA member society.

#### Business Experience (last five years):

- 2019 to present: Investment & Data Specialist at USI Advisors
- 2018 2019: Portfolio Manager at Leading Edge Asset Management
- 2014-2018: Student at The University of Tennessee

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients.

Mr. Austin Robinson does has no other business activities and therefore has no conflicts of interest within her role.

## **Item 5- Additional Compensation**

Mr. Austin Robinson does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Austin Robinson. The advisory activity of Mr. Robinson, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Austin Robinson's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Michael Habermann, AIF®, ChFC®

**Investment Consultant** 

8000 Norman Center Dr, Suite 400 | Bloomington, MN 55437

(952) 322-9073

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

September 18th, 2020

This Brochure Supplement provides information about Mr. Michael Habermann that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Michael Habermann is available on the SEC's website at www.adviserinfo.sec.gov.

## **Item 2- Educational Background and Business Experience**

Mr. Michael Habermann (born in 1976)

#### **Education:**

- BA Sociology University of Minnesota Twin Cities
- AA Normandale Community College

#### **Business Experience (last five years):**

- 2020 to Present: Investment Consultant at USI Advisors, Inc.
- 2004 2020: Retirement Plan Consultant, Vice President Client Service Manager at Associated Financial Group, LLC

#### **Certifications:**

**ACCREDITED INVESTMENT FIDUCIARY®** 

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary360 (fi306) company. An Accredited Investment Fiduciary certificant must demonstrate specialized knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit www.fi360.com.

### **Chartered Financial Consultant® (ChFC)**

Conferred by The American College, this professional designation requires individuals to meet the following requirements:

- Three years of full-time business experience within the five years preceding the awarding of the designation
- Seven core and two elective courses, equivalent of 27 semester credit hours
- Final closed-book, proctored exam for each course
- 30 CE credits every two years

#### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Michael Habermann is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). The firm does not perceive a conflict of interest in Mr. Michael Habermann holding this role: as he is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### Other Credentials:

- Series 7 (General Securities Representative)
- Series 63 (Uniform Securities Agent State Law Examination)
- Series 24 (General Securities Principal Exam)
- Chartered Life Underwriter (CLU)

## **Item 5- Additional Compensation**

Mr. Michael Habermann does not receive any additional economic benefit from third parties for providing advisory services.

### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Michael Habermann. The advisory activity of Mr. Habermann, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Michael Habermann's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Ryan Boutwell, AIF®, CEBS®

**Investment Consultant** 

8000 Norman Center Dr, Suite 610 | Bloomington, MN 55437

(952) 945-0200

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

August 26th, 2020

This Brochure Supplement provides information about Mr. Ryan Boutwell that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Ryan Boutwell is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

## **Item 2- Educational Background and Business Experience**

Mr. Ryan Boutwell (born in 1977)

#### **Education:**

- BS Information Management Gustavus Adolphus College
- Series 65 (Uniform Investment Adviser Law Examination)

#### **Business Experience (last five years):**

- 2020 to Present: Investment Consultant at USI Advisors, Inc.
- 2015 2020: Retirement Plan Consultant at Associated Financial Group, LLC

#### **Certifications:**

#### **ACCREDITED INVESTMENT FIDUCIARY®**

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary360 (fi306) company. An Accredited Investment Fiduciary certificant must demonstrate specialized knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit www.fi360.com.

## The Certified Employee Benefit Specialist (CEBS)

Conferred by International Foundation of Employee Benefit Plans and Wharton School of the University of Pennsylvania, this professional designation requires individuals to meet the following requirements:

- Six required courses and two electives from CEBS curriculum
- Computer-based test for each course
- 30 CE credits every two years

#### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### Item 4- Other Business Activities

Mr. Ryan Boutwell is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). The firm does not perceive a conflict of interest in Mr. Ryan Boutwell holding this role: as he is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### Other Credentials:

- Series 7 (General Securities Representative)
- Series 63 (Uniform Securities Agent State Law Examination)

## **Item 5- Additional Compensation**

Mr. Ryan Boutwell does not receive any additional economic benefit from third parties for providing advisory services.

### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Ryan Boutwell. The advisory activity of Mr. Boutwell, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Ryan Boutwell's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Troy Larsen, AIF®, CEBS®

**Investment Consultant** 

8000 Norman Center Dr, Suite 400 | Bloomington, MN 55437

(952) 945-9292

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

September 16th, 2020

This Brochure Supplement provides information about Mr. Troy Larsen that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Troy Larsen is available on the SEC's website at www.adviserinfo.sec.gov.

#### **Item 2- Educational Background and Business Experience**

Mr. Troy Larsen (born in 1975)

#### Education:

• BA – Business Administration - University of North Dakota

### **Business Experience (last five years):**

- 2020 to Present: Investment Consultant at USI Advisors, Inc.
- 2011 2020: Retirement Plan Consultant at Associated Financial Group, LLC

#### **Certifications:**

## **ACCREDITED INVESTMENT FIDUCIARY®**

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary360 (fi306) company. An Accredited Investment Fiduciary certificant must demonstrate specialized

knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit <u>www.fi360.com</u>.

#### The Certified Employee Benefit Specialist (CEBS)

Conferred by International Foundation of Employee Benefit Plans and Wharton School of the University of Pennsylvania, this professional designation requires individuals to meet the following requirements:

- Six required courses and two electives from CEBS curriculum
- Computer-based test for each course
- 30 CE credits every two years

#### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Troy Larsen is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). The firm does not perceive a conflict of interest in Mr. Troy Larsen holding this role: as he is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### **Other Credentials:**

- Series 7 (General Securities Representative)
- Series 63 (Uniform Securities Agent State Law Examination)

#### **Item 5- Additional Compensation**

Mr. Troy Larsen does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Troy Larsen. The advisory activity of Mr. Larsen, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Troy Larsen's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Scott Waskiewicz, AIF®

**Investment Consultant** 

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033

(860) 652-1030

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

September 18th, 2020

This Brochure Supplement provides information about Mr. Scott Waskiewicz that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Scott Waskiewicz is available on the SEC's website at www.adviserinfo.sec.gov.

## **Item 2- Educational Background and Business Experience**

Mr. Scott Waskiewicz (born in 1989)

#### **Education:**

- BS Providence College
- MBA Providence College School of Business
- Series 65 (Uniform Investment Adviser Law Examination)

#### Business Experience (last five years):

- 2021 to Present: Investment Consultant at USI Advisors, Inc.
- 2016 2021: Regional Sales Representative, Amundi (Amundi/Pioneer)

#### Certifications:

#### **ACCREDITED INVESTMENT FIDUCIARY®**

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary360 (fi306) company. An Accredited Investment Fiduciary certificant must demonstrate specialized knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit www.fi360.com.

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients.

Mr. Scott Waskiewicz has no other business activities and therefore has no conflicts of interest within his role.

#### Other Credentials:

- Series 6 (Investment Company Products/Variable Contracts Limited Representative)
- Series 7 (General Securities Representative)
- Series 63 (Uniform Securities Agent State Law Examination)

## **Item 5- Additional Compensation**

Mr. Scott Waskiewicz does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Scott Waskiewicz. The advisory activity of Mr. Waskiewicz, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Scott Waskiewicz's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Nikolas Venuto

**Investment Consultant** 

4370 La Jolla Village Drive, Suite 310 | San Diego, CA 92122

(858) 477-9213

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

February 3rd, 2022

This Brochure Supplement provides information about Mr. Nikolas Venuto that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Nikolas Venuto is available on the SEC's website at www.adviserinfo.sec.gov.

## **Item 2- Educational Background and Business Experience**

Mr. Nikolas Venuto (born in 1994)

#### **Education:**

• BS – Business Administration – Bucknell University, PA

#### **Business Experience (last five years):**

- 2021 to Present: Investment Consultant at USI Advisors, Inc.
- 2019 2021: Senior Financial Analyst MyCIO Wealth Partners
- 2017 2018: Audit Senior Assistant, Deloitte and Touche

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Nikolas Venuto is not actively engaged in any such activities.

## **Item 5- Additional Compensation**

Mr. Nikolas Venuto does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Nikolas Venuto. The advisory activity of Mr. Venuto, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Nikolas Venuto's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Jacob Soinski

**Investment Consultant** 

1001 Lakeside Avenue, Suite 1200 | Cleveland, OH 44114

(610) 619-5624

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

September 20th, 2022

This Brochure Supplement provides information about Mr. Jacob Soinski that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Jacob Soinski is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

## **Item 2- Educational Background and Business Experience**

Mr. Jacob Soinski (born in 1996)

#### Education:

- BBA Finance/Economics University of Akron, OH
- Series 66 (Uniform Combined State Law Examination)
- CFP (CERTIFIED FINANCIAL PLANNER®) Conferred by the CFP Board, this
  professional designation requires individuals to meet the following requirements:
  Bachelor's degree (or higher), CFP Certification Examination, Three years of full-time
  relevant personal financial planning experience is required, and CFP® Certification
  Application. CFP® certification also requires you to agree to adhere to CFP Board's
  Code of Ethics and Professional Responsibility, Rules of Conduct and Financial
  Planning Practice Standards, and acknowledge CFP Board's right to enforce them
  through its Disciplinary Rules and Procedures

- CFA (Chartered Financial Analyst) Conferred by the CFA Institute, this professional designation requires individuals to meet the following requirements:
  - Complete the CFA Program Self-study program (250 hours of study for each of the 3 levels)
  - Pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct
  - Have four years of qualified investment work experience
  - Become a regular member of CFA Institute and apply for membership to a local CFA member society.

## **Business Experience (last five years):**

- 2022 to Present: Investment Consultant at USI Advisors, Inc.
- 2017 2022: Senior Financial Planner, Valmark Financial Group

#### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Jacob Soinski is not actively engaged in any such activities.

### **Item 5- Additional Compensation**

Mr. Jacob Soinski does not receive any additional economic benefit from third parties for providing advisory services.

## **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Jacob Soinski. The advisory activity of Mr. Soinski, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Jacob Soinski's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised

person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## **Brandon Fox**

**Investment Consultant** 

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033

(860) 652-1017

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

February 27th, 2023

This Brochure Supplement provides information about Mr. Brandon Fox that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Brandon Fox is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

## **Item 2- Educational Background and Business Experience**

Mr. Brandon Fox (born in 1997)

#### Education:

- MBA Finance/Accounting Central CT State University
- Series 65 (Uniform Investment Adviser Law Examination)
- CFS (CERTIFIED FUND SPECIALIST) Conferred by the Institute of Business and Finance, this professional designation requires individuals to meet the following requirements: A bachelor's degree, or 1 year of financial services work experience, the candidate must complete a Self Study Program (6 modules), three exams and a case study.

#### Business Experience (last five years):

• 2023 to Present: Investment Consultant at USI Advisors, Inc.

- 2021 2022: Wealth Management Advisor/Financial Analyst, Joyce Financial
- 2019 2022: Financial Advisor, Northwestern mutual Investment Services

#### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Brandon Fox is not actively engaged in any such activities.

## **Item 5- Additional Compensation**

Mr. Brandon Fox does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Brandon Fox. The advisory activity of Mr. Fox, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Brandon Fox's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

## Brandon Quanci

**Investment Consultant** 

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033

(860) 652-1016

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## USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

June 26th, 2023

This Brochure Supplement provides information about Mr. Brandon Quanci that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Brandon Quanci is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

## **Item 2- Educational Background and Business Experience**

Mr. Brandon Quanci (born in 1998)

#### Education:

- Bachelors of Science University of Deleware
- Series 65 (Uniform Investment Adviser Law Examination)

#### Business Experience (last five years):

- 2023 to Present: Investment Consultant at USI Advisors, Inc.
- 2021 2023: Financial Analyst, MyCIO Wealth Partners, LLC
- 2020 2021: Lead Mentor, Lerner College of Business Finance Department

# **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Brandon Quanci is not actively engaged in any such activities.

# **Item 5- Additional Compensation**

Mr. Brandon Quanci does not receive any additional economic benefit from third parties for providing advisory services.

# **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Brandon Quanci. The advisory activity of Mr. Quanci, including the investment advice that he provides, is reviewed on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Brandon Quanci's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer. The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Carter Spencer

**Investment Consultant** 

6501 S. Fiddlers Green Circle #100, Greenwood Village, CO 80111

(860) 652-1017

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

July 27th, 2023

This Brochure Supplement provides information about Ms. Carter Spencer that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Ms. Carter Spencer is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

# **Item 2- Educational Background and Business Experience**

Ms. Carter Spencer (born in 1994)

#### **Education:**

- Bachelors of Science, Finance University of South Carolina
- Series 66 (Uniform Investment Advisor Combined State Law Examination)

#### Business Experience (last five years):

- 2023 to Present: Investment Consultant at USI Advisors, Inc.
- 2019 2023: Client Services, UBS Financial Services
- 2018 2019: Associate, Dimensional Fund Advisors

# **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Carter Spencer is not actively engaged in any such activities.

# **Item 5- Additional Compensation**

Ms. Carter Spencer does not receive any additional economic benefit from third parties for providing advisory services.

# **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Ms. Carter Spencer. The advisory activity of Ms. Spencer, including the investment advice that she provides, is reviewed on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Ms. Carter Spencer's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer. The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Stuart Herskowitz, AIF®

Vice President Retirement Plan Sales

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033

(860) 878-1199

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

November 3, 2023

This Brochure Supplement provides information about Mr. Stuart Herskowitz that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Stuart Herskowitz is available on the SEC's website at www.adviserinfo.sec.gov.

# **Item 2- Educational Background and Business Experience**

Mr. Stuart Herskowitz (born in 1963)

#### **Education:**

- BS Chemistry William Paterson University
- Series 65 (Uniform Investment Advisor Law Examination)

# **Business Experience (last five years):**

- 2023 to Present: Vice President at USI Advisors, Inc.
- 1996 2023: Sr. Vice President, Hooker and Holcombe Inc.

#### **Certifications:**

#### **ACCREDITED INVESTMENT FIDUCIARY®**

ACCREDITED INVESTMENT FIDUCIARY® and AIF® are federally-registered professional certification marks granted by the Center for Fiduciary Studies, LLC, a Fiduciary360 (fi306)

company. An Accredited Investment Fiduciary certificant must demonstrate specialized knowledge of fiduciary standards of care in the investment management process. To attain the right to use the AIF® marks, an individual must satisfactorily fulfill the following requirements:

- Education Complete a course of study addressing prudent practices for investment fiduciaries
- Examination Pass the comprehensive, closed-book examination, which includes practical knowledge questions over a variety of topics related to fiduciary rules
- Ethics Agree to comply with the AIF® Code of Ethics, which is annually renewed
- Continuing Education Complete 6 hours of continuing education annually

To learn more about the AIF® designation, visit www.fi360.com.

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

Mr. Stuart Herskowitz is a registered representative of USI Securities, Inc. (a securities broker-dealer Member FINRA/SIPC affiliated with USI Advisors, Inc.). The firm does not perceive a conflict of interest in Mr. Stuart Herskowitz holding this role: as he is a salaried employee, does not have product or revenue related sales goals, and is not compensated based upon commissions or revenue generated through the implementation of the investment advice that he provides.

#### Other Credentials:

- Series 6 (Investment Company and Variable Contracts Products Representative)
- Series 63 (Uniform Securities Agent State Law Examination)
- Series 26 (Investment Company and Variable Contracts Principal Qualification)

#### **Item 5- Additional Compensation**

Mr. Stuart Herskowitz does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Mr. Stuart Herskowitz. The advisory activity of Mr. Herskowitz, including the investment

advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Herskowitz's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Pamela Minish, CFA, CAIA

Senior Investment Consultant

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033

(860) 856-2084

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

November 3, 2023

This Brochure Supplement provides information about Ms. Pamela Minish that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Ms. Pamela Minish is available on the SEC's website at www.adviserinfo.sec.gov.

#### **Item 2- Educational Background and Business Experience**

Ms. Pamela Minish (born in 1962)

#### **Education:**

- BS Vanderbilt University
- MIM Thunderbird School of International Management
- CFA (Chartered Financial Analyst) Conferred by the CFA Institute, this professional designation requires individuals to meet the following requirements:
  - Complete the CFA Program Self-study program (250 hours of study for each of the 3 levels)
  - Pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct
  - Have four years of qualified investment work experience
  - Become a regular member of CFA Institute and apply for membership to a local CFA member society.

- CAIA (Chartered Alternative Investment Analyst) Conferred by the Chartered
  Alternative Investment Analyst Association, this professional designation requires
  individuals to meet the following requirements: Bachelor's or equivalent degree and
  more than one year of business experience in the financial industry, or 4 years of
  experience in the financial industry, and a self-study certification program which
  requires the successful completion of both the Level I and Level II examinations.
- Series 65 (Uniform Investment Adviser Law Examination)

### Business Experience (last five years):

- 2023 to present: Senior Investment Consultant at USI Advisors, Inc.
- 2018 to 2023: Managing Director, Hooker and Holcombe Investment Advisors, Inc.

# **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Pamela Minish is not actively engaged in any such activities.

#### Other Credentials:

- Series 7 (General Securities Representative)
- Series 63 (Uniform Securities Agent State Law Examination)

#### **Item 5- Additional Compensation**

Ms. Pamela Minish does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Pamela Minish. The advisory activity of Ms. Minish, including the investment advice that she provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Ms. Minish's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.

# Michael Baron

**Director of Investment Advisory Services** 

95 Glastonbury Boulevard Suite 102, Glastonbury CT 06033

(860) 856-2084

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# USI Advisors, Inc.

95 Glastonbury Blvd. Suite 102, Glastonbury, CT 06033

(860) 633-5283

December 2, 2024

This Brochure Supplement provides information about Mr. Michael Baron that supplements the USI Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact Melinda Robidoux at (860) 368-2909 if you did not receive USI Advisors, Inc.'s ("USI Advisors") Brochure or if you have any questions about the contents of this supplement.

Additional information about Mr. Michael Baron is available on the SEC's website at www.adviserinfo.sec.gov.

#### **Item 2- Educational Background and Business Experience**

Mr. Michael Baron (born in 1974)

#### **Education:**

- BA, Mathematics Manhattan University
- MBA University of Hartford

#### **Business Experience (last five years):**

- 2024 to present: Director, Investment Advisory Services at USI Advisors, Inc.
- 2022 to 2024: Vice President, AUM at Empower
- 2019 to 2022: Vice President, Investment Strategy at Prudential Retirement

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

#### **Item 4- Other Business Activities**

USI Advisors is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Michael Baron is not actively engaged in any such activities.

#### Other Credentials:

- Series 6 (Investment Company and Variable Contracts Products Representative)
- Series 63 (Uniform Securities Agent State Law Examination)
- Series 26 (Investment Company and Variable Contracts Principal Qualification)

# **Item 5- Additional Compensation**

Mr. Michael Baron does not receive any additional economic benefit from third parties for providing advisory services.

#### **Item 6 - Supervision**

USI Advisors, Inc. is responsible for the oversight of all of its supervised persons, including Michael Baron. The advisory activity of Mr. Baron, including the investment advice that he provides, is reviewed, on an ongoing basis and (when possible) prior to dissemination, by the President of USI Advisors, Inc. (Mr. Michael Welz, 860-368-2908).

Additionally, the firm reviews Mr. Baron's activities as part of an annual firm internal examination. This examination is conducted by the firm's Chief Compliance Officer (Melinda Robidoux at (860) 368-2909). The CCO assesses the adequacy of the firm's policies, procedures and protocols and, on an ongoing basis, evaluates whether each supervised person is in compliance with both the firm's Written Supervisory Procedures and its Code of Ethics.