



**PART 2B OF FORM ADV:  
BROCHURE SUPPLEMENT**

**Thomas S. Stephens**

5840 W. Sam Houston Pkwy  
Suite 100  
Houston, TX 77072  
(713) 416-0157

**SUPERVISION**

Casey L. Pinckard  
6012 W William Cannon Dr., STE  
A101  
Austin, TX 78749  
(512) 328-7526

This Brochure Supplement provides information about Thomas S. Stephens that is an accompaniment to the Disclosure Brochure for our firm, Cambridge Investment Research Advisors, Inc (CIRA). You should have received both of these together as a complete disclosure packet. If you did not receive our Disclosure Brochure or if you have questions about this Brochure Supplement for Thomas S. Stephens, you are welcome to contact us through the information listed to the left.

Additional information about Thomas S. Stephens is available on the SEC website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Please be aware that not all states require registration and therefore your Advisor may not show up on the SEC website.

**Thomas S. Stephens**

CRD#: 5903454  
Year of Birth: 1949

**EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

**Education**

University of Dallas , MBA, 1979, 1982

Wayne State University, Business Continued , 1972, 1974

Wayne State University , Business , 1967, 1968

**Business Background**

Investment Advisor Representative , Cambridge Investment  
Research Advisors, Inc.,  
April 2018 To Present

Registered Representative , Cambridge Investment Research, Inc. ,  
April 2018 To Present

Investment Advisor Representative , Robertson Wealth  
Management, LLC. ,  
May 2017 To April 2018

Investment Advisory Representative , First Allied Advisory Services,  
Inc. ,  
May 2016 To April 2018

Financial Advisor , First Allied Securities, Inc. ,  
May 2016 To April 2018

Registered Representative , LPL Financial, LLC ,  
April 2013 To May 2016

## **DISCIPLINARY INFORMATION**

Thomas S. Stephens has no legal or disciplinary events to report.

## **OTHER BUSINESS ACTIVITIES**

In addition to serving as your investment advisory representative Thomas S. Stephens is engaged in the following business activities:

Author - Thomas S Stephens

Insurance Agent/Sales - Thomas S Stephens

Trustee - Thomas S Stephens

Web Site - Thomas S Stephens

There are certain business activities in which an investment advisor representative can engage that present potential conflicts of interest. If applicable, additional disclosure relevant to your Advisor's outside business activities are outlined below. Please note that these are potential conflicts of interest and it is your Advisor's fiduciary duty to act in your best interest. If you have any questions about the disclosures please ask your Advisor as this is an opportunity to better understand your relationship and your Advisor's activities.

Your advisor is also a registered representative with Cambridge Investment Research, Inc., ("Cambridge") a registered securities broker/dealer, member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investors Protection Corporation (SIPC). When acting as a registered representative of Cambridge, your advisor sells, for commissions, general securities products such as stocks, bonds, mutual funds, exchange-traded funds, and variable annuity and variable life products to advisory clients. Clients are not obliged to purchase or sell securities through Cambridge or their Advisor. However, if you choose to establish an account with your Advisor, it is important to understand that due to regulatory constraints, your Advisor must place all purchases and sales of securities products in commission-based accounts through Cambridge or other institutions approved by Cambridge.

The receipt of commissions creates an incentive for your Advisor to recommend those products for which they will receive a commission. Consequently, the objectivity of the advice rendered to clients could be biased. Your Advisor controls for this potential conflict of interest by discussing with clients their specific needs, the benefits and negatives of establishing a fee-based account through CIRA versus establishing a commission-based account through Cambridge Investment Research, Inc. and also the compensation arrangements under the different scenarios.

Certain mutual fund companies, as outlined in the fund's prospectus, pay 12b-1 fees. 12b-1 fees are considered marketing or distribution fees and come from fund assets, therefore, indirectly from client assets. With your managed accounts, 12b-1 (marketing and distribution) fees and trail earned will be credited to your account at the clearing firm whenever possible. When 12b-1 fees and trails are received by your Advisor Representative in his/her capacity as Registered Representative of Cambridge, the investment advisory fee will be lowered, or offset by that amount.

Your Advisor is independently licensed to sell insurance and annuity products through various insurance companies. When acting in this capacity, your Advisor will receive commissions for selling insurance and annuity products. Clients can choose any independent insurance agent and insurance company to purchase insurance products and are not obligated to purchase insurance products through your Advisor. Regardless of the insurance agent selected, the insurance agent or agency receives normal commissions from the sale. The receipt of compensation and other potential incentive benefits creates an incentive to recommend products to clients. At the time of any recommendations your Advisor will discuss the products, your needs and any compensation arrangements.

## **ADDITIONAL COMPENSATION**

In addition to the description of other business activities outlined above, some Advisors receive additional benefits from CIRA when assets are held through investment management platforms offered by CIRA, which may include CIRA's CAAP program (also described in CIRA's Disclosure Brochure). The benefits received are in addition to the advisory fees received by your Advisor for serving as the investment advisor representative to the client's account. These benefits

include but are not limited to discounts on performance reporting software and participation in conferences.

Certain product sponsors provide your Advisor with economic benefits as a result of your Advisor's recommendation or sale of the product sponsors' investments. The economic benefits received can include but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, payment of travel expenses, and tools to assist your Advisor in providing various services to clients. These economic benefits may be received directly by your Advisor or indirectly through CIRA and/or Cambridge Investment Research, Inc. who have entered into specific arrangements with product sponsors. These economic benefits could influence your advisor to recommend certain products/programs over others. Please review the CIRA and Cambridge Revenue Sharing Disclosure located at [www.cir2.com](http://www.cir2.com) for further information. It is also available upon request.

Your Advisor's investment advisory activities are supervised by Casey L. Pinckard. Casey L. Pinckard monitors the recommendations provided by your Advisor and any transactions that are executed in your advisory accounts. Supervision is conducted through electronic reporting as well as personal communications and visits with your Advisor.