

Part 2B of Form ADV: Brochure Supplement

Financial Management Strategies, Inc.

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This brochure supplement provides information about Carl Camillo that supplements the Financial Management Strategies, Inc. brochure. You should have received a copy of that brochure. Please contact Carl Camillo if you did not receive Financial Management Strategies, Inc.'s brochure or if you have any questions about the contents of this supplement.

Additional information about Carl Camillo is available on the SEC's website at www.adviserinfo.sec.gov

ITEM 2 EDUCATIONAL, BACKGROUND AND BUSINESS EXPERIENCE

Full Legal Name: Carl Camillo

Education:

- Case Western Reserve University, Cleveland, Ohio; BS; Business Management
- Weatherhead School of Management, Cleveland, Ohio; MBA

Business Experience:

- Financial Management Strategies, Inc.; Investment Adviser Representative; 04/2000 to Present
- Cetera Advisor Networks, LLC; Registered Representative & Investment Advisor Representative; 09/2013 to Present
- Plancorp, Inc.; Financial Advisor; 03/1996 to Present
- Walnut Street Securities; Registered Representative & Investment Adviser Representative; 03/1996 to 09/2013

Designations:

Carl Camillo has earned the following designation(s) and is in good standing with the granting authority:

- *Accredited Estate Planner® (AEP®); The National Association of Estate Planners & Councils*
The AEP® designation is awarded by the National Association of Estate Planners & Councils (NAEPC) to professionals who meet stringent experience and education qualifications, including two graduate level courses administered by The American College. Candidate must be an attorney, CLU®, CPA, CTFA, ChFC® or CFP®.
- *CERTIFIED FINANCIAL PLANNER™ (CFP®); The Certified Financial Planner Board of Standards, Inc.*
The program is administered by the Certified Financial Planner Board of Standards, Inc. Those with the CFP® designation have demonstrated competency in all areas of finance related to financial planning. Candidates complete studies on over 100 topics, including stocks, bonds, taxes, insurance, retirement planning and estate planning. In addition to passing the CFP® certification exam, candidates must also complete qualifying work experience and agree to adhere to the CFP® Board's code of ethics and professional responsibility and financial planning standards.
- *Chartered Financial Consultant® (ChFC®); The American College*
The ChFC® program is administered by the American College, Bryn Mawr, Pennsylvania. This designation has the same core curriculum as the CFP® designation, plus two or three additional elective courses that focus on various areas of personal financial planning. In addition to successful completion of an exam on areas of financial planning, including

income tax, insurance, investment and estate planning, candidates are required to have a minimum of 3 years of experience in a financial industry position.

- *Chartered Life Underwriter® (CLU®); The American College*
A CLU® is a professional advisor in all of the areas of business and family financial security that are encompassed by life insurance. In the United States, The American College, located in Bryn Mawr, Pennsylvania, is the accredited institution that awards this designation. To become a CLU®, an individual must successfully complete a comprehensive course of study and demonstrate competence by passing a series of eight, college-level examinations in several subject areas including: life insurance, pensions, taxation, finance, economics and business, and estate planning. Rigid ethical and experience requirements also must be met.
- *Registered Employee Benefits Consultant® (REBC®) – The American College*
The REBC® designation is offered and recognized by The American College. To earn the professional designation, candidates must have 3 years of full-time business experience and must be within 5 years preceding the date of the award. An undergraduate or graduate degree from an accredited education institution qualifies as 1 year of business experience. Part-time qualifying business experience is credited toward the 2 year requirement on an hourly basis with 2,000 hours representing the equivalent of 1 year full-time experience. Candidates must complete 3 required courses and 2 elective courses, meet experience requirements and ethics standards and agree to comply with The American College Code of Ethics and Procedures. Every 2 years, 30 hours of continuing education must be completed.
- *Registered Health Underwriter® (RHU®) – The American College*
The RHU® designation is offered and recognized by The American College. To earn the professional designation, candidates must have 3 years of full-time business experience and must be within the 5 years preceding the date of the award. An undergraduate or graduate degree from an accredited education institution qualifies as 1 year of business experience. Part-time qualifying business experience is credited toward the 3 year requirement on an hourly basis with 2,000 hours representing the equivalent of 1 year full-time experience. Candidates must complete 2 required courses and 1 elective course, meet the experience requirements and ethics standards and agree to comply with The American College Code of Ethics and Procedures. Every 2 years, 30 hours of continuing education must be completed.
- *Accredited Investment Fiduciary® (AIF®) – The Center for Fiduciary Studies*
The AIF® designation is obtained by completing a web based or capstone program and a final certification exam. There is no prerequisite. The designation requires 6 hours of continuing education every year.

ITEM 3 DISCIPLINARY INFORMATION

Carl Camillo has no reportable disciplinary history.

ITEM 4 OTHER BUSINESS ACTIVITIES

A. Investment Related Activities

- Carl Camillo is separately licensed as a registered representative of Cetera Advisor Networks, LLC, a registered broker-dealer, a member firm of FINRA, SIPC, and an SEC registered investment adviser. Mr. Camillo receives commissions, bonuses, and other compensation for the sale of securities and other investment products. FMS is not affiliated with Cetera Advisor Networks, LLC.
- Carl Camillo is separately licensed as an investment adviser representative of Cetera Advisor Networks, LLC. In that capacity, Mr. Camillo can provide advisory services through Cetera Advisor Networks, LLC for which he receives separate fee compensation. The advisory services delivered by Cetera Advisor Networks, LLC are separate from those provided by FMS.

B. Non-Investment Related Activities

- Carl Camillo is licensed separately as an agent for the sale of life, health, and long-term care insurance and annuity products. Mr. Camillo receives commissions, bonuses, and other compensation for the sale of insurance and annuity products. The sale of any insurance or fixed annuity products is separate from the services provided by FMS.
- Carl Camillo is not engaged in any other business or occupation, except as noted, that provides substantial compensation or involves a substantial amount of his time.
- Carl Camillo is an Emeritus Board Member of the Cleveland Chapter of the National Association of Insurance and Financial Advisors (NAIFA)
- Carl Camillo serves as an expert witness in securities arbitration cases.

C. Investment Related and Non-Investment Related Activity Conflicts of Interest

- Receipt of additional compensation by Carl Camillo creates a conflict of interest that could impair objectivity when making advisory recommendations as it provides an incentive to recommend investment related products based on the compensation received rather than a client's needs. As a result, FMS requires Mr. Camillo to follow the guidelines of the firm's Code of Ethics that includes a duty to put a client's interests first, to disclose to clients any conflict of interest, to inform clients there is no obligation to purchase any investment products through Cetera Advisor Networks, LLC as part of an advisory relationship with FMS, and to inform clients there is no obligation to purchase any insurance or fixed annuity products as part of an advisory relationship with FMS.

ITEM 5 ADDITIONAL COMPENSATION

Carl Camillo does not receive any economic benefit from a non-advisory client for the provision of advisory services.

ITEM 6 SUPERVISION

Supervisor: Jennifer Soltis

Title: Chief Compliance Officer

Phone Number: (216) 642-1099