

**Part 2B of Form ADV: Brochure Supplement**

**Financial Management Strategies, Inc.**

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This brochure supplement provides information about Thomas Stapel that supplements the Financial Management Strategies, Inc. brochure. You should have received a copy of that brochure. Please contact Thomas Stapel 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 Thomas Stapel is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

## **ITEM 2 EDUCATIONAL, BACKGROUND AND BUSINESS EXPERIENCE**

**Full Legal Name:** Thomas Stapel

**Born:** 1949

### **Education:**

- Kent State University, Kent, Ohio; BS; Secondary Education; 1972

### **Business Experience:**

- Zito Insurance Agency; Financial Advisor; 10/2010 – Present
- Walnut Street Securities; Registered Representative & Investment Adviser Representative; 10/2010 – Present
- Financial Management Strategies, Inc.; Investment Adviser Representative; 10/2010 - Present
- AXA Advisors; Financial Advisor; 10/2008 - 10/2010
- Fifth Third Bank; Financial Advisor; 01/2005 - 04/2008

### **Designations:**

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

- None

## **ITEM 3 DISCIPLINARY INFORMATION**

Thomas Stapel has no reportable disciplinary history.

## **ITEM 4 OTHER BUSINESS ACTIVITIES**

### **A. Investment Related Activities**

- Thomas Stapel is separately licensed as a registered representative of Walnut Street Securities, Inc. (WSS), a registered broker-dealer that is part of the MetLife Broker-Dealer Group, a member firm of FINRA, SIPC, and an SEC registered investment adviser. Mr. Stapel receives commissions, bonuses, and other compensation for the sale of securities and other investment products. FMS is not affiliated with WSS.
- Thomas Stapel is separately licensed as an investment adviser representative of WSS. In that capacity, Mr. Stapel can provide advisory services through WSS for which he receives separate fee compensation. The advisory services delivered by WSS are separate from those provided by FMS.

## **B. Non-Investment Related Activities**

- Thomas Stapel is licensed separately as an agent for the sale of life, health, and long-term care insurance and annuity products. Mr. Stapel 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.
- Thomas Stapel is not engaged in any other business or occupation, except as noted, that provides substantial compensation or involves a substantial amount of his time.

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

- Receipt of additional compensation by Thomas Stapel 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. Stapel 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 WSS 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**

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

## **ITEM 6      SUPERVISION**

**Supervisor:** Jeffrey C. Knox

**Title:** President

**Phone Number:** (216) 642-1099