



**ADVISOR NAME:** Joseph Tranchini

**BUSINESS ADDRESS:** 3750 Park East Drive, Suite 200, Beachwood, OH 44122

**TELEPHONE NUMBER:** 440-785-1141

Item 1 - Cover Page

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

### **Stratos Wealth Partners, Ltd.**

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Beachwood, OH 44122

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This brochure supplement provides information about Stratos Wealth Partners, Ltd., that supplements the Stratos Wealth Partners, Ltd., brochure. You should have received a copy of that brochure. Please contact Stratos Wealth Partners, Ltd., at 440-519-2500 if you did not receive Stratos Wealth Partners, Ltd.'s brochure or if you have any questions about the contents of this supplement.

Additional information about Joseph Tranchini also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



## Joseph Tranchini

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Investment Advisor Representative

### Item 2 - Educational Background and Business Experience

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**Year of Birth:** 1993

**Education:**

Penn State University: 06/2012 – 05/2016, Bachelor of Science, Finance

**Business Background:**

Stratos Wealth Partners, Ltd: 01/2019 – present, Investment Advisor Representative

Stratos Wealth Partners, Ltd: 07/2018 - present, Investment Research Specialist, Client Relationship Specialist

LPL Financial LLC: 07/2018– present, Registered Representative

Unemployed: 10/2016 – 07/2018

Strategic Investment Group: 06/2016 – 10/2016, Analyst, Equities Team

**Professional Designations**

Joseph Tranchini holds the following designations:

Chartered Financial Analyst® CFA® - a globally recognized professional designation given by the CFA Institute that measures and certifies the competence and integrity of financial analysts. To become a CFA Charterholder, candidates are required to pass three levels of exams covering areas such as accounting, economics, ethics, money management and security analysis. They must also have four years (48 months) of qualified work experience (or a combination of education and work experience acceptable by the CFA Institute), become a member of the CFA Institute and pay dues, and adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct.

**CERTIFIED FINANCIAL PLANNER™ (CFP®)**

I am certified for financial planning services in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board"). Therefore, I may refer to myself as a CERTIFIED FINANCIAL PLANNER™ professional or a CFP® professional, and I may use these and CFP Board's other certification marks (the "CFP Board Certification Marks"). CFP® certification is voluntary. No federal or state law or regulation requires financial planners to hold CFP® certification. You may find more information about CFP® certification at [www.cfp.net](http://www.cfp.net).

CFP® professionals have met CFP Board's high standards for education, examination, experience, and ethics. To become a CFP® professional, an individual must fulfill the following requirements:

- **Education** – Earn a bachelor's degree or higher from an accredited college or university and complete CFP Board-approved coursework at a college or university through a CFP Board Registered Program. The coursework covers the financial planning subject areas CFP Board has determined are necessary for the competent and professional delivery of financial planning services, as well as a comprehensive financial plan

development capstone course. A candidate may satisfy some of the coursework requirement through other qualifying credentials.

- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination is designed to assess an individual’s ability to integrate and apply a broad base of financial planning knowledge in the context of real-life financial planning situations.
- **Experience** – Complete 6,000 hours of professional experience related to the personal financial planning process, or 4,000 hours of apprenticeship experience that meets additional requirements.
- **Ethics** – Satisfy the *Fitness Standards for Candidates for CFP® Certification and Former CFP® Professionals Seeking Reinstatement* and agree to be bound by CFP Board’s *Code of Ethics and Standards of Conduct (“Code and Standards”)*, which sets forth the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements to remain certified and maintain the right to continue to use the CFP Board Certification Marks:

- **Ethics** – Commit to complying with CFP Board’s *Code and Standards*. This includes a commitment to CFP Board, as part of the certification, to act as a fiduciary, and therefore, act in the best interests of the client, at all times when providing financial advice and financial planning. CFP Board may sanction a CFP® professional who does not abide by this commitment, but CFP Board does not guarantee a CFP® professional's services. A client who seeks a similar commitment should obtain a written engagement that includes a fiduciary obligation to the client.
- **Continuing Education** – Complete 30 hours of continuing education hours every two years to maintain competence, demonstrate specified levels of knowledge, skills, and abilities, and keep up with developments in financial planning. Two of the hours must address the *Code and Standards*.

### Item 3 - Disciplinary Information

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There are no disciplinary actions to report on this individual.

### Item 4 - Other Business Activities

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Joseph Tranchini is also a registered representative with LPL Financial, a registered broker/dealer and member of FINRA. In such capacity he may sell securities through LPL Financial and receive normal and customary commissions as a result of such purchases and sales. Clients may establish multiple accounts with a representative, some of which are subject to an investment advisory relationship through Stratos, while other accounts of the same client (also serviced by the same representative) may operate under a brokerage relationship through LPL. The distinction between the advisory and brokerage relationship with a client is important for the client, because an advisory relationship imposes a fiduciary duty under section 206 of the Advisers Act where the standard of care when recommending securities to clients (e.g., a need to demonstrate the transaction is in the client’s best interest) is higher than in the case of a brokerage relationship where the standard is “suitability”, which may merely determine whether the recommended security is appropriate for the client and adheres to the client’s investment objectives and risk tolerance, and not necessarily in the client’s best interest. The client is under no obligation to purchase or sell securities through Joseph Tranchini on a commissionable basis. In addition, he may receive other compensation such as mutual fund or money market 12b-1 fees and variable annuity trails. The potential for receipt of commissions and other compensation gives Joseph Tranchini an incentive to recommend investment products based on compensation received, rather than on the client’s needs. To address this, disclosure is made to the client at

the time a brokerage account is opened through LPL Financial, identifying the nature of the transaction or relationship, the role to be played by LPL Financial and Joseph Tranchini, and any compensation (e.g., commissions, 12b-1 fees) to be paid by the client and/or received by the registered representative.

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

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Joseph Tranchini may also have received compensation as an incentive to join Stratos in the form of upfront forgivable loans, stipends, recruiting bonuses, profit interest units in Stratos, and/or other transition assistance. These forms of compensation are oftentimes provided as a means to aid an advisor during a time of transition when there is no income being generated, and may be paid by Stratos, LPL Financial, or both. If Joseph Tranchini received any of these types of compensation, the relative economic value of these incentives is enumerated below.

None.

Receipt of these forms of compensation may present a conflict of interest in that Joseph Tranchini may have undertaken to change firms and join Stratos based on the desire to obtain such economic benefit to themselves rather than on the client's needs and/or best interest.

Joseph Tranchini may receive non-cash compensation from product sponsors. Such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that he may attend. This practice gives Joseph Tranchini an incentive to recommend investment products based on the compensation received, rather than on the client's needs. To address this, Joseph Tranchini is required to disclose to his supervisor all compensation received from product sponsors.

As described above, Joseph Tranchini is also a registered representative with LPL Financial, a registered broker/dealer and member of FINRA. In such capacity he may sell securities through LPL Financial and receive normal and customary commissions as a result of such purchases and sales. The client is under no obligation to purchase or sell securities through Joseph Tranchini on a commissionable basis. In addition, he may receive other compensation such as mutual fund or money market 12b-1 fees and variable annuity trails. The potential for receipt of commissions and other compensation gives Joseph Tranchini an incentive to recommend investment products based on compensation received, rather than on the client's needs. To address this, disclosure is made to the client at the time a brokerage account is opened through LPL Financial, identifying the nature of the transaction or relationship, the role to be played by LPL Financial and Joseph Tranchini, and any compensation (e.g., commissions, 12b-1 fees) to be paid by the client and/or received by the registered representative. Joseph Tranchini may receive from LPL Financial production bonuses, stock options, reimbursement of fees paid to LPL Financial for items such as administrative services, and other things of value such as free or reduced-cost attendance at LPL Financial's national sales conference or top producer forums and events. Production bonuses, administrative fee reimbursements, and awards for conference attendance are based on overall business produced by Joseph Tranchini and do not favor one product or program over others. The awarding of stock options is based on total production, recurring revenue and growth rate of production. Advisory fees are considered recurring revenue and, thus, there may

be a financial incentive for Joseph Tranchini to recommend clients establish advisory accounts so that he will receive recurring revenue and possibly receive stock options from LPL Financial.

Joseph Tranchini may receive referral compensation for acting as a solicitor in referring clients to third-party investment advisors for account management. The potential for receipt of compensation gives Joseph Tranchini an incentive to recommend a third-party investment advisor based on the compensation received, rather than on the client's needs. To address this, disclosure is made to the client at the time an advisory relationship is established, identifying the nature of the relationship, the role to be played by the third-party investment advisor, Joseph Tranchini, and any compensation to be paid by the client and/or received by Joseph Tranchini.

## **Item 6 - Supervision**

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On behalf of Stratos Wealth Partners, Ltd., Jeffrey A. Concepcion, Chief Executive Officer and President, 440-505-5600 is the person responsible for supervision of Joseph Tranchini.

Supervision of Joseph Tranchini is conducted as follows:

The Stratos Wealth Partners, Ltd. manner of supervision is a multi-tiered process. Stratos maintains a Code of Ethics to which all advisors must subscribe. The Code of Ethics provides for Stratos and its Advisor Representatives to exercise its fiduciary duty to clients to act in the best interest of the client and always place the client's interests first and foremost. Stratos takes seriously its compliance and regulatory obligations and requires all Advisors and staff to comply with all federal and state rules and regulations, as well as Stratos' policies and procedures.

Stratos Wealth Partners, Ltd. maintains supervisors in both the home office and in field offices. These supervisors are familiar with the firm's Code of Ethics and its supervisory policies and procedures, and their responsibilities as supervisors as they relate to the policies of the firm.

Further, all transactions entered into by the advisors are supervised through the systems of LPL Financial Corporation. These systems monitor for unusual activity and inform supervisors of such.

Stratos Wealth Partners, Ltd. monitors the advice given by Joseph Tranchini in the following manner:

In addition to the processes noted above, Stratos Wealth Partners, Ltd. monitors the activity of its advisors by reviewing trading activity, requiring approval of advisor advertising and approval of any discretion that advisors may have over accounts. The advisors' offices are subject to a review process and the advisors are required, no less than annually, to attest to their compliance with the firm's compliance policies and to their understanding of the firm's Code of Ethics.