

Part 2B of Form ADV: *Brochure Supplement*

Item 1 - Cover Page

Gail A. Fialkow, CFP®
Stephen M. Moss, AIF®

Principals of:

Pegasus Financial Group, LLC

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Disclosure:

This brochure supplement provides information about Gail A. Fialkow, Stephen M. Moss, Thomas M. Welsh, Andrew J. Mika and Matthew Ryan Albritton that supplements the Pegasus Financial Group, LLC brochure. You should have received a copy of that brochure. Please contact us at 703-956-6662 or email: gfialkow@pegasusfg.com if you did not receive the Pegasus Financial Group's brochure or if you have any questions about the contents of this supplement. The information in this brochure has not been approved by or verified by the United States Securities and Exchange Commission "SEC" or by any state securities authority.

Additional information about Gail A. Fialkow, Stephen M. Moss, Thomas M. Welsh, Andrew J. Mika and Matthew Ryan Albritton is also available at <https://brokercheck.finra.org> or at the SEC's website at www.advisorinfo.sec.gov. You can search for our information using our CRD numbers listed in Item 2.

Any reference to our advisors as "registered" does not imply any certain level of skill or training.

This document is effective February 2, 2017.

Item 2 - Educational Background and Business Experience

Name: **Gail Ann Fialkow**, CFP® - CRD# 4611325
Born: 1956
Formal Education: BS in Biology, University of Michigan; 1978
MBA in Finance, University of Dayton; 1982
CFP® designation, College for Financial Planning; 1995
Virginia Life/Health/Annuities; 2002
FINRA Series 7, 66; 2003
FINRA Series 24; 2004 **FINRA Series 51: 2016**
Business Background: NCR Corporation - Financial Analyst and Manager; 1980-1983
Unisys Corporation - Financial Manager; 1983-1993
Drew & Associates - Owner, Income Tax Preparation; 1993-2007
American Express Financial Advisors; 2003
Capital Planning & Investments, Inc. - Financial Advisor; 2003-2007
Pegasus Financial Group LLC - Owner/CFO/Advisor; 2007-present

Name: **Stephen Michael Moss**, AIF® - CRD# 1343419 "Steve"
Born: 1957
Formal Education: BS in Business Administration, High Point (NC) College; 1979
FINRA Series 7, 66, Virginia Life/Health/Annuities; 2002
AIF® Accredited Investment Fiduciary designation; 2016
Business Background: US Army - Captain; 1979-1982
Procter & Gamble - Regional Account Executive; 1982-2001
American Express Financial Advisors - Financial Advisor; 2002-03
Bennett Financial - Financial Advisor; 2003-2005
Capital Planning & Investments, Inc. - Financial Advisor; 2005-2007
Pegasus Financial Group LLC - Owner/COO/Advisor; 2007-present

Name: **Thomas McAteer Welsh**, CFP® - CRD# 5954235 "Tom"
Born: 1951
Formal Education: BS in Economics, University of Pennsylvania/Wharton School; 1973
CFP® Education, Georgetown University; 2010-2011
CFP® designation: January 2015
FINRA Series 7, 66 and Virginia Life/Health/Annuities: 2012
Business Background: IBM Corporation – Branch Manager; 1973-1989
Siemens AG – Vice President Various Markets; 1989-2007
Western Alliance Bancorp – Sales Manager; 2008-2009
Pegasus Financial Group LLC – Financial Advisor; 2011-present

Name: **Andrew Joseph Mika**, CFP® candidate – CRD# 6600025 “Andy”
Born: 1960
Formal Education: BS in Physics, College of William & Mary; 1982
Graduate work in Education, College of William & Mary; 1982-1983
CFP® Certification Education, James Madison University; 2015
CFP® Exam, passed July 2015
FINRA Series 7, 66 and Virginia Life/Health/Annuities; 2016
Business Background: Fairfax County Public Schools – Physics Teacher; 1983-2014
Pegasus Financial Group LLC; 2015-present

Name: **Matthew Ryan Albritton**, CFP® - CRD# 5932231 “Ryan”
Born: 1985
Formal Education: BS Public Administration, George Mason University 2011
CFP® University of Richmond; 2014
FINRA Series 6, 63, 65; 2011 NASD Series 7; 2013
Virginia Life/Health/Annuities; 2011
Business Background: ING Financial Partners; 2011-2012
Alliant Wealth Advisors; 2012-2013
Clarion Wealth Management Partners; 2013-2016
Pegasus Financial Group LLC; 2016 - present

Gail A. Fialkow CFP®, Thomas M. Welsh CFP®, and **Matthew Ryan Albritton, CFP®** are CFP® professionals and Andrew J. Mika is a CFP® candidate.

The following is information about the CFP® program, directly from the CFP® Board website, www.cpf.net:

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 71,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The *Standards* prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

01/26/2017

Steve Moss, AIF® has been awarded the Accredited Investment Fiduciary® AIF® designation. The following is information about the AIF® Program, directly from the fi360, Center for Fiduciary Studies website:

The AIF designation signifies specialized knowledge of fiduciary responsibility and the ability to implement policies and procedures that meet a defined standard of care. The designation is the culmination of a rigorous training program, and agreement to abide by the Code of Ethics and Conduct Standards. On an ongoing basis, completion of continuing education and adherence to the Code of Ethics and Conduct Standards are required to maintain the AIF designation.

AIF® Code of Ethics

I recognize that this Code of Ethics, and its principles and obligations, are in addition to those set forth by any other Code that governs my professional ethical conduct.

To my clients, I will:

1. Employ and provide the client information of the Prudent Practices when serving as an investment fiduciary and/or advising other investment fiduciaries.
2. Act with honesty and integrity and avoid conflicts of interest, real or perceived.
3. Ensure the timely and understandable disclosures of relevant information that is accurate, complete, and objective.
4. Be responsible when determining the value of my services and my form of compensation; taking into consideration the time, skill, experience, and special circumstances involved in providing my services.
5. Know the limits of my expertise, and refer my clients to colleagues and/or other professionals in connection with issues beyond my knowledge and skills.
6. Respect the confidentiality of information acquired in the course of my work, and not disclose such information to others, except when authorized or otherwise legally obligated to do so. I will not use confidential information acquired in the course of my work for my personal advantage.
7. Not exploit any relationship or responsibility that has been entrusted to me.

To my community (whether defined by work, family, and/or friends), I will:

1. Proactively promote and be a steward of ethical behavior as a responsible partner among my peers in the work environment and in my community.
2. Ensure that the overall promotion of my practice is implemented in the best interests of my profession.
3. Seek, accept, and offer honest criticism of technical work; acknowledge the correct errors; and properly credit the contributions of others.
4. Use corporate assets and resources employed or entrusted to me in a responsible manner.
5. Continue to improve my knowledge and skills, share ideas and information with colleagues, and assist them in their professional development.

Item 3 - Disciplinary Information

There are no legal or disciplinary actions, proceedings, or decisions against Gail Fialkow, Steve Moss, Tom Welsh, Andy Mika or Ryan Albritton. We hold ourselves to the highest professional standards.

Item 4 - Other Business Activities

We also offer the following non-investment advisory services that include:

- Income Tax Preparation - 12%
- Mortgage Advisory Services - 1%
- Life & Health Insurance Sales - 1%
- Hourly Financial Advice & Information – 4%

These other business activities complement our overall business philosophy of providing a broad range of financial advice to meet the needs of our clients. Clients choose our services on an as needed basis. They are informed that they can engage other professionals to provide these services. There are no conflicts of interest between these services and fulfilling the needs in the best interests of our clients.

Item 5 - Additional Compensation

We do not receive or accept sales awards, prizes, or bonuses from anyone or any business. We do not receive any compensation or consideration for making referrals to other professionals or businesses. We do not provide compensation or consideration to anyone or any business providing referrals to us. We appreciate the referrals we receive and verbally or in writing thank those who send referrals to us.

Item 6 - Supervision

Gail Fialkow is the Registered Principal and supervises Steve Moss, Tom Welsh, Andy Mika and Ryan Albritton. She performs this supervision by:

- Review/approving investment applications and signs appropriate paperwork
- Review/approving other paperwork as needed
- Monitoring incoming and outgoing correspondence, including email
- Reviewing client files
- Participating in client meetings or reviews client file notes if not present
- Reviewing recommendations to clients
- Assuring paperwork is forwarded to our Broker/Dealer
- Providing Broker/Dealer with monthly reports
- Supporting annual audit by Broker/Dealer

Gail Fialkow is supervised by the Registered Principal at United Planners Financial Services, our Broker/Dealer. She supports this supervision by:

- Sending original applications and paperwork to United Planners for approval.
- Providing United Planners with monthly reports
- Supporting annual audit by United Planners
- Supporting audits by the Virginia State Corporation Commission

Item 7 - Requirements for State-Registered Advisers

We are registered with the:

Commonwealth of Virginia
State Corporation Commission
Division of Securities and Retail Franchising
PO Box 1197
Richmond, VA 23218
Phone: 804-371-9051

We have never been involved in or been found liable in any arbitration claim, including those alleging damages in excess of \$2,500.

We have never been involved in or found liable in a civil, self-regulatory organization or administrative proceeding.

We do not have any relationships or arrangements with any issuer of securities of any kind.

We have never been the subject of a bankruptcy petition or proceeding.