



**SCOTT J CANGELOSI**

4115 Blackhawk Plaza Circle  
Suite 100, Office 14  
Danville, CA 94506  
925-648-2050

**LINCOLN FINANCIAL ADVISORS CORPORATION**

1300 SOUTH CLINTON STREET  
SUITE 150  
FORT WAYNE, IN 46802  
800-237-3813

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This brochure supplement provides information about the Investment Advisor Representative named above and supplements the Lincoln Financial Advisors Corporation (LFA) brochure (SEC Form ADV, Part 2A and wrap fee program brochures). You should have received a copy of that brochure. Please contact us at (800) 237-3813, if you did not receive a copy of that brochure or if you have any questions about the contents of this supplement. Additional information about your advisor is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

Scott J Cangelosi

Year of birth: 1969

### **Education**

University of California Hastings College of Law; Juris Doctor

08/01/1995 - 05/01/1998

University of Notre Dame; Bachelor of Arts

08/01/1987 - 05/01/1991

### **Business Experience**

Lincoln Financial Advisors Corporation; Registered Representative

09/1998 - PRESENT

### **Professional Designations**

#### **Certified Financial Planner™ - CFP®**

This professional designation is offered by the Certified Financial Planner Board of Standards to individuals who specialize in personal financial planning. Designees must pass a ten-hour multiple-choice examination featuring major case studies and complete an education requirement. Designees must also have three years of full-time business experience, fulfill certain fitness standards, submit to a background check, adhere to a code of ethics, and complete 30 hours of continuing education every two years.

#### **Chartered Life Underwriter® - CLU®**

This professional designation is offered by The American College to individuals who specialize in insurance and estate planning. Designees must complete eight courses, including five core courses and two electives, and pass a two-hour, 100-question examination for each course. Designees must also have three years of full-time business experience, adhere to a code of ethics, and complete 30 hours of continuing education every two years.

### **DISCIPLINARY INFORMATION**

This Investment Advisor Representative does not have any reportable disciplinary events.

### **OTHER BUSINESS ACTIVITIES**

Your Investment Advisor ("Advisor"), who provides investment advice for a fee, may also engage in the following activities:

Your Advisor is a registered representative of LFA, which is a registered broker-dealer. As a broker-dealer, LFA offers a variety of securities products to clients, including, but not limited to, mutual funds, variable annuities, Section 529 college savings plans, stocks and bonds, unit investment trusts, REITs, and alternative investments. Your Advisor may also be a licensed insurance agent of various insurance companies, including The Lincoln National Life Insurance Company and Lincoln Life & Annuity Company of New York, affiliates of LFA, and may offer insurance products such as fixed annuities and life insurance. LFA promotes the use of an open architecture platform, which means that your Advisor has access to a broad spectrum of securities and insurance products from multiple product providers.

Your Advisor, when acting as a registered representative or insurance agent, may sell investments and insurance products and receive commissions, which may vary by product type and/or issuer. Your Advisor, when acting as a registered representative or insurance agent, may also receive other forms of compensation from LFA and/or product issuers, including benefit programs, 12b-1 mutual fund fees, incentives and incentive trips, loans, marketing support, and education/training programs, all of which may be built into the costs of the product. In some cases, registered representatives and insurance agents receive more compensation when placing Lincoln manufactured products, and may qualify for additional compensation based on the volume of those sales over time.

This differential compensation may present a potential conflict of interest because your Advisor may have a greater incentive to recommend investment or insurance products based on compensation received rather than on the client's needs. To address this potential conflict, LFA conducts reviews of securities and investment transactions, in accordance with regulatory requirements of the Financial Industry Regulatory Authority, to ensure recommended transactions are suitable. LFA's goal is to provide superior products and services regardless of the potential compensation differential that exists in the pricing of financial products and services.

Depending on which product you purchase, you may receive additional materials which disclose important information, such as prospectuses, applications, and disclosure brochures. You are under no obligation to purchase investment or insurance products from your Advisor.

## **ADDITIONAL COMPENSATION**

An ongoing asset management fee deducted from the client's advisory account and financial planning fees paid by the client are the most common methods of payment for LFA and the Advisor. Advisors may receive additional and/or differential compensation from LFA and/or advisory program sponsors in the form as described above (i.e., benefit programs, incentives and incentive trips, marketing support, and education/training programs, etc.) Depending on which advisory program or service you purchase, you may receive additional materials which disclose important information, such as prospectuses, applications, and disclosure brochures. For additional information on compensation, please see LFA's Form ADV, Part 2A.

## **SUPERVISION**

Scott Cangelosi is supervised by Travis Dougherty, Manager, 503-265-5513. We supervise Advisors and require that they comply with policies and procedures adopted, maintained, and enforced by LFA to ensure compliance with the Investment Advisers Act of 1940. LFA also maintains a Code of Ethics that governs Advisors' activities. Our Code of Ethics is described in greater detail in the LFA Form ADV, Part 2A disclosure brochure and wrap fee program brochures. LFA has dedicated personnel in its corporate offices to approve new advisory accounts. On an ongoing basis, LFA also conducts audits and supervisory visits of its offices as part of its supervision of its Advisors to ensure compliance with applicable rules and regulations.