

Part 2B of Form ADV: *Brochure Supplement*

Item 1 Cover Page

Terry A. Cook

115 N 50th Avenue, Ste B
Yakima WA 98908

Financial Management, Inc.

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Yakima WA 98908
CRD# 117578

March 2019

This Brochure Supplement provides information about Terry A. Cook that supplements the Financial Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Corina Martin, Operations Manager, if you did not receive Financial Management, Inc.'s Brochure or if you have any questions about the contents of this supplement.

Additional information about Terry A. Cook is available on the SEC's website at www.adviserinfo.sec.gov.

Item 2 Educational Background and Business Experience

Terry A. Cook

- Born: 06/27/1957
- UW graduate, 1980; BA, TSCS
- 27 Years experience as a Financial Advisor
- 19 Years experience as a CFP®
- 5 years experience working with Pensions and Small Business Retirement Plans as a TPA representative.
- Investment Advisor Representative since 2010 of Financial Management, Inc., an independent Registered Investment Advisor
- Registered Representative, Life Insurance Agent and Investment Advisor Representative of LPL Financial since June 2010.
- Managing Yakima branch office 2007 - 2010 of Metlife
- Financial Manager for Lloyd Cook Rentals; 2007
- Financial Consultant, WM Financial; 2006
- Consultant, Terry Cook Consulting; 2004-2006
- Registered Representative, Finance 500, Inc.; 2004-2005
- Qualified Plan Consultant, Actuarial Planning Group; 2003-2004
- **Certified Financial Planner™ (CFP)**

The CFP® marks represent a Certified Financial Planner designation. An individual who has earned these marks has met the education, examination, experience and ethics standards established by the Certified Financial Planners Board of Standards (CFP Board). Therefore, a financial planner who has earned the CFP marks should be distinguished from a financial planner who has not. Consumers need to be aware that there is nothing preventing a person from declaring themselves a "Financial Planner", and it is therefore incumbent upon the consumer to differentiate between a planner who has earned the marks and one who hasn't.

If a financial planner has earned the right to use the CFP® marks, this means that he or she has met the following requirements:

- **Education:** There are three ways to meet the CFP® certification education requirement: 1) completing an education program at a college or university whose curriculum is registered with the CFP Board; or 2) submitting a transcript of previous financial planning-related course work to the CFP Board for review and credit; or 3) showing the attainment of certain professional designations or academic degrees.
- **Examination:** Candidates for the CFP® certification must pass a rigorous two-day, 10-hour CFP® Certification Examination administered by the CFP Board that covers the financial planning process and includes such topics as tax planning, employee benefits and retirement planning, estate planning, investment management and insurance

- **Experience:** Candidates for CFP® certification must prove they have experience in the financial planning process before being authorized to use the CFP® marks.
- **Ethics:** Candidates for CFP® certification have their backgrounds checked by the CFP Board, and must also disclose any investigations or legal proceedings related to their professional or business conduct. The CFP® Board reviews all such disclosures and investigates those statements that indicate areas of concern
- **Prerequisites/Experience Required:** Candidate must meet the following requirements:
A bachelor's degree (or higher) from an accredited college or university, and
3 years of full-time personal financial planning experience
Examination Type: CFP Certification Examination
Continuing Education/Experience Requirements: 30 hours every 2-years

Item 3 Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice.

No information is applicable to this Item. The BrokerCheck link is www.finra.org/brokercheck; the IAPD link is www.adviserinfo.sec.gov.

Item 4 Other Business Activities

Registered Representative with LPL Financial

Terry A. Cook is separately licensed as a registered representative with LPL Financial (LPL), a registered securities broker/dealer, member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investors Protection Corporation (SIPC). When acting in her separate capacity as a registered representative of LPL, Terry A. Cook may sell, for commissions, general securities products such as stocks, bonds, mutual funds, exchange-traded funds, and variable annuity and variable life products to advisory clients. As such, Terry A. Cook may suggest that advisory clients implement investment advice by purchasing securities products through a commission-based LPL account in addition to a Financial Management, Inc. advisory account.

The receipt of commissions creates an incentive for Terry A. Cook to recommend those products for which she will receive a commission. Consequently, the objectivity of the advice rendered to clients could be biased. Terry A. Cook controls for this potential conflict of interest by discussing with clients the advantages and disadvantages of establishing a fee-based account through Financial Management, Inc. versus establishing a commission-based account through LPL. Financial Management, Inc. does not require its advisor representatives to encourage clients to implement investment advice through LPL.

Clients are never obligated or required to establish accounts through Financial Management, Inc. or LPL. However, if a client does not choose to accept Terry A. Cook advice or decides not to establish an account through LPL, Terry A. Cook may not be able to provide management and advisory services to the client. Clients should understand that due to certain regulatory constraints, Terry A. Cook, in her capacity as a LPL registered representative, Terry A. Cook must place all purchases and sales of securities products in commission-based brokerage accounts through LPL or its other approved institutions.

Independent Insurance Agent

Terry A. Cook is independently licensed to sell insurance and annuity products through various insurance companies. When acting in this capacity, Terry A. Cook will receive commissions for selling insurance and annuity products.

Terry A. Cook may also receive other incentive awards for the recommendation/sale of annuities and other insurance products. The receipt of compensation and other incentive benefits may affect the judgment of Terry A. Cook when recommending products to its clients. While Terry A. Cook endeavors at all times to put the interest of her clients first as a part of Financial Management, Inc.'s overall fiduciary duty to clients, clients should be aware that the receipt of commissions and additional compensation itself creates a conflict of interest, and may affect Terry A. Cook decision making process when making recommendations.

Clients are never obligated or required to purchase insurance products from or through Terry A. Cook and may choose any independent insurance agent and insurance company to purchase insurance products. Regardless of the insurance agent selected, the insurance agent or agency will receive normal commissions from the sale.

Item 5 Additional Compensation

In addition to the description of additional compensation provided in Item 4, Terry A. Cook can receive additional benefits.

Certain product sponsors may provide Terry A. Cook with other economic benefits as a result of her recommendation or sale of the product sponsors' investments. The economic benefits received by Terry A. Cook from product sponsors can include but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, payment of travel expenses, and tools to assist Terry A. Cook in providing various services to clients.

Although Financial Management, Inc. and Terry A. Cook endeavor at all times to put the interest of its clients ahead of its own or those of its officers, directors, or representatives ("affiliated persons"), these arrangements could affect the judgment of Terry A. Cook when recommending investment products. These situations present a conflict of interest that may affect the judgment of affiliated persons including Terry A. Cook.

Item 6 Supervision

Financial Management, Inc. is a registered investment advisor with the U.S. Securities and Exchange Commission. Clark Permann is the Chief Compliance Officer of Financial Management, Inc. and ultimately responsible for supervising activities and services provided by the firm including the services provided by Mr. Permann can be contacted at 509-965-5654.

