

# Rick Gow, Certified Senior Advisor (CSA)<sup>®</sup>

Lara, May & Associates, LLC (“LMA”)

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**This document provides information about Rick Gow that supplements the LMA ADV Part 2A Brochure or WRAP Fee Program Brochure. You should receive a copy of that Brochure. If you have any questions about the contents of this supplement or you would like a complete copy of LMA’s ADV please contact Compliance at 703-827-2300 or [information@laramayllc.com](mailto:information@laramayllc.com). Additional information about Rick Gow is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## ITEM 2 EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

YOB 1966. Rick attended Northern Virginia Community College studying Architecture and then George Mason University studying Government and Politics. Previously Rick was with Morgan Stanley’s Global Wealth Management Group. Currently he is a Wealth Management Advisor at Lara, May & Associates, LLC.

### Certified Senior Advisor (CSA) DESIGNATION:

Certified Senior Advisors have supplemented their individual professional licenses, credentials and education with knowledge about aging and working with seniors. It is recommended that you verify the validity of any professional’s credentials in which you conduct business and be sure you completely understand what those licenses, credentials and education signify. The CSA certification alone does not imply expertise in financial, health or social matters. For more details visit [www.csa.us](http://www.csa.us). For more information on my background and the states I am registered in visit FINRA’s BrokerCheck at <http://brokercheck.finra.org>.

## ITEM 3 DISCIPLINARY INFORMATION - None

## ITEM 4 OTHER BUSINESS ACTIVITIES

**BROKER AGENT:** This individual is also a broker agent of LMA, a fully disclosed, introducing broker/dealer. This enables the individual to effect transactions for a commission as a broker agent. Clients should discuss their investment needs with the above named investment advisor representative (“IAR”) to determine if their situation may be better served in a broker/commission relationship versus an IAR/fee-based program. Related persons of LMA may buy or sell for themselves or related accounts securities that they also recommend to clients. The situation could occur where an IAR is buying or selling securities for a personal or related account that they are also recommending to clients. When possible, trades submitted at the same time may be aggregated as a block trade with the average price applied to all respective accounts. If a security is bought/sold for a client at the same time it is bought/sold by the IAR the lowest/highest price will go to the client. If the IAR is unable to make a block trade (such as if the account types are different) the IAR will submit the client’s trade first if the IAR is on the same side. If the client and IAR’s activity is opposite, the IAR will submit their transaction first. Unsolicited trades will be executed per the client’s request and will not apply to these practices. Personal and related accounts are coded as such, and trades are monitored by a firm principal and the Chief Compliance Officer. Additionally statements of personal accounts outside of LMA are reviewed monthly or quarterly for conflicts of interest. Acting in a broker agent capacity in a brokerage account the individual may receive commissions based on the sale of securities or other investment products including, but not limited to, distribution or service (“trail”) fees from the sale of mutual funds. This could create a conflict of interest as an incentive to recommend the investment products based on the compensation received, rather than on the clients’ need. Please consult with your IAR regarding any conflicts of interest or concerns you may have.

INSURANCE AGENT: LMA is also an insurance agency. Many IARs are also licensed insurance agents. An insurance agent may receive a commission from the insurance product company for products sold. The insurance commissions they may receive are in addition to other services provided or fees earned as a part of any other service.

#### LIFE PLANNING COACH – MEANINGFUL FUTURE

Rick is a partner of McPherson Enterprises and facilitator of The Meaningful Future® Process. The Meaningful Future® Process is an 8-Step Program developed specifically for business professionals over 50 that help them stop, think, and plan so they can get the most out of the next chapter of their life. The Meaningful Future Process is a consultation process that helps client not just retire, but reinvent themselves.

#### ITEM 5 ADDITIONAL COMPENSATION

None

#### ITEM 6 SUPERVISION

The supervisory system of IARs includes, but is not limited to, principal approval of new account applications and program agreements, email sample review, outside account review, and trade monitoring. This individual's designated supervisor is Charles R. Shaw, CEO at 703.761.3916.