

## Terral Gammill VP/Senior Financial Consultant

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*This Brochure Supplement provides information about Mr. Gammill that supplements Stephens Inc.'s ("Stephens") Part 2A Appendix 1 of Form ADV ("brochure"). You should have received a copy of that brochure. Please contact the Compliance Department at 877-891-0095 if you did not receive a complete copy of the Stephens' brochure or if you have any questions about the contents of this supplement.*

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

### Educational Background and Business Experience

**Year of birth:** 1967

#### Formal Education after High School

BA Mathematics, Vanderbilt University - Nashville, TN, 1990  
MBA Finance, Vanderbilt University - Nashville, TN, 1991  
Stephens University at Wake Forest University - Winston-Salem, NC, 2006

#### Business Experience

2004 to Present: VP/Senior Financial Consultant - Stephens Inc.  
1991 to 2004: VP/Financial Consultant - Stephens Inc.

For definitions and minimum qualifications for professional designations see **Definitions and Professional Designation Qualifications** in the wrap fee program brochure (Part 2A Appendix 1 of Form ADV).

### Disciplinary Information

No legal or disciplinary events that would materially impact a client's evaluation of Mr. Gammill have been identified.

### Other Business Activities

Stephens is dually registered with the Securities and Exchange Commission as a broker dealer and as an investment adviser. Stephens is also a member of the National Futures Association ("NFA"). Stephens' investment advisory representatives ("advisory representatives") are also registered representatives of the broker dealer and in most cases have brokerage accounts assigned to them in addition to the investment advisory accounts assigned to them. Advisory representatives of Stephens may also be registered with Stephens Insurance which is an affiliated full-service insurance agency, and certain advisory representatives are also registered representatives with the CFTC. In these capacities Stephens' representatives often receive compensation for services that they provide which may include commissions, mutual fund trailer fees, sales charges, and other payments. Please see the applicable brochure for a disclosure on conflicts of interest that may result from the investment advisory representative having multiple roles.

### Additional Compensation

Stephens' advisory representatives receive compensation from Stephens based in substantial part on the revenues received by Stephens from the accounts serviced by the advisory representative. Under Stephens' compensation structure, if certain levels of client revenues are received by Stephens, the FC is also eligible to receive bonuses from Stephens based on the level of these client revenues. Stephens' advisory representatives do not receive compensation from outside sources on the advisory accounts that they serve as representatives of Stephens. Financial Consultants are entitled to receive compensation from Stephens for insurance business referred to affiliates.

### Supervision

Mr. Gammill reports to Mr. Kevin Scanlon, EVP/Head of Private Wealth Management, 800-643-9691. Supervision takes place by Mr. Dan Lien, Vice President, Supervisory or his designee reviewing activities of Mr. Gammill, such as reviewing trade reports, reviewing selected periodic account statements, reviewing sample communications with clients and reviewing the performance of selected accounts. Mr. Gammill has responsibility to conform all activities to the Stephens' Compliance Manual, Code of Professional Conduct, Investment Advisory Policies and Procedures Manual and Investment Advisory Code of Ethics.