

## John T. Gay, Sr. Managing Director/Branch Manager

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Stephens Inc.  
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501-377-2000

Investment Adviser's Office:  
Stephens Inc.  
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*This Brochure Supplement provides information about Mr. Gay 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. Gay 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:** 1966

#### **Formal Education after High School**

BS Education, Arkansas State University - Jonesboro, AR, 1988  
MBA Military Management, U.S. Army Command & General Staff College and Touro University - Cypress, CA  
2008  
Stephens University at Wake Forest University - Winston-Salem, NC, 2011

#### **Business Experience**

2008 to Present: SVP/Financial Consultant - Stephens Inc.  
1997 to 1998: Investment Advisor - A. G. Edwards & Sons, Inc. through merger with Wachovia Securities, 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. Gay 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' 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. 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.

Mr. Gay engages in outside business activities involving the following business(es) which are not affiliated with Stephens:  
Landseair Investments, LLC

### **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. Gay reports to Mr. George Sousoulas, Managing Director/Branch Manager, 501-377-3484. Supervision takes place by Department Compliance Managers Committee ("DCM") reviewing activities of Mr. Gay, such as reviewing trade reports, reviewing selected periodic account statements, reviewing sample communications with clients and reviewing the performance of selected accounts. Mr. Gay 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.