

**Kathleen M. Roth CFP®, RLP®, CeFT®**  
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**July, 2021**

**BROCHURE SUPPLEMENT**  
**Advisor Resume**

**Additional information is available on the SEC's Web site at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).<sup>1</sup>**

This Brochure (ADV Part II B) Supplement provides information about your advisor that supplements the American Portfolios Advisors, Inc. Brochure. You should have received a copy of that Brochure. Please contact the advisory services department at 631.870.8207 if you did not receive American Portfolios Advisors, Inc.'s Brochure, or if you have any questions about the contents of this supplement.

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## Educational Background and Business Experience

***Kathleen M Roth***

***Date of Birth: 1950***

***Education:*** University of Rochester, Masters-Education Learning Disorders, 1978  
University of Michigan, BS – Special Education, 1972

***Business background for the previous five years:***

- IA Rep, Cambridge Investment Research Advisors, Inc  
May 2011 to June 2021

Reg Rep, Cambridge Investment Research, Inc  
May 2011 to June 2021

***Licenses:***

(Name of certification/designation, explanation of minimum qualifications)

- CFP® - Certified Financial Planner® (KR acquired in 1997.) Individuals certified by CFP® Board have taken the step to demonstrate their professionalism by voluntarily submitting to the CFP® certification process that includes thorough education, examination, experience and ethical requirements. The CFP® is issued by the Certified Financial Planner Board of Standards, Inc. Pre-requisites require a designee to hold a Bachelor's degree (or higher) from an accredited college or university as well as three years of full-time personal financial planning experience. The designee is then required to complete a CFP® board registered program, or hold one of the following designations: CPA, ChFC, CLU, CFA, PH.D in business or economics, Doctor of Business Administration, or Attorney's License. The designee is then required to complete the CFP® certification examination. In addition, the designee is required to complete 30 hours of continuing education every two years. Certified Financial Planner Board of Standards, Inc (CFP Board) owns the CFP® certification mark, the CERTIFIED Financial Planner™ certification mark, and the CFP® certification mark (with plaque design) logo in the United States, which it authorizes use of by individuals who successfully complete CFP Board's initial and ongoing certification requirements.

RLP® – Registered Life Planner® (KR acquired in 2004.) Individuals are certified by the Kinder Institute for Life Planning must successfully complete three training courses:

The Seven Stages of Money Maturity® Training (16 hours) is a 2-day course that teaches

listening, principles of communication, and client-planner attitudes, values, biases and behavioral characteristics and their impact on financial planning.

**EVOKE® Life Planning Training** (36-40 hours) is a 4-day online or a 5-day residential course on a planning method that uses a structured interview process to uncover clients' most essential, meaningful and fulfilling aspirations and engage them in the work of creating their own vibrant futures based on a solid financial architecture.

**Life Planning Mentorship** (40-50 hours) is a continuation of the deep learning of the EVOKE® Life Planning Training using case studies, peer support, group work and one-on-one guidance from an experienced mentor over a six month period.

There is ongoing continuing education requirements of 8 hrs additional training every two years and adherence to RLP® ethics.

**CeFT® – Certified Financial Transitionist® (KR acquired in 2016.)** The CeFT® designation is issued by the Sudden Money Institute (SMI). Candidates must hold a current CFP designation with a minimum of five years of direct client experience. Candidates must complete six core training modules over a 12-month period and a 1 ½ day in-person evaluation, including a 2 hr proctored exam. Training is designed to provide the Financial Transitionist with expertise in the personal side of money and the unique challenges of transitions such as loss of spouse, retirement, divorce, sale of business, major career change, etc. Designees must complete 15 hours of continuing education credits per year, with at least 10 credits from SMI and adhere to CeFT® ethics.

## Disciplinary Information

A. A criminal or civil action in a domestic, foreign or military court of competent jurisdiction in which the advisor:

1. was convicted of, or pled guilty or nolo contendere (“no contest”) to (a) any felony; (b) a misdemeanor that involved investments or an investment-related business, fraud, false statements or omissions, wrongful taking of property, bribery, perjury, forgery, counterfeiting or extortion; or (c) a conspiracy to commit any of these offenses. **No**

2. is the named subject of a pending criminal proceeding that involves an investment-related business, fraud, false statements or omissions, wrongful taking of property, bribery, perjury, forgery, counterfeiting, extortion or a conspiracy to commit any of these offenses; or any other offenses that are pending or under investigation. **No**

3. was found to have been involved in a violation of an investment-related statute or regulation.

**No**

4. was the subject of any order, judgment or decree permanently or temporarily enjoining, or otherwise limiting, the advisor from engaging in any investment-related activity, or from violating any investment-related statute, rule or order. **No**

- B.** An administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency or any foreign financial regulatory authority in which the advisor:
1. was found to have caused an investment-related business to lose its authorization to do business. **No**
  2. was found to have been involved in a violation of an investment-related statute or regulation and was the subject of an order by the agency or authority. **No**
    - (a) denying, suspending or revoking the authorization of the advisor to act in an investment-related business. **No**
    - (b) barring or suspending the advisor's association with an investment-related business. **No**
    - (c) otherwise significantly limiting the advisor's investment-related activities. **No**
    - (d) imposing a civil money penalty of more than \$2,500 on the advisor. **No**
- C.** A self-regulatory organization (SRO) proceeding in which the advisor:
1. was found to have caused an investment-related business to lose its authorization to do business. **No**
  2. was found to have been involved in a violation of the SRO's rules and was: (a) barred or suspended from membership or from association with other members, or was expelled from membership; (b) otherwise significantly limited from investment-related activities; or (c) fined more than \$2,500. **No**
- D.** Any other proceeding in which a professional attainment, designation or license of the advisor was revoked or suspended because of a violation of rules relating to professional conduct. If the advisor resigned (or otherwise relinquished his attainment, designation or license) in anticipation of such a proceeding (and the advisor knows, or should have known, of such resignation or relinquishment), disclose the event. **No**

**Use the provided space below to add explanation of any disclosures:**

## Other Business Activities

- A.** If the advisor is actively engaged in any investment-related business or occupation—including if the advisor is registered or has an application pending to register as a broker/dealer, registered representative of a broker/dealer, futures commission merchant (FCM), commodity pool operator (CPO), commodity trading advisor (CTA) or an associated person of an FCM, CPO or CTA—disclose this fact and describe the business relationship, if any, between the advisory business and the other business.

**Yes**

I am a registered representative of American Portfolios Financial Services, Inc. The company serves as my broker/dealer and I conduct my commissions business through APFS. As a licensed insurance agent, I sell various types of commissionable insurance products. The fees that I collect for providing insurance services are separate and apart from any fees I may receive for investment services provided, which are discussed in the Advisor Brochure.

- B.** If a relationship between the advisory business and the advisor's other financial industry activities creates a material conflict of interest with clients, describe the nature of the conflict and generally how you address it. **Yes**

The practice of receiving fees for providing brokerage and/or insurance services may present a conflict of interest and may give the aforementioned advisor an incentive to recommend products based on the compensation that is received, rather than on the client's needs. To address this conflict, the advisor seeks to recommend investments based on the long-term benefits of the client.

- C.** If the advisor receives commissions, bonuses or other compensation based on the sale of securities or other investment products, including as a broker/dealer or registered representative, and including distribution or service ("trail") fees from the sale of mutual funds, disclose this fact. If this compensation is not cash, explain what type of compensation the advisor receives. Explain that this practice gives the advisor an incentive to recommend investment products based on the compensation received, rather than on the client's needs.

**Yes**

I receive commissions and other compensation based on the sale of securities or other investment products. This practice potentially gives me an incentive to recommend investment products based on the compensation received, rather than on the client's needs.

- D.** If the advisor is actively engaged in any business or occupation for compensation not discussed in response to item A, above, and the other business activity or activities provide a substantial source of the advisor's income or involve a substantial amount of the advisor's time, disclose this fact and describe the nature of that business. If the other business activities represent less than 10 percent of the advisor's time and income, you may presume that they are not substantial. **No**

## Additional Compensation

If someone who is not a client provides an economic benefit to the advisor for providing advisory services, generally describe the arrangement. For purposes of this Item, economic benefits include sales awards and other prizes, but do not include the advisor's regular salary. Any bonus that is based, at least in part, on the number or amount of sales, client referrals or new accounts should be considered an economic benefit, but other regular bonuses should not. **No**

**Use the provided space below to add any explanations:**

## Supervision

Explain how you supervise the advisor, including how you monitor the advice the advisor provides to clients. Provide the name, title and telephone number of the person responsible for supervising the advisor's advisory activities on behalf of your firm. **N/A**

**Robert Sansone**  
**55 Sully's Trail, Suite F, Pittsford, NY 14534**  
**585 641 7900**

## Portfolio Construction and Analysis

This section is required to effectively describe the management style of the client portfolios and provide a detailed description of the management of portfolio selections and risk tolerance, as well as suitability for individual client models. Please answer the following questions in the provided space below:

- Describe the due-diligence process performed for portfolio construction.
- How are the portfolios constructed?
- How are the portfolios monitored?
- How often do you communicate and report to the client (i.e. client meetings, reviews, etc.)?
- What are the tools used, if any (i.e. Morningstar Workstation, Sungard, Emoney, Money Guide Pro, etc.)?
- How often is the client's portfolio reviewed and/or rebalanced?

**Third party managers – Manager Selection is based upon listed returns and/or analytical databases conducted by me as the introducing advisor/solicitor of record. Portfolio construction, monitoring and trading the portfolio with discretion is conducted by the outside third-party manager(s). During an annual review, the client and I will determine whether or not the management style and portfolio are still suitable for their current risk tolerance.**

**Self-directed business—Portfolio construction may be achieved by custodian links to outside databases and/or other independent research providers that are available to me online or through subscription. Portfolio monitoring is achieved through Albridge and communicated to the client on a quarterly basis through a performance report I send to each client. I may also grant access of Albridge to a client so that they may review their accounts at any time. Additionally, if I have discretion over the account(s), an Investment Policy Statement (IPS) is created for each individual client.**