# Paul H. Auslander, CFP® Brochure Supplement (Part 2B of Form ADV) Dated 1/21/2022

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This brochure supplement provides information about Paul H. Auslander that supplements the ProVise Management Group, LLC ("ProVise") brochure. You should have received a copy of that brochure. Please contact V. Raymond Ferrara, Chief Compliance Officer at (727) 441-9022 or info@provise.com if you did not receive ProVise's brochure or if you have any questions about the contents of this supplement.

Additional information about Paul H. Auslander is available on the SEC's website at www.sec.gov/investor/brokers.htm.

The information in this brochure supplement has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

# **Educational Background and Business Experience**

Paul Auslander was born in 1955. He studied Business Administration at the University of Kentucky and Economics at Columbia University. In the years to follow, he obtained his securities and insurance licenses, as well as his CERTIFIED FINANCIAL PLANNER<sup>TM</sup> (CFP®) designation. This designation is explained in further detail below:

• <u>CERTIFIED FINANCIAL PLANNER™ (CFP®)</u> – Issued by the Certified Financial Planner Board of Standards (202-379-2200, <u>www.cfp.net</u>). The CFP<sup>®</sup> designation is conveyed to financial professionals who have met rigorous professional standards and have agreed to the principles of integrity, objectivity, competence, fairness, confidentiality, professionalism and diligence when dealing with clients. Successful candidates must typically hold a Bachelor's degree, complete required course of study, hold relevant work experience, pass a background check, pass an extensive examination and comply with a code of ethics. Continuing Education Requirements - 30 hours every two years.

Florida's Chief Financial Officer Alex Sink appointed Paul, along with eight other Floridians, to serve on the state's first Financial Literacy Council for a four year term, starting in 2007. The council was created by the Florida Legislature in 2006 to study the financial problems that affect consumers, particularly young persons, seniors, working adults and small business owners, which arise from a lack of basic knowledge of financial and insurance issues. The council prepared recommendations for CFO Sink as part of a plan to develop programs and resources to help individuals increase their knowledge and understanding of these complex issues.

In 2008, Paul was elected to the national Board of Directors of the Financial Planning Association, the largest professional membership organization of CERTIFIED FINANCIAL PLANNERS<sup>TM</sup>. He was then chosen as the organization's President-Elect in 2010, became President in 2012 and completed his national leadership activities by serving as FPA's Chairman of the Board in 2013. Paul continued his support of the profession by serving as the President of the Financial Planning Association of Florida in 2014.

With over 25 years of business, insurance and financial planning experience, Paul joined ProVise Management Group, LLC ("ProVise") and is currently the Director of Financial Planning, an Investment Advisory Representative and Insurance Agent of ProVise. He is also a Registered Representative of Kestra Investment Services, LLC, a Broker-Dealer and member of FINRA/SIPC.

Prior to joining ProVise, Paul was the co-founder and CEO, as well as an Investment Adviser Representative, with American Financial Advisors, Inc., and a Registered Representative with Foothill Securities, Inc.

# **Disciplinary Information**

NONE

## **Outside Business Activities**

## Kestra Investment Services, LLC – Registered Representative

ProVise is affiliated with Kestra Investment Services, LLC ("Kestra IS"). Paul, in his separate and individual capacity, may receive commissions, bonuses and other compensation based on the sale of securities or other investment products as a registered representative of Kestra Investment Services, LLC (Broker-Dealer). This may create a conflict of interest and give him an incentive to recommend products based on the compensation received, rather than on the client's needs. However, as an investment advisor representative of ProVise, Paul is also required to act as a fiduciary. Thus, conflicts such as the one above, if they cannot be eliminated, are disclosed and managed. When Paul sells an investment product on a commission basis, ProVise generally does not charge an advisory fee in addition to the commission you pay for such product. Conversely, when ProVise receives advisory fees for its services, Paul does not also receive commission for such advisory services. However, you may engage ProVise to provide investment management services on an advisory fee basis and separately Paul, in his capacity as an agent of a broker-dealer, may also receive compensation, from the sale of a certain security or investment products recommended. His time spent on this activity is 15%.

## **Additional Compensation**

NONE

#### **Supervision**

ProVise has established a system of compliance and supervision we believe is reasonably designed to oversee the activities of Paul Auslander in accordance with applicable law. Ray Ferrara, Chairman/CEO and CCO, is his designated supervisor. Ray (and/or his designee) monitors Paul's activities throughout our client relationship management system and with frequent office interactions. Ray Ferrara may be contacted via email at <u>ferrara@provise.com</u> or via phone at 727-441-9022, ext. 232.