# **ADV 2B - Brochure Supplement**

### CHRISTOPHER LEE HENNING

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# **Woodbury Financial Services, Inc.**

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This brochure supplement provides clients with information about CHRISTOPHER HENNING that supplements the Woodbury Financial Services, Inc. disclosure brochure. Please contact WALTER THOMAS RICHARDSON, Field Supervisor at 615-370-1479 or Woodbury Financial Services, Inc. at the firm phone number above, if you did not receive a copy of the Woodbury Financial Services, Inc. disclosure brochure or if you have any questions about the contents of this brochure supplement. Additional information about CHRISTOPHER HENNING is available on the SEC's website at www.adviserinfo.sec.gov.

## **EDUCATIONAL BACKGROUND & BUSINESS EXPERIENCE**

CHRISTOPHER LEE HENNING

Year of Birth: 1975

### Education

Concordia University, St. Paul MN, Bachelors Degree, Business Economics, 1998 The American College, Chartered Financial Consultant (ChFC), 2009

# **Business Experience**

Investment Advisor Representative, Woodbury Financial Services, 1998-Present

Consultant, Christopher Henning Consulting, 2013-Present

Sr. Field Trainer, Woodbury Financial Services, 1998-2013

# **Professional Licenses/Designations**

Series 6 - Investment Company and Variable Contracts Exam (Mutual Funds/Variable Annuities)

To obtain the Series 6 an initial qualifying exam administered by the Financial Industry Regulatory Authority ("FINRA") must be passed. Continuing Education requirement include attending an Annual Compliance Meeting and Firm Element Training. Also required to be taken is a computer based program within 120 days of the second anniversary of obtaining the registration and every three years thereafter.

Series 7 - General Securities Representative Exam (Stockbroker)

To obtain the Series 7 an initial qualifying exam administered by the Financial Industry Regulatory Authority ("FINRA") must be passed. Continuing Education requirement include attending an Annual Compliance Meeting and Firm Element Training. Also required to be taken is a computer based program within 120 days of the second anniversary of obtaining the registration and every three years thereafter.

Series 26 - Investment Company (Mutual Funds) Principal Exam

To obtain the Series 26 an initial qualifying exam administered by the Financial Industry Regulatory Authority ("FINRA") must be passed. Continuing Education requirement

include attending an Annual Compliance Meeting and Firm Element Training. Also required to be taken is a computer based program within 120 days of the second anniversary of obtaining the registration and every three years thereafter.

## Series 63 - Uniform Securities Agent State Law Exam

To obtain the Series 63 an initial qualifying exam administered by the Financial Industry Regulatory Authority ("FINRA") must be passed. Continuing Education requirement include attending an Annual Compliance Meeting and Firm Element Training. Also required to be taken is a computer based program within 120 days of the second anniversary of obtaining the registration and every three years thereafter.

## Chartered Financial Consultant (ChFC)

The ChFC, Chartered Financial Consultant designation is a financial credential awarded by the American College to individuals who satisfy educational, work experience and ethics requirements. Recipients of the ChFC certification have completed, and passed examinations, on at least seven mandatory college-level courses in the areas of financial, insurance, retirement and/or estate planning, as well as income taxation and/or investments. Additionally, recipients have completed at least three elective courses on the financial system, estate planning applications, executive compensation, and/or retirement decisions. In order to maintain this designation, ChFC holders must satisfy the ongoing requirements of the Professional Achievement in Continuing Education ("PACE"), which includes at least 30 hours of continuing education every two years.

### **DISCIPLINARY INFORMATION**

I have no material disciplinary events to report.

### OTHER BUSINESS ACTIVITIES

Your advisor is also a registered representative of Woodbury Financial Services, Inc.. As such, your advisor may recommend the purchase of securities from Woodbury Financial Services, Inc.. If you purchase securities from Woodbury Financial Services, Inc., your advisor will receive commissions on the sale of investment products and in certain instances receive ongoing 12b-1 fees, in addition to the receipt of advisory fees for advisory services such as financial planning services.

Your advisor is also an insurance agent and receives commissions on the sale of insurance products and in certain instances, payments for the renewal of certain insurance products, in addition to advisory fees for advisory services, such as financial planning services.

These payments vary by insurance product and company and may provide different

incentives depending on the amount of the renewal payment. In some instances, sales commissions from life insurance provide a higher deposit rate to registered representatives than investment products. As such, a registered representative may have a financial incentive to promote certain life insurance products over other investment products. While the firm and your financial advisor intend to provide recommendations of products and services they believe are suitable for you, you should carefully evaluate each product or service recommendation based on your own financial situation and investment objectives.

- 1) Christopher Henning Consulting (Ch Consulting) 2013 Present
- Train and Coach Financial Planners and staff on technology and planning needs for their office.
  - This activity creates no material conflict of interest.
  - The compensation I receive for this activity is an hourly training fee.

Please note that registered representative and insurance agent activities are reviewed and supervised by Woodbury Financial Services, Inc.. This review includes transactions that you may conduct in your accounts based on specific recommendations to purchase products and/or services made by your registered representative.

With respect to certain other business activities unrelated to registered representative or certain insurance agent activities that your financial advisor may participate in, these activities are reviewed, and when appropriate approved in accordance with industry rules. While the firm may initially review these other business activities, these activities are not associated or in any way related to activity conducted by Woodbury Financial Services, Inc.. Therefore, Woodbury Financial Services, Inc. will not be responsible with respect to any recommendation or determination as to the suitability of your choice to participate in such activities. These other business activities may present certain conflicts of interest that you should be aware of and consider before participating in such activities. Please ask your financial advisor for further information.

### ADDITIONAL COMPENSATION

As discussed previously above, your advisor is a registered representative and may also be an insurance agent. In addition to the receipt of advisory fees, traditional commissions and ongoing 12b-1 fees, Woodbury Financial Services, Inc. may pay bonuses based on a registered representative's overall product and/or service sales, including with respect to advisory business, conduct sales incentive contests or provide marketing payments to its financial advisors to the extent permitted under applicable law. As a result, these arrangements may create a conflict of interest. While Woodbury Financial Services, Inc. and your financial advisor intend to provide recommendations of products and services they believe are suitable for you, you should carefully evaluate each product or service recommendation based on your own financial situation and investment objectives.

Financial advisors may receive compensation from someone other than a client for

providing investment advice or other advisory services to clients by referring clients to other investment advisers. As such, there may be potential conflicts of interests with these arrangements, including situations where the compensation paid to the firm or the financial advisor differs based on the particular third-party adviser. Therefore, financial advisors may have an economic incentive to recommend one third-party adviser over another. Additionally, certain third-party advisers may provide reimbursements to financial advisors as an offset for marketing and seminar materials for the advisory products and services offered. These situations may also create conflicts of interest that you should carefully consider.

### **SUPERVISION**

Woodbury Financial Services, Inc. supervises the investment advisory services provided by its financial advisors through a variety of methods, including a review by a licensed principal prior to a client's enrollment in any investment advisory service or prior to any new account opening. This review is designed to ensure that the products and services offered and recommended to clients are appropriate based on the particular client's situation. Additionally, the Firm conducts periodic ongoing supervision related to its investment advisory services. These efforts, which vary in frequency, include review based on a number of different factors, including but not limited to specific account activity and changes in a client's financial situation or investment objectives.

The individual responsible for supervising CHRISTOPHER HENNING is WALTER THOMAS RICHARDSON, Field Supervisor. WALTER THOMAS RICHARDSON may be reached at 615-370-1479.