

Item 1 - Cover Page

# WCG Wealth Advisors, LLC

Doing Business As: Fides Wealth Strategies Group  
8925 W. Post Road Suite 200 | Las Vegas, NV 89148  
(800) 346-4063

## Marc A. Gallo

7676 Hazard Center Drive Suite 1050 | San Diego, CA 92108  
(619) 546-4222

**03/20/2024**

This brochure supplement provides information about Marc Gallo that supplements the WCG Wealth Advisors, LLC disclosure brochure. You should have received a copy of that brochure that describes the investment advisory services offered through WCG Wealth Advisors, LLC, an investment advisor firm. Please contact WCG Wealth Advisors, LLC at the telephone number above if you did not receive their brochure or if you have any questions about the contents of the supplement.

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

## **Item 2 - Educational Background and Business Experience**

This section of the brochure supplement includes the supervised person's name, age (or year of birth), formal education after high school, and business background (including an identification of the specific positions held) for the preceding five years.

**Marc Gallo**

Year of birth: 1974

### **Education**

The following information details your Financial Advisor's formal education. If a degree was attained, the type of the degree will be listed next to the name of the institution. If a degree is not listed, the Financial Advisor attended the institution but did not attain a degree.

San Diego State University  
1992 – 1995

### **Business Experience**

The following information details your Financial Advisor's business experience for at least the past 5 years.

WCG Wealth Advisors, LLC; Investment Advisor Representative  
11/2014 – Present

LPL Financial, LLC; Registered Representative  
11/2014 – 03/2020

### **Professional Designations**

The following provides information on professional designation(s) that your Financial Advisor earned.

#### **Chartered Advisor for Senior Living (CASL)**

Designation: Chartered Advisor for Senior Living (CASL). Issuing Organization: The American College. Prerequisites/Experience Required: Meeting experience requirements for the College's CLU, ChFC, RHU, REBC, and CLF designations or advising clients on financial and/or practical matters relating to their retirement years or on issues dealing with aging for at least three of the five years preceding the awarding of the designations. Educational Requirements: Five required courses, equivalent to 15 semester credit hours.

#### **Accredited Investment Fiduciary (AIF)**

Designation: Accredited Investment Fiduciary (AIF). Issuing Organization: Center for Fiduciary Studies. Prerequisites/Experience Required: None. Educational Requirements: Candidate must complete one of the following: Web-based program or Capstone program. Continuing Education: 6 hours per year.

## **Item 3 - Disciplinary Information**

This section includes any legal or disciplinary events and material to a client's or prospective client's evaluation of the supervised person.

Your financial advisor has no legal or disciplinary events required to be disclosed in response to this item. There may be items that are contained on [brokercheck.finra.org](http://brokercheck.finra.org) or [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) that you may wish to review and consider in your evaluation of your advisor's background.

#### **Item 4 - Other Business Activities**

This section includes any relationship between the advisory business and the supervised person's other financial industry activities that creates a material conflict of interest with clients and describes the nature of the conflict and generally how it is addressed. If the supervised person is actively engaged in any investment-related business or occupation, including if the supervised person 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, the business relationship, if any, between the advisory business and the other business is disclosed below.

##### **Other Outside Business Activities:**

Fides Wealth Strategies Group/DBA for Advisory Business; The Wealth Consulting Group/DBA for Advisory Business; Fixed insurance sales/sale of non-variable insurance;

Your advisor also established an entity called MAG Wealth Enterprises, Inc. This entity was formed for the purpose of receiving compensation earned through WCG Wealth Advisors for tax purposes and provide no services or products. The total amount of time spent on these activities is 16 hours per month, and 8 hours a month during trading hours. Therefore, this activity does not represent a conflict of interest.

##### **Insurance Agent**

Your financial advisor is licensed to sell insurance and receive commissions for insurance sales, through WCG's affiliated entity WCG Insurance or an independent insurance agency. When selling insurance, your financial advisor has a financial incentive to recommend insurance products based on the compensation received, rather than on the client's needs. If insurance is sold through WCG Insurance, WCG addresses this conflict by maintaining a supervisory system to confirm that insurance recommendations are suitable and appropriate. If insurance is sold through an independent insurance agency, WCG addresses the conflict by reviewing and approving the financial advisor's request to conduct the activity as an outside business activity. If you have any questions regarding the compensation your financial advisor receives when recommending insurance, you should ask your financial advisor. You are under no obligation to purchase insurance through your financial advisor.

#### **Item 5 - Additional Compensation**

This section includes details regarding if someone who is not a client provides an economic benefit to the supervised person for providing advisory services. For purposes of this Item, economic benefits include sales awards and other prizes, but not the supervised person's regular salary, if any.

Your financial advisor can receive economic benefits from persons other than clients in connection with advisory services. Your financial advisor provides services in an Asset Management account and may recommend mutual funds. Only no-load and load-waived mutual funds are available to be purchased in such asset management accounts.

However, some of these mutual funds may pay distribution or service fees (e.g., 12b-1 fees) payable to LPL Financial. However, when your financial advisor provides investment advisory services, it is as a fiduciary under the Investment Advisers Act and has a duty to act in your best interest and to make full and fair disclosure to you of all material facts and conflicts of interest.

Your financial advisor can receive compensation from product sponsors and certain third-party vendors. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational or training events or

marketing or advertising initiatives. Such compensation may not be tied to the sale of any products.

Your Advisor receives asset-based advisory fees in LPL-sponsored managed account programs as an IAR of WCG Advisors, LLC. LPL shares a portion of the account fee you pay with your advisor, and the amount of these fees can be more or less than if the client paid separately for investment advice, brokerage, and other services. The receipt, of advisory fees, presents a conflict of interest causing your Advisor to have a financial incentive when recommending to open an account under the LPL-sponsored managed account program. The conflict is addressed by the client receiving disclosure documents prior to or at the time an account is opened. In addition, as part of your advisor's fiduciary duty, your advisor will endeavor at all times to put the interest of the client first and will only make recommendations when they are reasonably believed to be in the client's best interests.

This compensation also includes other types of compensation, such as bonuses, awards or other things of value offered by LPL. LPL may pay your advisor in different ways, such as payments based on production, reimbursement of fees that he may pay to LPL for items such as administrative services, and other things of value such as free or reduced-cost marketing materials, payments in connection with the transition of association from another broker/dealer or investment advisor firm to LPL, advances of advisory fees, or attendance at LPL's national conference or top producer forums and events. LPL may pay your advisor this compensation based on the overall business production and/or on the amount of assets serviced in LPL advisory programs. Therefore, the amount of this compensation may be more than what would be received if a client participated in other LPL programs, programs of other investment advisor firms or paid separately for investment advice, brokerage and other client services. Therefore, your advisor may have a financial incentive to recommend an advisory program over other programs and services. However, your advisor may only recommend a program or service that the advisor believes is suitable for you.

If your financial advisor provides you services in a Strategic Wealth Management (SWM) account, you pay LPL a transaction charge that varies depending on the type of security you buy or sell. If your financial advisor provides services to you in a SWM II account, your financial advisor pays LPL for transactions depending on the type of security. In the case of mutual funds in SWM II, the amount your financial advisor owes to LPL depends on the amount of recordkeeping fees that LPL receives from the mutual fund and/or whether the sponsor of the mutual fund participates in LPL's "No Transaction Fee Network." The fact that your financial advisor pays transaction charges in SWM II presents a conflict of interest because it creates a financial incentive for your advisor to select a lower transaction charge security type or mutual fund. In particular, your financial advisor has an incentive to select No Transaction Fee Funds for your accounts to avoid paying transaction charges. It also creates a financial incentive for your advisor to not place transactions in your account. However, when your financial advisor provides investment advisory services, he or she is a fiduciary under the Investment Advisers Act and has a duty to act in your best interest and to make full and fair disclosure to you of all material facts and conflicts of interest.

Your financial advisor acts as a (referral agent to, or engages as a co-advisor) with, certain third-party asset management firms (TAMPs). In such case, he or she receives compensation from the TAMP either in the form of a referral payment or an advisory fee, and you are provided disclosure about the arrangement and the compensation to be received at the time of the referral or engagement. Your financial advisor may also receive compensation in addition to a referral or advisory fee. For example, some TAMPs pay or reimburse financial advisors for attending conferences or for expenses for workshops, seminars presented to clients, or advertising, marketing, or practice management. The eligibility of a financial advisor to receive such payments or reimbursements is often based on the number/amount of assets referred by the financial advisor to the TAMP.

Your advisor also received a forgivable loan provided by LPL in 01/2024. The payment received is in addition to the production bonuses, stock options and other economic benefits that your advisor is entitled to receive. This loan is for the purpose of support and operations of his business. The loan is paid based on the scope of business engaged in with LPL, including retaining advisory assets with LPL.

This benefit to the advisor presents a conflict of interest in that the financial advisor has a financial incentive to recommend that a client engages with him and LPL for services, and to recommend switching investment products or services where a client's current investment options are not available through LPL, in order for the payment to be made or the loan to be forgiven. The conflict is addressed by the client receiving disclosure documents prior to or at the time an account is opened and as part of your advisor's fiduciary duty, your advisor puts the interest of the client first.

**Item 6 - Supervision**

This section explains how the firm supervises the supervised persons, including how the advice the supervised person provided to clients is monitored.

Jimmy Lee is the CEO of WCG Wealth Advisors, LLC. He is responsible for all activities of the firm, however, the compliance activities are monitored by the Chief Compliance Officer ("CCO") and the Compliance Department. Compliance staff uses tools that monitor the advisory services provided by your financial advisor, for example, with respect to asset allocation, concentration, and account activity where additional scrutiny or analysis may be appropriate. If you have any concerns, please contact Rosemary Richard (CCO) at (702) 263-8379 or by email at [compliance@wealthcg.com](mailto:compliance@wealthcg.com).

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