



## Item 1 - Cover Page

# Michael D. Westerfield

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This brochure supplement provides information about Michael D. Westerfield that supplements the TLG Advisors, Inc. Brochure. You should have received a copy of that brochure. Please contact TLG Advisors, Inc. if you did not receive TLGA's brochure or if you have any questions about the contents of this supplement.

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

## Item 2 – Educational Background and Business Experience

Mr. Westerfield was born in 1982. He began as a financial advisor with MetLife Securities in 2005 and worked there until MetLife merged with Mass Mutual in 2016. He stayed on with Mass Mutual as a financial planner until deciding to take on the role of Regional Vice President with The Insurance Partners in 2019. He holds his FINRA series 6,63,65 and 7 licenses in addition to a bachelor's degree from the University of Kansas.

### **Item 3 - Disciplinary Information**

Registered investment advisers are required to disclose all relevant facts about any legal or disciplinary issues that you need to know about before deciding to invest your money with them. Mr. Westerfield has no such issues on his record.

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

Mr. Westerfield sells commission-based products (such as insurance or annuities) as a registered representative of The Leaders Group, Inc., a FINRA-registered broker-dealer. He also is a Regional Vice President with The Insurance Partners where he assists other advisors in the sales of fixed life, annuity, DI and LTC products.

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

Mr. Westerfield provides investment-planning advice to his customers on a fee basis. If you were to purchase a commission-based product from him, he will explain how he is paid and how it differs from a fee-based transaction. In addition, he may receive compensation from the activities detailed in Item 4 above.

### **Item 6 - Supervision**

We supervise our investment advisor representatives in the following ways:

- Compare activity in your account with your investment objectives;
- Ensure that your financial information and investment objectives have been recorded;
- Confirm that you are contacted annually to find out if there are any changes in your financial information or investment objectives;
- Verify that you receive quarterly statements;
- Make sure your advisory fees are being charged correctly;
- Ensure that we comply with your wishes concerning directed brokerage arrangements;
- Check to see if you are invested in securities that don't match your risk tolerance.

Advisory representatives are supervised by Jane Riley, TLG Advisors, Inc. Chief Compliance Officer. She may be reached at 303-797-9080, or [compliance@leadsgroup.net](mailto:compliance@leadsgroup.net).