

**ADV 2B - Brochure Supplement**

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This brochure supplement provides clients with information about DELANO HILL that supplements the Royal Alliance Associates disclosure brochure. Please contact James Edward Armstrong, OSJ Manager at 919-263-8603 or Royal Alliance Associates at the firm phone number above, if you did not receive a copy of the Royal Alliance Associates disclosure brochure or if you have any questions about the contents of this brochure supplement. Additional information about DELANO HILL is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND & BUSINESS EXPERIENCE**

DELANO ROYCE HILL

Year of Birth: 1944

### **Education**

I have no formal education after high school.

### **Business Experience**

Owner/Registered Representative/Agent, Delano Hill & Associates, Inc. 1967-Present

Investment Advisor, Team Financial Resources, Inc 2000-2017

Owner/Agent, Team Financial Resources, Inc 2000-Present

Registered Representative, Royal Alliance Associates, Inc 1989-present

Investment Advisor, Royal Alliance Associates, 2017 to present

### **Professional Licenses/Designations**

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.

Chartered Life Underwriter (CLU)

Important information About the Chartered Life Underwriter(CLU) Designation: The Chartered Life Underwriter(CLU) is one of the oldest and most respected credentials in financial services(dating back to the 1920's). It represents a detailed understanding of a range of personal risk management and life insurance planning issues. It also stresses ethics, professionalism, and in-depth knowledge in the delivery of financial advice. Candidates for the CLU designation must complete 8 college-level courses(5 core courses and 3 elective courses). Three years of fulltime, relevant business experience is also a pre-requisite. Candidates them must pass 8 two-hour 100 questions exams administered by The American College. After passing the exam, candidates then must agree to completing 30 hours of continuing education every 2 years to retain the designation.

Qualified Financial Planner (QFP)

Important information About the QFP: The Qualified Financial Planner(QFP) designation is awarded to recognized financial planning professionals who are IAQFP Certified - Financial Planners, universally identified under the professions single, unifying moniker, QFP,

The QFP designation is *not* a "designation of designations", but rather serves as the single, unifying moniker of the Financial Planning Profession and its duly accredited Professionals. The QFP designation unifies both under One Profession - One Designation, while simplifying, for the public, the "alphabet soup/designations maze" of professional designations.

**QFP** are those who have met, and who agree to continuously abide by IAQFP Standards of education, exam, experience, and ethics, and are those who are also subject to IAQFP Code of Ethics & Professional Conduct and the IAQFP

Disciplinary & Complaint Process contained within the IAQFP Standards.

Attainment of the QFP designation and right to use is subject to satisfactory fulfillment and ongoing adherence and compliance with the following:

- **Credential Requirement:** To be eligible to be considered for the QFP designation, the applicant must provide documentation of holding at least one of the following five designations specific to the methodology and learned discipline of Financial Planning, or to have been granted use via Honorary or Academic Conferment (in limited circumstances): The American College, Chartered Financial Consultant (ChFC®); the AICPA, Personal Financial Specialist (PFS™); The American College, Masters of Science in Financial Services with a Financial Planning concentration (MSFS); the College for Financial Planning, Masters of Science with a financial planning concentration (MS), or CFP Board, Certified Financial Planner (CFP®), in any jurisdiction of the United States of America and/or to any other country where re-certification is made available by the issuers of said designations and so accepted by IAQFP.
- Commitment to IAQFP Standards including but not limited to the IAQFP Code of Ethics & Professional Conduct.
- **Continuing Education Requirement:** The applicant must satisfy a minimum of thirty (30) hours of continuing professional education each two years anniversary or at least fifteen (15) hours annually covering a wide-spectrum of financial planning practice areas.
- **Professional Oversight and Discipline:** The applicant agrees to regulatory oversight by the IAQFP Ethics Committee & Board of Directors, and agrees to be bound by all IAQFP Standards, including but not limited to enforcement of the organizations, Disciplinary & Complaint Procedures Process.

## **DISCIPLINARY INFORMATION**

I have no material disciplinary events to report.

## **OTHER BUSINESS ACTIVITIES**

Your advisor is also a registered representative of Royal Alliance Associates. As such, your advisor may recommend the purchase of securities from Royal Alliance Associates. If you purchase securities from Royal Alliance Associates, 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.

In addition to being an Investment Advisor representative for Royal Alliance, Inc, I am a Registered Representative of Royal Alliance, Inc. I may recommend the purchase of securities offered by Royal Alliance.

If you purchase these products from me, I will receive normal commissions and may receive other indirect forms of compensation which may be in addition to customary advisory fees. As such, I may have an incentive to sell you commissionable products in addition to providing you with advisory services when such commissionable products may not be in your best interest.

While my security sales are reviewed for suitability by an appointed supervisor, you should be aware of the incentives I have to sell certain security products and are encouraged to ask me about any conflict presented.

In addition, I am a licensed insurance agent and may recommend that you purchase insurance from me. I may receive direct and indirect compensation from the insurance that I sell you and as such, I may have an incentive to recommend the purchase of insurance to increase my compensation even if the insurance I sell you may not be in your best interest.

In addition to the activities listed above, I also own several rental properties. This is non-investment related.

In an effort to ensure that my outside business activities do not interfere with or otherwise compromise my relationship with you, all outside business activities that I engage in are reviewed and approved by an appointed supervisor.

Please be aware that you are under no obligation to purchase products or services recommended by me in connection with providing you with any advisory service that I offer.

Please note that registered representative and insurance agent activities are reviewed and supervised by Royal Alliance Associates. 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 Royal Alliance Associates. Therefore, Royal Alliance Associates 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, Royal Alliance Associates 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 Royal Alliance Associates 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 interest 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.

n/a

### **SUPERVISION**

Royal Alliance Associates 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 DELANO HILL is James Edward Armstrong, OSJ Manager. James Edward Armstrong may be reached at 919-263-8603.