



**Jeffrey M. Fratarcangeli**  
*Senior Vice President-Wealth Management*  
*Financial Advisor*

Jeffrey is a Senior Vice President of Investments at Merrill Lynch Global Wealth Management, while in his 15th year as an advisor. During the past 8 years, Jeff was in the top 1% of all advisors at his previous firm. Jeffrey was also recently nominated to *On Wall Street's* "Top 40 Under 40" financial advisors.

Jeffrey's clients are high net worth families – that is, business owners, corporate executives, and retirees. Jeffrey also works with publicly traded small and medium size companies. He designs detailed financial strategies, and creates wealth management strategies for his clients, taking into account their investment needs, their ability or willingness to assume risk, their time horizon, and other factors that may effect their investment decisions.

While participating in a 4 year full scholarship at Eastern Michigan University in soccer, where he was on the Mid-American Conference All-Academic Honor Roll, he received a Bachelor of Science in Business Administration, majored in Finance and minored in Accounting and Economics. He also has received training for his CFP, Certified Financial Planning, degree from Oakland University.

Jeffrey has dual residency in Birmingham, Michigan and Manhattan, New York. He appreciates his mid-western roots while valuing the advantages of being close to the pulse of the financial headquarters of the world.



**Jeffrey M. Fratarcangeli**  
Senior Vice President – Wealth Management  
Phone: 248-645-7410 Direct  
NY Phone: 212-284-5871 Direct  
Fax: 248-556-2553

## Mission Statement

I oversee money for people who don't have either the time, information or resources to do it effectively for themselves. My clients are high net worth families – that is, business owners, corporate executives, and retirees – or small- to mid-sized companies that want to benefit from goal-oriented financial planning. I am interested in long-term relationships, not individual transactions. I design detailed financial plans for my clients, taking into account their investment needs, their ability or willingness to assume risk, their time horizon, and other factors that may effect their investment decisions.

### **I do this with a method I call the “A-B” Approach**

- I. A is where you are today. B is where you want to be.
- II. The shortest distance between two points is a straight line.
- III. My job is to pick the investments that will help you get to B.

### **4-Step Process**

1. Our first meeting is the first in a four-step process.  
My objective is to:
  - Determine A
  - Establish your risk tolerance
  - Discuss your investment objectives, income needs, your long-term goals as well as your dreams.
2. I will then analyze this data, and devise a comprehensive financial plan. We will meet again to discuss the results of my analysis, explain the long-term detail, and agree on a strategy.
3. We implement this agreed upon strategy. Since this is where investments are made, let me take a moment to explain some of the basic elements of my investment philosophy:
  - 1<sup>st</sup>. I am conservative – preservation of my client's capital is my primary concern. I take the minimum amount of risk necessary to meet the stated investment objectives. This doesn't preclude me from being aggressive when appropriate, but it must adhere to the objectives of your larger plan.
  - 2<sup>nd</sup>. I use asset allocation as a guideline for my broad investment decisions – are you familiar with asset allocation?



## **Merrill Lynch**

- 3<sup>rd</sup>. Once you and I have agreed upon a long-term plan, you will be presented with my recommendations which we will go over so you can better understand them.
- 4<sup>th</sup>. I use a combination of my own experiences as well as Merrill Lynch's vast resources and top-rated research team for the bulk of my recommendations.
4. The last step of the process is to review the strategy regularly to monitor its performance. This will allow us to make adjustments that reflect changes in the market, the economy, or in your individual financial situation.

We will obviously speak quite regularly on the phone, but we should plan to meet face-to-face at least twice a year.

### **COMPENSATION**

Lastly, it's very important to me that my clients understand exactly how I am compensated, which is three-fold:

1. I am paid through commissions on certain types of transactions (very rarely).
2. I am compensated on the basis of my assets under management, so I have a vested interest in the growth of your assets.
3. I am compensated through referrals. If you like what I do for you, I want you to refer me to your friends, family, and associates when the opportunity presents itself.

## BrokerCheck Report

# JEFFREY MICHAEL FRATARCANGELI

CRD# 2703603

Report #47442-11790, data current as of Tuesday, August 18, 2009.

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## Dear Investor:

FINRA has generated the following BrokerCheck report for **JEFFREY M. FRATARCANGELI**. The information contained within this report has been provided by a FINRA member firm(s) and securities regulators as part of the securities industry's registration and licensing process and represents the most current information reported to the Central Registration Depository (CRD®) system.

FINRA regulates the securities markets for the ultimate benefit and protection of the investor. FINRA believes the general public should have access to information that will help them determine whether to conduct, or continue to conduct, business with a FINRA member firm or any of the member's associated persons. To that end, FINRA has adopted a public disclosure policy to make certain types of information available to you. Examples of information FINRA provides include: actions by regulators, investment-related civil suits, customer disputes that contain allegations of sales practice violations against brokers, all felony charges and convictions, misdemeanor charges and convictions relating to securities violations, and financial events such as bankruptcies, compromises with creditors, judgments, and liens.

When evaluating this report, please keep in mind that it may include items that involve pending actions or allegations that may be contested and have not been resolved or proven. Such items may, in the end, be withdrawn or dismissed, or resolved in favor of the firm or broker, or concluded through a negotiated settlement with no admission or finding of wrongdoing.

The information in this report is not the only resource you should consult. FINRA recommends that you learn as much as possible about the individual broker or brokerage firm from other sources, such as professional references, local consumer and

investment groups, or friends and family members who already have established investment business relationships.

FINRA BrokerCheck is governed by federal law, Securities and Exchange Commission (SEC) regulations and FINRA rules approved by the SEC. State disclosure programs are governed by state law, and may provide additional information on brokers and firms licensed by the state. Therefore, you should also consider requesting information from your state securities regulator. Refer to [www.nasaa.org](http://www.nasaa.org) for a complete list of state securities regulators.

**Thank you for using FINRA BrokerCheck.**



Using this site/information means that you accept the FINRA BrokerCheck Terms and Conditions. A complete list of Terms and Conditions can be found at [brokercheck.finra.org](http://brokercheck.finra.org)



For additional information about the contents of this report, please refer to the User Guidance or [www.finra.org/brokercheck](http://www.finra.org/brokercheck). It provides a glossary of terms and a list of frequently asked questions, as well as additional resources. For more information about FINRA, visit [www.finra.org](http://www.finra.org).



## JEFFREY M. FRATARCANGELI

CRD# 2703603

**Currently employed by and registered with the following FINRA Firms:**

### MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED

39577 WOODWARD AVE.  
BLOOMFIELD HILLS, MI 48304  
CRD# 7691

Registered with this firm since: 10/31/2008

## Report Summary for this Broker

The report summary provides an overview of the broker's professional background and conduct. The individual broker, a FINRA-registered firm(s), and/or securities regulator(s) have provided the information contained in this report as part of the securities industry's registration and licensing process. The information contained in this report was last updated by the broker, a previous employing brokerage firm, or a securities regulator on 08/05/2009.

### Broker Qualifications

**This broker is registered with:**

- 8 Self-Regulatory Organizations
- 31 U.S. states and territories

**Is this broker currently suspended or inactive with any regulator? No**

**This broker has passed:**

- 0 Principal/Supervisory Exams
- 2 General Industry/Product Exams
- 2 State Securities Law Exams

### Registration and Employment History

This broker was previously registered with the following FINRA member firms:

#### CITIGROUP GLOBAL MARKETS INC.

CRD# 7059  
NEW YORK, NY  
11/2004 - 11/2008

#### WACHOVIA SECURITIES, LLC

CRD# 19616  
ST. LOUIS, MO  
07/2003 - 11/2004

#### PRUDENTIAL SECURITIES INCORPORATED

CRD# 7471  
NEW YORK, NY  
07/2000 - 07/2003

For additional registration and employment history details as reported by the individual broker, refer to the Registration and Employment History section of this report.

### Disclosure of Customer Disputes, Disciplinary, and Regulatory Events

This section includes details regarding disclosure events reported by or about this broker to CRD as part of the securities industry registration and licensing process. Examples of such disclosure events include formal investigations and disciplinary actions initiated by regulators, customer disputes, certain criminal charges and/or convictions, as well as financial disclosures, such as bankruptcies and unpaid judgments or liens.

**Are there events disclosed about this broker? No**



## Broker Qualifications

### Registrations

This section provides the SROs, states and U.S. territories the broker is currently registered and licensed with, the category of each registration, and the date on which the registration became effective. This section also provides the physical location of each branch that the individual broker is associated with for each listed employment.

**This individual is currently registered with 8 SROs and is licensed in 31 U.S. states and territories through his or her employer.**

### Employment 1 of 1

Firm Name: **MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED**

Main Office Address: **4 WORLD FINANCIAL CENTER  
NEW YORK, NY 10080**

Firm CRD#: **7691**

SRO	Category	Status	Date
<b>FINRA</b>	<b>General Securities Representative</b>	<b>APPROVED</b>	<b>10/31/2008</b>
American Stock Exchange	General Securities Representative	APPROVED	10/31/2008
<b>International Securities Exchange</b>	<b>General Securities Representative</b>	<b>APPROVED</b>	<b>10/31/2008</b>
NASDAQ Stock Market	General Securities Representative	APPROVED	10/31/2008
<b>NYSE Arca, Inc.</b>	<b>General Securities Representative</b>	<b>APPROVED</b>	<b>10/31/2008</b>
National Stock Exchange	General Securities Representative	APPROVED	10/31/2008
<b>New York Stock Exchange</b>	<b>General Securities Representative</b>	<b>APPROVED</b>	<b>10/31/2008</b>
Philadelphia Stock Exchange	General Securities Representative	APPROVED	10/31/2008

U.S. State/ Territory	Category	Status	Date	U.S. State/ Territory	Category	Status	Date
<b>Alabama</b>	<b>Agent</b>	<b>APPROVED</b>	<b>10/31/2008</b>	Georgia	Agent	APPROVED	10/31/2008
Arizona	Agent	APPROVED	10/31/2008	<b>Hawaii</b>	<b>Agent</b>	<b>APPROVED</b>	<b>11/17/2008</b>
<b>California</b>	<b>Agent</b>	<b>APPROVED</b>	<b>10/31/2008</b>	Illinois	Agent	APPROVED	11/17/2008
Colorado	Agent	APPROVED	01/14/2009	<b>Indiana</b>	<b>Agent</b>	<b>APPROVED</b>	<b>11/19/2008</b>
<b>Delaware</b>	<b>Agent</b>	<b>APPROVED</b>	<b>11/21/2008</b>	Kentucky	Agent	APPROVED	10/31/2008
District of Columbia	Agent	APPROVED	10/31/2008	<b>Maryland</b>	<b>Agent</b>	<b>APPROVED</b>	<b>10/31/2008</b>
<b>Florida</b>	<b>Agent</b>	<b>APPROVED</b>	<b>12/09/2008</b>	Massachusetts	Agent	APPROVED	10/31/2008



## Broker Qualifications

### Employment 1 of 1, continued

U.S. State/ Territory	Category	Status	Date
Michigan	Agent	APPROVED	10/31/2008
Minnesota	Agent	APPROVED	10/31/2008
Missouri	Agent	APPROVED	10/31/2008
Nevada	Agent	APPROVED	10/31/2008
New Jersey	Agent	APPROVED	10/31/2008
New York	Agent	APPROVED	10/31/2008
North Carolina	Agent	APPROVED	10/31/2008
Ohio	Agent	APPROVED	10/31/2008
Oregon	Agent	APPROVED	10/31/2008
Pennsylvania	Agent	APPROVED	10/31/2008
Rhode Island	Agent	APPROVED	10/31/2008
South Carolina	Agent	APPROVED	10/31/2008
Tennessee	Agent	APPROVED	10/31/2008
Texas	Agent	APPROVED	10/31/2008
Utah	Agent	APPROVED	10/31/2008
Virginia	Agent	APPROVED	10/31/2008
Wisconsin	Agent	APPROVED	10/31/2008

### Branch Office Locations

**MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED**  
 39577 WOODWARD AVE.  
 BLOOMFIELD HILLS, MI 48304



## Broker Qualifications

### Industry Exams this Broker has Passed

This section includes all current principal/supervisory, general product/industry, and/or state securities law exams that the broker has passed. Under certain, limited circumstances, a broker may receive a waiver of an exam requirement based on a combination of previous exams passed and qualifying work experience. Likewise, a new exam requirement may be grandfathered based on a broker's specific qualifying work experience. Information regarding instances of exam waivers or the grandfathering of an exam requirement are not included as part of the BrokerCheck report.

**This individual has passed 0 principal/supervisory exams, 2 general industry/product exams, and 2 state securities law exams.**

### Principal/Supervisory Exams

Exam	Category	Date
No information reported.		

### General Industry/Product Exams

Exam	Category	Date
General Securities Representative Examination	Series 7	02/22/1996
Futures Managed Funds Examination	Series 31	08/13/2004

### State Securities Law Exams

Exam	Category	Date
Uniform Securities Agent State Law Examination	Series 63	03/01/1996
Uniform Investment Adviser Law Examination	Series 65	03/15/1996

Additional information about the securities industry's qualifications and continuing education requirements, as well as the examinations administered by FINRA to brokers and other securities professionals can be found at <http://www.finra.org/Industry/Compliance/Registration/QualificationsExams/index.htm>.



## Registration and Employment History

### Previously Registered with the Following FINRA Firms

FINRA records show this broker previously held FINRA registrations with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
11/2004 - 11/2008	CITIGROUP GLOBAL MARKETS INC.	7059	NEW YORK, NY
07/2003 - 11/2004	WACHOVIA SECURITIES, LLC	19616	ST. LOUIS, MO
07/2000 - 07/2003	PRUDENTIAL SECURITIES INCORPORATED	7471	NEW YORK, NY
09/1998 - 08/2000	PAINWEBBER INCORPORATED	8174	WEEHAWKEN, NJ
02/1996 - 09/1998	DEAN WITTER REYNOLDS INC.	7556	PURCHASE, NY

### Employment History

This section provides up to 10 years of an individual broker's employment history as reported by the individual broker, and includes all securities and non-securities related employment, full and part-time work, self-employment, military service, unemployment, and full-time education. Please note that this information is not updated after an individual ceases to be registered with a FINRA firm.

Employment Dates	Employer Name	Employer Location
10/2008 - Present	MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED	FARMINGTON HILLS, NY
11/2004 - 10/2008	CITIGROUP GLOBAL MARKETS INC.	SOUTHFIELD, MI
07/2003 - 11/2004	WACHOVIA SECURITIES LLC	WEST BLOOMFIELD, MI
07/2003 - 07/2003	WACHOVIA SECURITIES, LLC	RICHMOND, VA
07/2000 - 07/2003	PRUDENTIAL SECURITIES, INC.	WEST BLOOMFIELD, MI
09/1998 - 07/2000	PAINWEBBER INCORPORATED	BIRMINGHAM, MI

### Affiliations

This section includes information, if any, as provided by the broker regarding other business activities the broker is currently engaged in either as a proprietor, partner, officer, director, employee, trustee, agent or otherwise. This section does not include non-investment related activity that is exclusively charitable, civic, religious or fraternal and is recognized as tax exempt.

No information reported.



## About this BrokerCheck Report

BrokerCheck reports are part of a FINRA initiative to disclose information about FINRA-registered firms and individual brokers to help investors determine whether to conduct, or continue to conduct, business with these firms and brokers. The information contained within these reports is collected through the securities industry's registration and licensing process.

### Who provides the information in BrokerCheck?

Information made available through BrokerCheck is obtained from the Central Registration Depository (CRD®) as reported through the industry registration and licensing process.

The forms used by brokerage firms, to report information as part of the firms registration and licensing process, Forms BD and BDW, are established by the Securities and Exchange Commission (SEC) and adopted by all state securities regulators and self-regulatory organizations (SROs). FINRA and the North American Securities Administrators Association (NASAA) establish the Forms U4 and U5, the forms that are used for the registration and licensing process for individual brokers. These forms are approved by the SEC. Regulators report disciplinary information for firms and individual brokers via Form U6.

### How current is the information contained in BrokerCheck?

Brokerage firms and brokers are required to keep this information accurate and up-to-date (typically not later than 30 days after learning of an event). BrokerCheck data is updated when a firm, broker, or regulator submits new or revised information to CRD. Generally, updated information is available on BrokerCheck Monday through Friday.

### What information is NOT disclosed through BrokerCheck?

Information that has not been reported to CRD or that is not required to be reported through the registration and licensing process, is not disclosed through BrokerCheck. Examples of events that are not required to be reported or are no longer reportable include: judgments and liens originally reported as outstanding that have been satisfied and bankruptcy proceedings filed more than 10 years ago. Conversely, certain customer complaint information that is not required to be reported may be disclosed provided certain criteria are met.

Additional information not disclosed through BrokerCheck includes Social Security Numbers, residential history information, and physical description information. On a case-by-case basis, FINRA reserves the right to exclude information that contains confidential customer information, offensive and potentially defamatory language or information that raises significant identity theft or privacy concerns that are not outweighed by investor protection concerns. FINRA Rule 8312 describes in detail what information is and is not disclosed through BrokerCheck.

Under FINRA's current public disclosure policy, in certain limited circumstances, most often pursuant to a court order, information is expunged from CRD. Further information about expungement from CRD is available in FINRA notices 99-09, 99-54, 01-65, and 04-16 at [www.finra.org](http://www.finra.org).

For further information regarding FINRA's BrokerCheck program, please visit FINRA's Web site at [www.finra.org/brokercheck](http://www.finra.org/brokercheck) or call the FINRA BrokerCheck Hotline at (800) 289-9999. This hotline is open Monday through Friday from 8:00 a.m. to 8:00 p.m., Eastern Time (ET).

For more information about the following, select the associated link:

- About BrokerCheck Reports: [http://www.finra.org/brokercheck\\_reports](http://www.finra.org/brokercheck_reports)
- Glossary: [http://www.finra.org/brokercheck\\_glossary](http://www.finra.org/brokercheck_glossary)
- Questions Frequently Asked about BrokerCheck Reports: [http://www.finra.org/brokercheck\\_faq](http://www.finra.org/brokercheck_faq)