

*This brochure supplement provides information about James Stuart Gallagher that supplements the Waterstone Financial Advisory LLC brochure. You should have received a copy of that brochure. Please contact James Stuart Gallagher if you did not receive Waterstone Financial Advisory LLC's brochure or if you have any questions about the contents of this supplement.*

*Additional information about James Stuart Gallagher is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

# **Waterstone Financial Advisory LLC**

## **Form ADV Part 2B – Individual Disclosure Brochure**

*for*

**James Stuart Gallagher**

Personal CRD Number: 5766671

Investment Adviser Representative

Waterstone Financial Advisory LLC  
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UPDATED: 01/26/2023

## Item 2: Educational Background and Business Experience

**Name:** James Stuart Gallagher **Born:** 1959

### **Educational Background and Professional Designations:**

#### **Education:**

Bachelor of Science Mechanical Engineering, University of Western Ontario - 1986

#### **Business Background:**

01/2023 - Present	President Waterstone Financial Advisory LLC
09/2021 – Present	Registered Representative J.W. Cole Financial, Inc.
04/2019 - Present	Advisor J.W. Cole Advisory, Inc. dba Waterstone Financial LLC
02/2009 - 04/2019	Advisor Global Financial Private Capital, LLC dba Waterstone Financial LLC

## Item 3: Disciplinary Information

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

## Item 4: Other Business Activities

James Stuart Gallagher is an investment adviser representative with J.W. Cole Advisory, Inc. From time to time, he will offer clients advice or products from this activity. Waterstone Financial Advisory LLC always acts in the best interest of the client. Clients are in no way required to utilize the services of any representative of Waterstone Financial Advisory LLC in such individual's outside capacity.

James Stuart Gallagher is a registered representative of J.W. Cole Financial, Inc. From time to time, he will offer clients advice or products from those activities. Clients should be aware that these services pay a commission or other compensation and involve a conflict of interest, as commissionable products conflict with the fiduciary duties of a registered investment adviser. WFA always acts in the best interest of the client, including with respect to the sale of commissionable products to advisory clients. Clients always have the right to decide whether or not to utilize the services of any WFA representative in such individual's outside capacities.

James Stuart Gallagher is a licensed insurance agent. This activity creates a conflict of interest since there is an incentive to recommend insurance products based on commissions or other benefits received from the insurance company, rather than on the client's needs. Additionally, the offer and sale of insurance products by supervised persons of WFA are not made in their capacity as a fiduciary, and products are limited to only those offered by certain insurance providers. WFA addresses this conflict of interest by requiring its supervised persons to act in the best interest of the client at all times, including when acting as an insurance agent. WFA periodically reviews recommendations by its supervised persons to assess whether they are based on an objective evaluation of each client's risk profile and investment objectives rather than on the receipt of any commissions or other benefits. WFA will disclose in advance how it or its supervised persons are compensated and will disclose conflicts of interest involving any advice or service provided. At no time will there be tying between business practices and/or services (a condition where a client or prospective client would be required to accept one product or service conditioned upon the selection of a second, distinctive tied product or service). No client is ever under any obligation to purchase any insurance product. Insurance products recommended by WFA's supervised persons may also be available from other providers on more favorable terms, and clients can purchase insurance products recommended through other unaffiliated insurance agencies.

James Stuart Gallagher Owner of Stuart Software Solutions. This company develops and sells financial planning software.

James Stuart Gallagher is Owner of Waterstone Financial LLC. This is an insurance company that sells fixed life and annuities. He does receive commissions from the sale of insurance products.

## Item 5: Additional Compensation

James Stuart Gallagher does not receive any economic benefit from any person, company, or organization, other than Waterstone Financial Advisory LLC in exchange for providing clients advisory services through Waterstone Financial Advisory LLC.

## Item 6: Supervision

As the Chief Compliance Officer of Waterstone Financial Advisory LLC, James Stuart Gallagher supervises all activities of the firm. James Stuart Gallagher's contact information is on the cover page of this disclosure document. James Stuart Gallagher adheres to applicable regulatory requirements, together with all policies and procedures outlined in the firm's code of ethics and compliance manual.