

## **Part 2B of Form ADV: Brochure Supplement**

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This brochure supplement provides information about Michael John Graham that supplements the LaSalle St. Investment Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Vincent Incerto if you did not receive LaSalle St. Investment Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

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

## ***Item 2- Education, Background and Business Experience***

Michael John Graham, born 1962, attended and earned a Bachelor's degree in Political Science from Furman University in 1984. He attended and earned a Master of Public Administration concentrating in Executive, Legislative and Regulatory Management from The George Washington University in 1987.

Michael Graham has passed the FINRA Series 7 General Securities Representative exam, Series 24 General Securities Principal exam, Series 63 Uniform Securities Agent State Law exam, and the Series 66 NASAA-Uniform Combined State Law Exam. Michael Graham also passed and is current with his state's insurance license requirements.

Michael Graham has been a registered representative with LaSalle St. Securities, LLC since October of 2003 and an investment advisor representative with LaSalle St. Investment Advisors, LLC since January of 2006.

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

Michael Graham has no reportable disciplinary history

## ***Item 4-Outside Business Activities***

### **A. Investment-Related Activities**

#### **1. Registered Representative of a broker-dealer: *LaSalle St. Securities, LLC***

Michael Graham is separately licensed as a registered representative of LaSalle St. Securities, LLC; an affiliated broker-dealer. There is an inherent conflict of interest in LaSalle St. Investment Advisors, LLC recommending that its advisory clients establish accounts at LaSalle St. Securities, LLC and direct compensation to an affiliate. These individuals, in their separate capacity, can effect securities transactions for which they will receive separate, yet customary compensation such as 12b-1 fees for the sale of investment company products, concessions on fixed income new issues, and variable annuity concessions in their capacities as registered representatives of LaSalle St. Securities, LLC, which could be an inherent conflict of interest. While LaSalle St. Investment Advisors, LLC and these individuals endeavor at all times to put the interest of the clients first as part of our fiduciary duty, clients should be aware that the receipt of additional compensation itself creates a conflict of interest, and may affect the judgment of these individuals when making recommendations.

#### **2. Insurance Company or Agency: *Insurance Agent***

Certain members of our firm's management are separately licensed as fixed insurance agents of various insurance companies. In that capacity, these individuals provide insurance contracts through such company(ies). The services delivered by the insurance company are distinct from those provided by our firm and are provided for separate compensation and are not held in any type of fee-based accounts. There are no referral fee arrangements between our firm and the insurance companies. We do not feel that this relationship creates any conflict of interest.

### **B. Non-Investment Related Activities**

Michael Graham is not engaged in any other outside business or occupation that provides substantial compensation or involves a substantial amount of his time.

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

Michael Graham does not receive any economic benefit from a non-advisory client for the provision of advisory services.

## *Item 6-Supervision*

**Supervisor:** Vincent Incerto  
**Title:** Chief Compliance Officer  
**Phone Number:** 630-600-0425

We disclose to clients the existence of all material conflicts of interest, including the potential for our firm and our employees to earn compensation from advisory clients in addition to our firm's advisory fees. We disclose to clients that they are not obligated to purchase recommended investment products from our employees or affiliated companies. We require that our employees seek prior approval of any outside employment activity so that we may ensure that any conflicts of interests in such activities are properly addressed. We periodically monitor these outside employment activities to verify that any conflicts of interest continue to be properly addressed by our firm. We educate our employees regarding the responsibilities of a fiduciary, including the need for having a reasonable and independent basis for the investment advice provided to clients.

We collect, maintain and document accurate, complete and relevant client background information, including the client's financial goals, objectives and risk tolerance. Our firm's management conducts regular reviews of each client account to verify that all recommendations made to a client are suitable to the client's needs and circumstances. We have adopted a formal compliance program designed to prevent, detect and correct any actual or potential violations by the advisor of its supervised persons of the Advisers Act, and other federal securities laws and rules adopted under the Advisers Act. Our IA policies and procedures are designed to meet the requirements of the SEC IA Compliance Programs Rule and to assist the firm and our supervised persons in preventing, detecting, and correcting violations of law, rules and our policies.

Our IA Policies and Procedures cover many of the firm's businesses and compliance requirements. Each section provides the firm's policy on the topic and provides our firm's procedures to ensure that the particular policy is followed. We monitor the investment advisory activities, personal investing activities, and adherence to the Advisor's compliance program and code of ethics of the supervised persons on a continuous basis using various methods, included periodic inspection and review of client securities positions and transaction activity, obtaining certifications of compliance with company policies and procedures from the supervised, and obtaining and reviewing brokerage statements or transactions and holdings reports of the supervised persons.