STEFFES FINANCIAL, LTD.

Solutions for a Complex World

Form ADV, Part 2B
Individual Disclosure Brochure

for

Gerald C. Steffes

Investment Adviser Representative

Version Date: 01/01/2020

This brochure supplement provides information about Gerald C. Steffes that supplements the Steffes Financial, Ltd. brochure. You should have received a copy of that brochure. Please contact Gerald C. Steffes, President if you did not receive Steffes Financial, Ltd.'s brochure or if you have any questions about the contents of this supplement. Additional information about Gerald C. Steffes (CRD#2021161) is also available on the SEC's website at www.adviserinfo.sec.gov.

8655 College Boulevard, Suite 101, Overland Park, KS 66210, 913-722-1111, Registered Representative,
Securities offered through Cambridge Investment Research, Inc., a Broker/Dealer, Member FINRA/SIPC.
Investment Advisory Services offered through Steffes Financial, Ltd., a Registered Investment Advisor.
Cambridge Investment Research, Inc. and Steffes Financial, Ltd., are not affiliated entities.

Item 2: Educational Background and Business Experience

Name: **Gerald C. Steffes**
Born: 1961

Education Background and Professional Designations:

Education:

BS Degree in Accounting, Kansas State University – 1984

Designations:

CFP® - Certified Financial Planner

CFP® MINIMUM QUALIFICATIONS:

- Bachelor's degree or its equivalent, in any discipline, from an accredited university
- Minimum 15-hour curriculum necessary to prepare for the CFP exam (you are allowed to challenge the educational requirements if you are a licensed attorney or are hold any of the following certifications or degrees: Certified Public Accountant, Chartered Financial Analyst, Chartered Financial Consultant, Chartered Life Underwriter, Doctor of Business Administration or PhD in business or economics).
- Apply for and achieve a passing score on the Certified Financial Planner exam.
- Possess at least 3 years of work experience in the financial planning industry - teaching, assisting, supervising or delivering financial planning services to a client base for a minimum of 3 years prior to certification.
- Pass a background check and candidate fitness standards test. You must reveal any criminal history, pending litigation or ethical violations. The CFP board verifies all employment history, qualifications and disciplinary issues via FINRA's Central Registration Depository.

CPA - Certified Public Accountant

CPA MINIMUM QUALIFICATIONS:

- A bachelor's degree;
- 24 semester units in accounting-related subjects;
- 24 semester units in business-related subjects;
- 150 semester units (or 225 quarter units) of education;
- Passing all four parts the Uniform CPA Exam with a 75% or higher;
- One year of general accounting experience supervised by a CPA with an active license; and
- Passing an ethics course

PFS®- Personal Financial Specialist

PFS® MINIMUM QUALIFICATIONS

- Education - 80 hours of PFP education
- Experience – 2 years full-time PFP experience
- Exam - qualifying exams include the new PFS exam, or the CFP or ChFC exams.

Accredited Investment Fiduciary® (AIF®)

The AIF Designation certifies that the recipient has specialized knowledge of fiduciary standards of care and their application to the investment management process. To receive the AIF Designation, the individual must meet prerequisite criteria based on a combination of education, relevant industry experience, and/or ongoing professional development, complete a training program, successfully pass a comprehensive, closed-book final examination under the supervision of a proctor and agree to abide by the Code of Ethics and Conduct Standards. In order to maintain the AIF Designation, the individual must annually attest to the Code of Ethics and Conduct Standards, and accrue and report a minimum of six hours of continuing education. The Designation is administered by the Center for Fiduciary Studies, the standards-setting body of fi360.

Business Background:

1997 – Present	President/Owner Steffes Financial, Ltd.
1997 – Present	Registered Representative Cambridge Investment Research, Inc.

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

Gerald C. Steffes is a registered representative and licensed insurance agent. From time to time, he will offer clients advice or products from those activities. Clients should be aware that these services pay a commission and involve a conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. Steffes Financial always acts in the best interest of the client; including the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of Steffes Financial in their capacity as a registered representative or insurance agent.

Gerald C. Steffes and his wife Renee Steffes own 100% of S&S Business Properties, LLC, which owns and operates a commercial office building. Steffes Financial, Ltd. leases office space from S&S Business Properties, LLC.

Item 5: Additional Compensation

Other than salary and/or annual bonuses, regular bonuses, or commissions received from insurance sales or his role as a registered representative, Gerald C. Steffes does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Steffes Financial, Ltd. Gerald C. Steffes is Series 7 securities licensed and Life & Health Insurance licensed in Kansas and Missouri.

Item 6: Supervision

As the owner and representative of Steffes Financial, Ltd., Gerald C. Steffes supervises all duties and activities of the firm. Gerald C. Steffes' can be contacted at 913-722-1111 Ext. 1 or Gerald@SteffesFinancial.com.

Form ADV, Part 2B
Individual Disclosure Brochure

for

Christopher T. Stakley

Investment Adviser Representative

Version Date: 01/01/2020

This brochure supplement provides information about Christopher T. Stakley that supplements the Steffes Financial, Ltd. brochure. You should have received a copy of that brochure. Please contact Gerald C. Steffes, President, if you did not receive Steffes Financial, Ltd.'s brochure or if you have any questions about the contents of this supplement.

Additional information about Christopher T. Stakley (CRD#5568433) is also available on the SEC's website at www.adviserinfo.sec.gov.

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Cambridge Investment Research, Inc. and Steffes Financial, Ltd., are not affiliated entities.

Item 2: Educational Background and Business Experience

Name: **Christopher T. Stakley**
Born: 1985

Education Background and Professional Designations:

Education:

- Benedictine College; Masters, Business Administration; 2008
- Benedictine College; Bachelors, Sports Management; 2007

Designations:

CFP® - Certified Financial Planner

CFP® MINIMUM QUALIFICATIONS:

- Bachelor's degree or its equivalent, in any discipline, from an accredited university
- Minimum 15-hour curriculum necessary to prepare for the CFP exam (you are allowed to challenge the educational requirements if you are a licensed attorney or are hold any of the following certifications or degrees: Certified Public Accountant, Chartered Financial Analyst, Chartered Financial Consultant, Chartered Life Underwriter, Doctor of Business Administration or PhD in business or economics).
- Apply for and achieve a passing score on the Certified Financial Planner exam.
- Possess at least 3 years of work experience in the financial planning industry - teaching, assisting, supervising or delivering financial planning services to a client base for a minimum of 3 years prior to certification.
- Pass a background check and candidate fitness standards test. You must reveal any criminal history, pending litigation or ethical violations. The CFP board verifies all employment history, qualifications and disciplinary issues via FINRA's Central Registration Depository.

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The AIF Designation certifies that the recipient has specialized knowledge of fiduciary standards of care and their application to the investment management process. To receive the AIF Designation, the individual must meet prerequisite criteria based on a combination of education, relevant industry experience, and/or ongoing professional development, complete a training program, successfully pass a comprehensive, closed-book final examination under the supervision of a proctor and agree to abide by the Code of Ethics and Conduct Standards. In order to maintain the AIF Designation, the individual must annually attest to the Code of Ethics and Conduct Standards, and accrue and report a minimum of six hours of continuing education. The Designation is administered by the Center for Fiduciary Studies, the standards-setting body of fi360.

Business Background:

- Cambridge Investment Research, Inc; Registered Representative; from 09/2014 to Present
- Steffes Financial, Ltd; Investment Advisor Representative; from 08/2014 to Present
- First National Capital Markets; Registered Representative; from 06/2010 to 08/2014
- PrimeVest Financial Services; Registered Representative; from 05/2010 to 06/2010
- First National Bank; Investment Executive; from 04/2010 to 08/2014
- Charlie Hooper's; Team Member; from 01/2010 to 12/2010
- Unified School District 204; Substitute Teacher; from 10/2009 to 04/2010
- New England Securities; Registered Representative; from 07/2008 to 08/2009

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

Christopher T. Stakley is a registered representative and licensed insurance agent. From time to time, he will offer clients advice or products from those activities. Clients should be aware that these services pay a commission and involve a conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. Steffes Financial always acts in the best interest of the client; including the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of Steffes Financial in their capacity as a registered representative or insurance agent.

Item 5: Additional Compensation

Other than salary and/or annual bonuses, regular bonuses, or commissions received from insurance sales or his role as a registered representative, Christopher T. Stakley does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Steffes Financial, Ltd. Christopher T. Stakley is Series 7 securities licensed and Life & Health Insurance licensed in Kansas and Missouri.

Item 6: Supervision

Christopher T. Stakley is supervised through a compliance program designed to prevent and detect violations of federal and state securities laws. Compliance supervision includes review of portfolios, review of investment policy statements, review of advisory agreements, review of emails, and personal securities transactions. As a representative of Steffes Financial, Ltd., Christopher T. Stakley works closely with his supervisor, Gerald C. Steffes. Christopher T. Stakley's contact information is on the cover page of this disclosure document. Gerald C. Steffes' can be contacted at 913-722-1111 Ext. 1 or Gerald@SteffesFinancial.com.