



John Daniel Zaller, CFA

MAI Capital Management, LLC

1360 East 9th St, Suite 1100  
Cleveland, OH 44114-1782  
(216) 920-4800

Form ADV, Part 2B Brochure Supplement

February 28, 2020

This brochure supplement provides information about John Daniel Zaller that supplements the MAI Capital Management, LLC brochure. You should have already received a copy of that brochure. Please contact our office at (216) 920-4800 if you did not receive our brochure or if you have any questions about the contents of this supplement.

Additional information about John Daniel Zaller is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

# JOHN DANIEL ZALLER, CFA

## ITEM 2 - EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

**John Daniel Zaller, CFA**, born in 1985, is a Managing Director and Chief Investment Officer (CIO)

- Education: University of Dayton, BS in Finance and Business Economics
- Experience: Mr. Zaller is the CIO for MAI's Investment Group. He joined MAI in 2006 as an intern in the investment department at MAI where he participated in due diligence on MAI's outside equity managers and researched individual equities. In 2007, John joined MAI full-time as a portfolio manager. At the beginning of 2015 John was promoted to Co-CIO and then in January of 2016, he became CIO and is responsible for coordinating the firm's overall investment strategy and its implementation in MAI's client portfolios. John is a member of MAI's investment committee. He is also a member of The CFA Society of Cleveland.

### Professional Designations

#### Chartered Financial Analyst

The Chartered Financial Analyst ("CFA") designation is sponsored by CFA Institute. To earn a CFA charter, candidates must have four years of qualified investment work experience, become a member of the CFA Institute, pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct on an annual basis, apply for membership to a local CFA member society, and complete the CFA Program. The CFA Program is organized into three levels, each culminating in a six-hour exam. The three proctored course exams correspond to three 250-hour self-study levels. Completing the Program takes most candidates between two and five years. More information regarding the CFA is available at <https://www.cfainstitute.org>.

## ITEM 3 - DISCIPLINARY INFORMATION

John Zaller has no disciplinary history to disclose.

## ITEM 4 - OTHER BUSINESS ACTIVITIES

John Zaller's primary business is providing investment advice through MAI Capital Management, LLC. In addition, John assists 1-5 hours per month (outside trading hours) in overseeing the investment direction for the Notre Dame-Cathedral Latin School's High School Endowment Fund. John also participates 1-5 hours per month (outside trading hours) as a Member of the City Mission of Cleveland Endowment Fund Committee.

## ITEM 5 - ADDITIONAL COMPENSATION

John Zaller's primary compensation comes from his regular salary and ownership of MAI Capital Management, LLC. In addition, John is eligible and may receive up to 25% of a new client's first year management fees for clients he refers to the firm.

## ITEM 6 - SUPERVISION

Richard (Rick) Buoncore, Managing Partner, is responsible for supervising John Zaller's activities. Rick monitors the advice provided by John for consistency with client objectives and MAI Capital Management, LLC's policies. Richard Buoncore can be reached by calling (216) 920-4800.





Gerald Howard Gray, CFA

MAI Capital Management, LLC

1360 East 9th St, Suite 1100  
Cleveland, OH 44114-1782  
(216) 920-4800

Form ADV, Part 2B Brochure Supplement

February 28, 2020

This brochure supplement provides information about Gerald (Jerry) Howard Gray that supplements the MAI Capital Management, LLC brochure. You should have already received a copy of that brochure. Please contact our office at (216) 920-4800 if you did not receive our brochure or if you have any questions about the contents of this supplement.

Additional information about Gerald Howard Gray is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

# GERALD HOWARD GRAY, CFA

## ITEM 2 - EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

**Gerald Howard Gray, CFA**, born in 1956, is Managing Director and Portfolio Manager

- Education: State University of New York in Albany, BA and Georgia State University, MBA in Finance
- Experience: Mr. Gray is a Portfolio Manager in the Investment Group. From 2000-2015, Jerry has served as Chief Investment Officer (CIO) and Co-CIO at MAI. Jerry helps coordinate and develop platforms for which MAI can serve its high net worth clients. Prior to MAI, he was the CIO of MAI's predecessor. Jerry's previous work experience includes serving as Vice President, Senior Trust Officer and Investment Analyst for National City Bank. Jerry is a member of MAI's investment committee. He is also a member of The CFA Society of Cleveland.

### Professional Designations

#### Chartered Financial Analyst

The Chartered Financial Analyst ("CFA") designation is sponsored by CFA Institute. To earn a CFA charter, candidates must have four years of qualified investment work experience, become a member of the CFA Institute, pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct on an annual basis, apply for membership to a local CFA member society, and complete the CFA Program. The CFA Program is organized into three levels, each culminating in a six-hour exam. The three proctored course exams correspond to three 250-hour self-study levels. Completing the Program takes most candidates between two and five years. More information regarding the CFA is available at <https://www.cfainstitute.org>.

## ITEM 3 - DISCIPLINARY INFORMATION

Gerald Gray has no disciplinary history to disclose.

## ITEM 4 - OTHER BUSINESS ACTIVITIES

Gerald Gray's primary business is providing investment advice through MAI Capital Management, LLC.

## ITEM 5 - ADDITIONAL COMPENSATION

Gerald Gray's compensation comes from his regular salary and ownership of MAI Capital Management, LLC. In addition, Jerry is eligible and may receive up to 25% of a new client's first year management fees for clients he refers to the firm.

## ITEM 6 - SUPERVISION

John Zaller, CIO, is responsible for supervising Gerald Gray's activities. John monitors the advice provided by Jerry for consistency with client objectives and MAI Capital Management, LLC's policies. John Zaller can be reached by calling (216) 920-4800.



Jason Edward Putman, CFA, CFP<sup>®</sup>

MAI Capital Management, LLC

1360 East 9th St, Suite 1100  
Cleveland, OH 44114-1782  
(216) 920-4800

Form ADV, Part 2B Brochure Supplement

February 28, 2020

This brochure supplement provides information about Jason Edward Putman that supplements the MAI Capital Management, LLC brochure. You should have already received a copy of that brochure. Please contact our office at (216) 920-4800 if you did not receive our brochure or if you have any questions about the contents of this supplement.

Additional information about Jason Edward Putman is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

# JASON EDWARD PUTMAN, CFA, CFP®

## ITEM 2 - EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

**Jason Edward Putman, CFA**, born in 1976, is a Managing Director, Portfolio Manager and Research Analyst.

Education: Michigan State University, BA in Finance

- Experience: Mr. Putman is a Portfolio Manager and Research Analyst within MAI's Investment Group. He joined MAI in 2012. Before joining MAI, Jason was with Victory Capital Management from 2004 to 2012 where he served as a Portfolio Manager on the Large-Cap Value team and an Energy and Technology Sector Analyst on the Equity Research team. Prior to Victory, Jason was a Research Analyst with Credit Suisse First Boston where he worked on a top-ranked Housing/Building Products team. Mr. Putman is a member of MAI's investment committee. He is also a member of The CFA Society of Cleveland.

### Professional Designations

#### Chartered Financial Analyst

The Chartered Financial Analyst ("CFA") designation is sponsored by CFA Institute. To earn a CFA charter, candidates must have four years of qualified investment work experience, become a member of the CFA Institute, pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct on an annual basis, apply for membership to a local CFA member society, and complete the CFA Program. The CFA Program is organized into three levels, each culminating in a six-hour exam. The three proctored course exams correspond to three 250-hour self-study levels. Completing the Program takes most candidates between two and five years. More information regarding the CFA is available at <https://www.cfainstitute.org>.

#### Certified Financial Planner

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the "CFP® marks") are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board").

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the

competent and professional delivery of financial planning services, and attain a Bachelor's Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;

- Examination – Pass the comprehensive CFP® Certification Examination. The examination includes case studies and client scenarios designed to test one's ability to correctly diagnose financial planning issues and apply one's knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board's *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The *Standards* prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board's enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

### ITEM 3 - DISCIPLINARY INFORMATION

Jason Putman has no disciplinary history to disclose.

### ITEM 4 - OTHER BUSINESS ACTIVITIES

Jason Putman's primary business is providing investment advice through MAI Capital Management, LLC.

### ITEM 5 - ADDITIONAL COMPENSATION

Jason Putman's primary compensation comes from his regular salary at MAI Capital Management, LLC. Jason is eligible to participate in MAI's Long-Term Incentive Plan.

## ITEM 6 - SUPERVISION

John Zaller, CIO, is responsible for supervising Jason Putman's activities. John monitors the advice provided by Jason for consistency with client objectives and MAI Capital Management, LLC's policies. John Zaller can be reached by calling (216) 920-4800.