

Calliott, Demeter & Harrell

of Davenport & Company LLC



William F. Calliott, CFA®

Managing Director

William “Bill” Calliott began his investment career in 1967 with Investment Corporation of Virginia, Inc. During his tenure at the firm, Bill served as an Executive Vice President and a member of the firm’s Board of Directors. Bill and Jay Demeter formed their partnership in 2002 and moved their highly successful group practice to Davenport & Company in early 2009.

Bill earned a Bachelor of Science degree from the University of Virginia and received a Master of Business Administration degree from the University of Virginia’s Darden School of Business in 1967. After completing his master’s degree, he obtained the professional designation of Chartered Financial Analyst®. Bill has served as Chairman of the NASD Business Conduct Committee and was a member of the Executive Committee of the Securities Industry Association. He was recognized in 2009 by Barron’s as one of the Top 1000 Advisers in the Nation and as one of the Top 25 Advisers in Virginia.

As a CFA®, Bill analyzes corporations with the purpose of finding attractive equity and fixed income investments for his clients. Over the years, Bill has worked with corporations, foundations, and high net worth individuals including professional athletes.

A strong contributor to his community, Bill has served on several boards of directors. He recently served on the Old Dominion College of Business and Public Administration Executive Advisory Council. He takes pleasure in supporting charitable organizations such as the Children’s Hospital of the King’s Daughters and the Gallatin Valley Food Bank.

In his spare time, Bill enjoys hiking, reading, and spending time with his family and two basset hounds.



Jay G. Demeter, CFP®

Senior Vice President - Investments

Jay developed an avid interest in the stock market during high school and began his career in the securities industry with Dean Witter Reynolds in 1983. In 1999 he was recruited by Legg Mason to establish the firm's Virginia Beach office, where he continued to advise clients as well as serve as Branch Manager. In early 2009, Jay and his team of professionals joined Davenport & Company.

Jay earned his Bachelor of Business Administration degree from James Madison University, and later earned the CERTIFIED FINANCIAL PLANNER® designation from the Certified Financial Planner Board of Standards, Inc. He has also successfully completed advanced coursework and training in wealth advisory and qualified retirement plans.

In years past, Jay hosted "Investment Outlook", a weekly live radio talk show, as well as provided occasional investment commentary for local television news programs in the Tidewater area.

Active in the community, Jay supports numerous local and statewide charitable organizations. He enjoys spending time with his family, playing golf, playing the guitar, and is a long-time automobile enthusiast.



Byron Z. Harrell, CFP®

Senior Vice President - Investments

Byron entered the financial services industry in 2000 with PaineWebber in Norfolk. In September 2004, he joined Legg Mason and shortly thereafter became a member of the Calliott, Demeter & Harrell Investment & Wealth Advisors team. Byron moved with his colleagues to Davenport & Company in 2009 and was named partner of the group practice in 2011.

Byron earned a Bachelor of Science degree in Accounting from Randolph Macon College. He received the CERTIFIED FINANCIAL PLANNER® designation from the Certified Financial Planner Board of Standard, Inc. Byron has also completed advanced coursework to become an Accredited Asset Management SpecialistSM and a Chartered Retirement Planning SpecialistSM.

In 2010 Byron was named one of the “Top Forty, Under Forty” in Hampton Roads by Inside Business. He is currently an active member of the Jewish community serving as Chair of the Investment Committee for the Tidewater Jewish Foundation and he is a member of the board of Ohef Sholom Temple. Byron is a past president for the Kiwanis Club of Chesapeake, served on the board of Toby’s Dream Foundation, and he was also involved with Community Leadership Partners of the Hampton Roads Community Foundation. In his free time, Byron enjoys spending time with his family, going to the beach and coaching soccer.



David Calliott, CFP®

First Vice President - Investments

David started working in the investment industry in 2011 shortly after graduating cum laude with a Bachelor of Science in Finance from Virginia Tech.

He had a passion for finance at an early age thanks to having two parents in the industry and he quickly turned that passion into a career with Davenport & Company. After working for two years at the corporate headquarters in Richmond, David joined the Calliott, Demeter and Harrell Investment & Wealth Advisors team as a Financial Advisor. In 2017, he received the CERTIFIED FINANCIAL PLANNER® designation from the Certified Financial Planner Board of Standard, Inc. This advanced designation is only held by 20% of financial advisors.

David enjoys spending his time with his wife and two young children, in addition to going to the beach, reading, playing with his dog and running. Active in the community, David has served on the Virginia Beach Human Rights Commission, UJFT Board of Directors, Norfolk Academy Alumni Board and others. He has also volunteered with local youth sports teams and Junior Achievement USA.



Charlotte Doherty

Associate Vice President — Client Services
Registered Client Service Associate

Charlotte joined Davenport & Company in March 2011, and later joined Calliott, Demeter & Harrell Investment & Wealth Advisors as a Registered Client Service Associate. Charlotte is Series 7 registered with the Financial Industry Regulatory Association (FINRA).

In her free time, Charlotte enjoys running, attending concerts, and traveling. She cherishes time with her husband Brian and their two sons, Sean and Sam, along with her dachshunds Bella & Oliver.



Michaele Wheeler

Associate Vice President — Client Services
Registered Client Service Associate

Michaele joined the Calliott, Demeter and Harrell team in 2017. She began her financial services career more than 20 years ago. Prior to joining Davenport, she worked for BB&T Scott & Stringfellow for 15 years as a Registered Sales Assistant, and before that was a Registered Sales Assistant for UBS Financial Services. Michaele is Series 7, 63, 66, 9/10, and 31 registered.

CFP® Certification Requirements When selecting a financial planner, you need to feel confident that the person you choose to help you plan for your future is competent and ethical. Most people think that all financial planners are “certified,” but this isn’t true. Anyone can call himself or herself a “financial planner.” Only those who have fulfilled the certification and renewal requirements of CFP Board can display the CFP® certification marks. The CFP certification provides a sense of security by allowing only those who meet the following requirements the right to use the CFP certification marks.

- **Education:** CFP professionals must develop their theoretical and practical financial planning knowledge by completing a comprehensive course of study at a college or university offering a financial planning curriculum approved by CFP Board.
- **Examination:** CFP practitioners must pass a comprehensive two-day, 10-hour CFP Certification Examination that tests their ability to apply financial planning knowledge in an integrated format. The exam covers the financial planning process, tax planning, employee benefits and retirement planning, estate planning, investment management and insurance.
- **Experience:** CFP professionals must have minimum of three years of experience in the financial planning process prior to earning the right to use the CFP certification marks. As a result, CFP practitioners possess financial counseling skills in addition to financial planning knowledge.
- **Ethics:** As a final step to certification, CFP practitioners agree to abide by a strict code of professional conduct, known as CFP Board’s Code of Ethics and Professional Responsibility.

CFA® Certification Requirements Many investment professionals manage stock and bond portfolios, but CFA can perform a Securities and Advisory Services offered through Davenport & Company LLC Member: NYSE | FINRA | SIPC



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holistic, comprehensive analysis of your circumstances which allows them to construct a diversified portfolio that fits your needs. In order to pass the three qualifying exams, a CFA must master the body of investment and financial knowledge which includes a comprehensive range of ethical, analytical, and practical investment and financial management skills. Passing the exams is a difficult feat that requires hundreds of hours of extensive study. Only one in five people who begin the program ultimately earn the right to use the designation. The curriculum includes fundamentals like modern economics, investment strategies, and financial reporting for ethical standards. Candidates must also master advanced topics such as equity analysis, derivatives, alternative investments, and portfolio management. This rigorous training enables a CFA to assess a client's needs and circumstances and manage a globally diverse portfolio in a rapidly changing and complex industry.

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