

CRD #122309

# FIRM BROCHURE FORM ADV PART 2A

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Dated: February 29, 2024

#### ITEM 1 – COVER PAGE

This ADV Part 2A Firm Brochure provides information about the qualifications and advisory business practices of FMB Wealth Management ("FMBWM"). FMBWM is a Registered Investment Advisor with the United States Securities and Exchange Commission ("SEC") under the Investment Advisers Act of 1940, as amended (the "Advisers Act"). However, such registration of an investment advisor does not imply any level of skill or training. If you have any questions about the contents of this brochure, please contact us at (805) 446-4494 or by email at info@fmbwealth.com.

The information contained in this brochure has not been approved or verified by the SEC or by any state securities regulatory authority.

Additional information about FMB Wealth Management (CRD# 122309) is also available on the SEC's website at <u>www.Adviserinfo.sec.gov</u>.

# **ITEM 2 – MATERIAL CHANGES**

#### Annual Update

This Brochure dated February 29, 2024, is our amended and most current Brochure, retiring our prior Brochure dated March 14, 2023.

#### Material Changes Since the Last Update

This section is intended to point out any material changes that have been made to our business and in this ADV Part 2A Disclosure Brochure since our prior Brochure, and to provide you with a summary of those material changes. We must state clearly that we are discussing only *material changes* since the last update of our Brochure.

Since our prior Form ADV Part 2A Firm Disclosure Brochure there have been no material changes to FMB's business. However, FMBWM has made the following associated personnel changes:

FMBWM has bought out and separated from former employee and minority partner, Evan Z. Miller.

FMBWM has added Natalia McClure as an associate advisor, with her ADV 2B information found in Item 4.b., Management and Advisory Personnel.

#### Full Brochure Available

If you are receiving this information as a summary disclosure page, you may receive a complete copy of our firm's Brochure by contacting us by telephone at (805) 446-4494 or by email at <u>info@fmbwealth.com</u>.

Please review this Form ADV Part 2A Disclosure Brochure carefully for other important disclosures and information describing our firm and services we offer.

# **ITEM 3 – TABLE OF CONTENTS**

ITEM 1 – COVER PAGE			
ITEM 2 – MATERIAL CHANGES			
ITEM	13 – TABLE OF CONTENTS	3	
ITEM	I 4 – ADVISORY BUSINESS	5	
A.	Advisor Background	5	
B.	Management and Advisory Personnel	5	
C. Us	se of Professional Designations:	10	
D. Ac	dvisory Services	12	
E. Cli	ient Needs	13	
F. Wr	rap Programs	13	
G. Cli	ient Assets Under Management	13	
ITEM	1 5 – FEES AND COMPENSATION	14	
A.	Compensation for Advisory Services	14	
B.	Billing Method	14	
C.	Other Fees and Expenses	14	
D.	Termination	15	
E.	Additional Compensation	15	
ITEM	1 6 – PERFORMANCE FEES	17	
ITEM	17 - TYPES OF CLIENTS	18	
ITEM	18 – METHODS OF ANALYSIS, INVESTMENT STRATEGIES & RISK OF LOSS	19	
A.	Methods of Analysis	19	
B.	Investment Strategies	19	
C.	Risk of Loss	20	
D. U	sing Sub-Advisors	21	
E. Sou	urces of Information	21	
F.	Risks of Specific Securities Utilized	21	
G.	Margin Disclosure Statement	22	
ITEM	19 – DISCIPLINARY ACTION	23	
ITEM	1 10 - OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS	24	
	I 11 – CODE OF ETHICS: PARTICIPATION OR INTEREST IN CLIENT TRANS-ACT PERSONAL TRADING		
A.	Participation/Interest in Client Transactions		
B.	Insider Trading Policy		
	1 12 – BROKERAGE PRACTICES		
A.	Best Execution		
B.	Research and Other Soft-Dollar Benefits		
C.	Brokerage for Client Referrals		
	0		

ITEM	13 – REVIEW OF ACCOUNTS	30
Indiv	idual Portfolio Management	30
ITEM	14 - CLIENT REFERRALS AND OTHER COMPENSATION	31
A.	Referrals, Endorsements and Promoters	31
B.	Employee Bonus Compensation	31
C.	Client Gifts	32
ITEM	15 - CUSTODY	33
ITEM	16 - INVESTMENT DISCRETION	34
ITEM	17 – VOTING CLIENT SECURITIES	35
ITEM	18 – FINANCIAL INFORMATION	36
PRIV	ACY POLICY NOTICE	37
A. Sa	feguarding Customer Documents	37
	Sharing Non-Public Personal and Financial Information	
	Opt-Out Provisions	
	Business Continuity and Disaster Recovery Plan	
	t Disclosure Notice	

# ITEM 4 – ADVISORY BUSINESS

#### A. Advisor Background

FMB Wealth Management ("FMBWM") was founded in 1994 as Fields Financial Associates and incorporated as Fields Financial Associates, Inc. in 2001. An amendment was filed in 2008 changing the name of the corporation to FMB Wealth Management (FMBWM).

FMBWM is a privately-owned Registered Investment Advisor (RIA) registered with the U.S. Securities and Exchange Commission (SEC) under the Investment Advisor's Act of 1940, as amended since 2001. FMBWM's principal office is located in Westlake Village, California.

FMBWM's principal majority shareholder and owner is Debra A. Fields, CFP<sup>®</sup>. Grant Blindbury, CFP<sup>®</sup>, Jeremy J. Fields, CFP<sup>®</sup>, and David Howerton are minority shareholders.

FMBWM and its investment advisor representatives ("IARs") are considered "fiduciaries" and as such, provide investment advice in the best interests of their clients as part of their fiduciary duty of care, and the industry's impartial conduct standards.

#### B. Management and Advisory Personnel

#### Debra A. Fields, CFP<sup>®</sup> Year of Birth: 1958

**Designations:** CFP<sup>®</sup> (Certified Financial Planner<sup>TM</sup>)

Education:	BA French/Business, University of Redlands, 1980
	CFP® Certified Financial Planning Board of Standards, 1987

#### Business FMB Wealth Management

**Background:** President, CFO, Secretary; 2018 – present Secretary, Treasurer, and Director; 2001 - present

#### **FMB** Retirement Services

President, CFO, Secretary; 2018 – present Secretary, Treasurer and Director; 2012 – present

#### **FMB Insurance Services**

President, Secretary; 2018 – present Secretary, Treasurer and Director; 2016 – present

Reportable Ms. Fields has not been involved in a disclosure event where she was foundDisclosures: liable in any civil, self-regulatory organization, or administrative proceeding; and has not been the subject of a bankruptcy petition.

#### **Other Business**

Activities: Debra A. Fields does not have any other business activities other than administrative management of FMBWM's related advisor, FMB Retirement Services and FMBWM's related insurance agency, FMB Insurance Services.

#### **Grant E. Blindbury, CFP® Year of Birth:** 1979

**Designations:** CFP<sup>®</sup> (Certified Financial Planner<sup>TM</sup>)

Licenses:	NASAA Uniform Combined State Law Examination (Series 66) California Life, Health and Disability Insurance licensed		
<b>Education:</b> BA Business, UCLA, 2001 CFP <sup>®</sup> Certified Financial Planning Board of Standards, 2008			
Business Background:	<b>FMB Wealth Management</b> , 2001 - present Partner, Director, Investment Advisor Representative		
	<b>FMB Retirement Services</b> , 2012 - present Partner, Director, Investment Advisor Representative		
Reportable Disclosures:	Mr. Blindbury has not been involved in a disclosure event where he was found liable in any civil, self-regulatory organization, or administrative proceeding;and has not been the subject of a bankruptcy petition.		
Other Business			
Activities:	Grant E. Blindbury is licensed to sell insurance products in the State of California and could receive insurance commissions for doing so. Mr. Blindbury is a Director, Partner and IAR with FMBWM's affiliated Advisor through common ownership, FMB Retirement Services ("FMBRS").		

Mr. Blindbury reports directly to Debra Fields for all FMBWM business. You may contact Ms. Fields at (805) 446-4494.

Jeremy J. Fields, CFP<sup>®</sup>, AIF<sup>®</sup>, FBS<sup>®</sup>, RF<sup>™</sup> Year of Birth: 1988

Designations	CFP® (Certified Financial Planner™) AIF® (Accredited Investment Fiduciary) RF™ (Registered Fiduciary) FBS® (Certified Financial Behavior Specialist)
Licenses:	NASAA Uniform State Investment Advisor Law Exam (Series 65) California Life, Health and Disability Insurance licensed
Education:	BS Business Administration, University of San Diego, 2010 CFP® Certified Financial Planning Board of Standards, 2016
Business Background:	<b>FMB Wealth Management</b> Partner, Investment Advisor Representative; 2012 - present
	<b>FMB Retirement Services</b> Managing Director, Investment Advisor Representative; 2012 - present

**FMB Insurance Services** Chief Financial Officer; 2018 - present

Reportable Jeremy J. Fields has not been involved in a disclosure event where he was foundDisclosures: liable in any civil, self-regulatory organization, or administrative proceeding; and has not been the subject of a bankruptcy petition.

#### **Other Business**

Activities:Jeremy J. Fields is also a Director, Partner and IAR with FMBWM's affiliated<br/>Advisor through common ownership, FMB Retirement Services ("FMBRS").<br/>Mr. Fields is licensed to sell insurance products in the State of California and<br/>could receive insurance commissions for doing so.

Jeremy J. Fields reports directly to Debra Fields for all FMBWM business. You may contact Ms. Fields at (805) 446-4494.

# Daniel L. Mock, CFP<sup>®</sup>, M.S.

Year of Birth: 1991

**Designations:** CFP<sup>®</sup> (Certified Financial Planner<sup>TM</sup>) M.S. (Masters of Science) Licenses: NASAA Uniform State Investment Adviser Law Exam (Series 65) California Life, Health and Disability Insurance licensed **Education**: B.A. Economics, California Lutheran University, 2013 B.A. Political Science, California Lutheran University 2013 Masters of Science (M.S.), Quantitative Economics, California Lutheran University, 2014 CFP® Certified Financial Planning Board of Standards, 2016 **Business FMB Wealth Management** Background: Partner, Investment Advisor Representative; 8/2014 - Present **FMB** Retirement Services Investment Advisor Representative; 8/2014 - Present Reportable Daniel Mock has not been involved in any disclosure event where he was found **Disclosures**: liable in an arbitration claim alleging damages in excess of \$2,500, or found liablein a civil, self-regulatory organization, or administrative proceeding; and has not been the subject of a bankruptcy petition. **Other Business Activities:** Mr. Mock is a registered IAR employee with FMBWM's affiliated RIA under common ownership, FMB Retirement Services ("FMBRS"). Mr. Mock is also licensed to sell insurance products in the State of California and could receive insurance commissions for doing so.

Daniel Mock reports directly to Debra Fields for all FMBWM business. You may contact Ms. Fields at (805) 446-4494.

#### Andrew J. Miller, CRPS<sup>®</sup> Year of birth: 1979

Designations: CRPS® (Chartered Retirement Plans Specialist)

Licenses:	NASAA Uniform State Investment Adviser Law Exam (Series 65) California Life, Health and Disability Insurance licensed	
Education:	Bachelor of Science in Kinesiology, California State University, Northridge, 2003	
Business Background:	sinessFMB Wealth Managementkground:Investment Advisor Representative; 8/2016 – Present	
	<b>FMB Retirement Services</b> Investment Advisor Representative; 1/2020 – Present	
Reportable Disclosures:	Andrew J. Miller has not been involved in any disclosure event where he was found liable in an arbitration claim, or found liable in a civil, self- regulatoryorganization, or administrative proceeding, and has not been the subject of a bankruptcy petition.	
Other Business		

Activities: Mr. Miller is a registered IAR employee with FMBWM's affiliated RIA under common ownership, FMB Retirement Services ("FMBRS"). Mr. Miller is also licensed to sell insurance products in the State of California and could receive insurance commissions for doing so.

Andrew J. Miller reports directly to Debra Fields for all FMBWM business. You may contact Ms. Fields at (805) 446-4494.

#### Jake L. Berman, MBA

Year of birth: 1995

Licenses:	NASAA Uniform State Investment Adviser Law Exam (Series 65)
<b>Education:</b> Bachelor of Science in Business Administration, Californi University Channel Islands, May 2017 Master of Business Administration (MBA), May 2022	
Business Background:	FMB Wealth Management Director of Advisor Services; 4/2021 – Present
	<b>FMB Wealth Management</b> Wealth Management Coordinator; 8/2018 – 4/2021
	FMB Retirement Services Investment Advisor Representative; 3/2023 - Present

Reportable Mr. Berman has not been involved in any disclosure event where he was foundDisclosures: liable in an arbitration claim, or found liable in a civil, self-regulatory organization, or administrative proceeding; and has not been the subject of abankruptcy petition.

#### **Other Business**

Activities: Mr. Berman is a registered IAR employee with FMBWM's affiliated RIA under common ownership, FMB Retirement Services ("FMBRS").

Jake Berman reports directly to Debra Fields for all FMBWM business. You may contact Ms. Fields at (805) 446-4494.

# <u>Natalia M. McClure</u>

Year of birth: 1990

Licenses:	NASAA Uniform State Investment Adviser Law Exam (Series 65)	
Education:	Art Studies, Moorpark College	
Business Background:	<b>FMB Wealth Management</b> <b>nd:</b> Associate Advisor; 9/2022 – Present	
	<b>FMB Retirement Services</b> Associate Advisor; 8/2023 – Present <b>Horst &amp; Graben Wealth Management, LLC</b> Operations Specialist; 2/2018 – 9/2022	
Damasta b la	<b>Royal Alliance</b> Registered Representative; 2/2018 – 12/2019	
Reportable Disclosures:	Ms. McClure has not been involved in any disclosure event where she was for liable in an arbitration claim, or found liable in a civil, self-regulatory organization, or administrative proceeding; and has not been the subject of abankruptcy petition.	
Other Business		

Activities: Ms. McClure is an Associate Advisor and registered IAR employee with FMBWM's affiliated RIA under common ownership, FMB Retirement Services ("FMBRS").

Natalie McClure reports directly to Debra Fields for all FMBWM business. You may contact Ms. Fields at (805) 446-4494.

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#### C. Use of Professional Designations:

**Certified Financial Planner™ (CFP®)**. The Certified Financial Planner™ and federally registered "CFP" 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. Currently, more than 62,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP<sup>®</sup> 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, administered in 10 hours over a two-day period, 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 planningrelated experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics Agree to be bound by CFP<sup>®</sup> Board's *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP<sup>®</sup> 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<sup>®</sup> marks:

- Continuing Education Complete 30 hours of continuing education hours every twoyears, 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<sup>®</sup> professionals provide financial planning services at a fiduciary standard of care. This means CFP<sup>®</sup> professionals must provide financial planning services in the best interests of their clients.

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

Accredited Investment Fiduciary (AIF<sup>®</sup>). The AIF<sup>®</sup> (Accredited Investment Fiduciary<sup>®</sup>) professional designation is the first and only designation that demonstrates knowledge and competency in the area of fiduciary responsibility. With the media awash with stories of financial scandals, investors are demanding that investment advisors embrace a higher standard of practice than ever before. The AIF<sup>®</sup> professional designation and certification is issued by the Center for Fiduciary Studies, and the training is the best way for investment fiduciaries and professionals to absorb the Prudent Practices, their legal underpinnings and how to apply them within existing fiduciary policies and procedures.

Holders of the AIF<sup>®</sup> mark have successfully completed this specialized program on investment fiduciary standards and subsequently passed a comprehensive examination. To qualify for the AIF<sup>®</sup> Designation, candidates must meet minimum criteria for Screening, Education and Training standards, Professional Development standards, and Relevant Industry Experience standards.

The AIF<sup>®</sup> training concludes with an examination in order to apply for and earn the AIF<sup>®</sup> Designation. The AIF<sup>®</sup> final exam is a proctored exam. The requirement for a proctor ensures the integrity of the examination process as one of the high standards for earning the AIF<sup>®</sup> Designation.

**Registered Fiduciary**<sup>TM</sup> (**RF**<sup>TM</sup>). The Registered Fiduciary<sup>TM</sup> (**RF**<sup>TM</sup>) certification identifies financial professionals that have achieved pertinent academic qualifications and licenses, learned required practices and have passed a background check. The RF<sup>TM</sup> certification prepares a candidate to comply with the regulatory requirements of acting as a fiduciary under current laws.

This fiduciary standard distinguishes RF<sup>TM</sup> designated professionals as having met the highest standard in the financial industry. All valid certified RF<sup>TM</sup> are listed on the Registry of Fiduciary

Professionals. RF<sup>™</sup> certifications are further defined by specialties. Each designee has one or more specialties that identify the services that he/she/they is/are qualified to provide.

**Chartered Retirement Plans Specialist (CRPS®).** The Chartered Retirement Plans Specialist® (CRPS®) designation is a credential for those who create, implement and maintain retirement plans for businesses. Unlike most other professional financial planning and advisory professional designations, the CRPS® focuses on wholesale and business clients. It is awarded by the College for Financial Planning to individuals who pass an exam demonstrating their expertise. Every two years, CRPS® professionals must complete 16 hours of continuing education and pay a nominal fee to continue using the designation.

The Chartered Retirement Plans Specialist<sup>®</sup> program is a case-study-based, client-centered problem-solving approach. The study program to become a CRPS<sup>®</sup> covers types and characteristics of retirement plans, including IRAs, small business retirement plans, defined contribution plans, nonprofit plans, 401(k) and 403(b) plans, and government plans.

Keeping up with changes to tax codes and other laws is important for a chartered retirement plans specialist. For example, the passage of the Setting Every Community Up for Retirement Enhancement (SECURE) Act in December 2019 brought forth some hefty changes to the retirement industry. As of 2020, under the new law, the age for taking required minimum distributions (RMDs) is no longer 70.5, but age 72. Then, a few years later, Congress passed the SECURE 2.0 Act which increased the RMD age to 73. Being mindful of these changes as they occur are central to the role of chartered retirement plans specialist.

**Certified Financial Behavior Specialist**<sup>®</sup> **(FBS<sup>®</sup>)**. The Certified Financial Behavior Specialist<sup>®</sup> (FBS<sup>®</sup>) designation is a professional certification mark for financial professionals providing financial consulting services conferred by the Financial Psychology Institute<sup>®</sup>. To receive authorization to use the marks, the candidate must meet specific educational and continuing education requirements in the areas of behavioral finance and financial behavior.

Certification Requirements:

- Bachelor's Degree or higher from a Regionally Accredited Institute of higher learning and/or a License, Registration, or Certification in financial planning, counseling, coaching, mental health, or a related field.
- Completion of a Certificate in Financial Psychology & Behavioral Finance or related field.
- Agreement to adhere to the Financial Psychology Institute's Code of Ethics.
- 20 Hours of CEUs in approved courses related to financial planning, financial behavior, or a related field every 2 years, either through the Financial Psychology Institute<sup>®</sup> or other approved providers.
- Two letters of recommendation from professionals familiar with financial psychology or financial therapy, and who are also familiar with your work.
- Certificate holders include practicing financial planners, financial coaches, financial counselors, and mental health practitioners who use the theories and tools of financial behavior to provide more holistic services to clients, better understand financial beliefs

and behaviors, and work more effectively with individuals, couples, families, and organizations around money.

By using the marks, the FBS<sup>®</sup> Certificant promises to adhere to the ethical standards guide as defined in the Financial Psychology Institute's Code of Ethics.

# **D.** Advisory Services

FMB Wealth Management provides wealth management services for individual and qualified retirement plan clients. Wealth management is comprised of investment consulting, advanced planning, and relationship management services. Investment consulting incorporates historical portfolio performance analysis, risk evaluations, and asset allocation. Advanced planning involves wealth enhancement (tax and cash-flow planning), wealth transfer (transferring wealth effectively), wealth protection (risk mitigation and transferring risk to insurance companies) and charitable giving.

FMBWM uses passively managed index mutual funds and Exchange Traded Funds (ETF's) from various asset classes to achieve diversification. Many of the funds used are from Dimensional Fund Advisors (DFA). Index funds from Vanguard, funds from PIMCO (formerly Gurtin Municipal Bond Management), as well as listed Exchange Traded Funds (ETF's), may

also be used. These funds are purchased and held at an institutional level custodian firm (Charles Schwab or Fidelity Investments), or with another qualified retirement plan custodian.

For participant-directed defined contribution pension plans held with qualified custodians, FMBWM IARs will review and analyze all available investment options.

#### E. Client Needs

IARs conduct initial discovery meetings with each potential advisory client to discuss their financial needs, personal goals, risk tolerance and overall investment objectives in depth. It is beneficial to the client to provide accurate and candid information and promptly inform their IAR of any material changes in their circumstances as soon as a change occurs so their IAR can re-evaluate their portfolio to see if adjustments to the advisory account portfolio are necessary. Clients may impose restrictions on investing in certain securities or typesof securities in most advisory programs.

#### F. Wrap Programs

FMBWM and its associated IARs do not offer or participate in wrap fee programs.

#### G. Client Assets Under Management

As of December 31, 2023, our fiscal year end, FMB Wealth Management managed 794 accounts representing \$451,712,421 in assets on a discretionary basis.

# ITEM 5 – FEES AND COMPENSATION

## A. Compensation for Advisory Services

FMBWM is compensated for advisory services by fees based on the value of the Client accounts at the end of each calendar quarter. FMBWM's general compensation schedule is as follows:

Value of Managed Accts	Quarterly Fee	Annualized Fee
First \$2.5 million	0.250%	1.00%
\$2.5 million to \$5 million	0.200%	0.80%
\$5 million to \$10 million	0.175%	0.70%
\$10 million to \$20 million	0.125%	0.50%
\$20 million and over	0.100%	0.40%

Advisory fees within FMBWM's programs are negotiable.

FMBWM may provide certain fee-based discounts, such as "family" group account discounts to multiple accounts within a family or household. This discounted "family" rate varies and may be based on total family assets under management.

## **B.** Billing Method

Advisory Fees are payable quarterly in arrears. Payments are due and will be calculated on the last day of each calendar quarter based on the value of the Account assets under management as of the close of business on the last business day of that quarter as valued by the custodian.

The first payment will be assessed pro-rata in the event the Agreement is executed at any time other than the first day of the calendar quarter. The payment will be deducted from Clients' accounts based on prior approval from the client as set forth in their specific client service agreement.

In the event a client closes their account or authorizes an account transfer out, the last payment will also be assessed pro-rata in the event the account closing, or transfer is effected prior to the calendar quarter end. The payment will also be deducted from clients' accounts prior to distribution or transfer in accordance with their executed FMB Client Agreements.

## C. Other Fees and Expenses

No start-up or account establishment fees are charged by FMBWM. The FMBWM advisory fees are separate from any brokerage transaction fees, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund transfer fees, and other related costs, expenses and/or fees charged by the account's third-party custodians, brokers, third party money managers and other third parties for brokerage accounts and securities transactions in non-wrap accounts. FMBWM and its IARs do not receive any portion of those fees.

Mutual Funds and Exchange Traded Funds (ETFs) charge internal management fees which are disclosed in each of the individual fund's prospectus. Program advisory fees do not include certain charges such as 12b-1 (marketing) fees paid by mutual funds held in clients' account,

which may be retained by an IAR also acting as a registered representative of a broker-dealer firm.

FMBWM IARs do not also act as registered representatives of a broker-dealer firm. Therefore, no 12b-1 fees may be received by an associated IAR with respect to any assets in a client account, subject to the prohibited transaction rules of the Internal Revenue Code which are substantially the same as ERISA. The 12b-1 fees are included among normal mutual fund expenses and are fully described and explained in the respective mutual fund prospectus.

# D. Termination

In the event a client closes their account or authorizes an account transfer out, thereby terminating their account, the last payment will be assessed pro-rata, in arrears, in the event the account closing, or transfer is effected prior to the calendar quarter end. The payment will be deducted from clients' account prior to distribution or transfer, in accordance with their executed FMB Client Agreements. The account custodian may charge a termination fee.

## E. Additional Compensation

IARs/Supervised Persons registered with FMBWM may also be IARs/Supervised Persons with our affiliated RIA, FMB Retirement Services ("FMBRS"). If IAR/Supervised Persons are registered with one or both advisors, they may receive investment advisory fee compensation from that advisor.

Additionally, FMBWM IARs may receive insurance commissions when clients purchase insurance products through them as independent insurance agents. Such insurance transactions are placed directly through individual insurance companies, and compensation may be paid either directly to insurance agent/IAR, or may be paid to FMBWM's affiliated insurance agency, FMB Insurance Services. In rare cases where an FMBWM IAR makes a recommendation to a FMBWM client to purchase an insurance policy in the IAR's capacity as an insurance agent, and the client accepts the recommendation resulting in an insurance commission being paid to the IAR, the IAR will waive offsetting advisory fees in the client's FMBWM advisory account in the amount received from the insurance company for the policy placement. This is done voluntarily by FMBWM to minimize or eliminate the conflict of interest that exists when the IAR is acting in a dual capacity of IAR with FMBWM and independent insurance agent. In no case will the IAR be compensated for a commissionable transaction and also receive a fee for the same asset.

#### IF APPLICABLE:

**ERISA Accounts**: FMBWM is deemed to be a fiduciary to advisory clients that are employee benefit plans or individual retirement accounts (IRAs) pursuant to the Employee Retirement Income and Securities Act ("ERISA"). As such, our firm is subject to specific duties and obligations under ERISA and the Internal Revenue Code that include among other things, restrictions concerning certain forms of compensation. To avoid engaging in prohibited transactions, FMBWM may only charge fees for investment advice about products for which our firm and/or our related persons do not also receive any commissions or 12b-1 fees.

**Advisory Fees in General**: Clients should note that similar advisory services may be available from other registered (or unregistered) investment Advisors for similar or lower fees.

**Limited Prepayment of Fees**: Under no circumstances do we require or solicit payment of fees in excess of \$500 more than six months in advance of services rendered.

# **ITEM 6 – PERFORMANCE FEES**

FMBWM does not charge performance-based fees or fees based on capital gains or capital appreciation of client assets.

# **ITEM 7 - TYPES OF CLIENTS**

FMBWM provides wealth management services to individuals, high net worth individuals, trusts, business owners, charitable organizations, and corporations. The minimum initial account size managed by IARs through FMBWM is \$1,000,000. The minimum account size requirement can be waived by FMBWM at their discretion.

# A. Methods of Analysis

We use the following methods of analysis in formulating our investment advice and/or managing client assets:

*Long Term Diversified Asset Allocation.* Rather than focusing primarily on securities selection, we attempt to create an appropriate ratio of securities suitable to the client's investment goals and risk tolerance based on a modern portfolio theory funded primarily with passive index funds.

A risk of a long-term diversified asset allocation is that the client may not participate in sharp increases in a particular security, industry, or market sector. Another risk is that the ratio of equities, fixed income, and cash will change over time due to stock and market movements and, if not corrected, will no longer be appropriate for the client's goals.

*Passive Index Mutual Fund Analysis.* We monitor the funds or ETFs to determine if they are continuing to follow their stated investment strategy and to ensure that there has been no style drift.

A risk of mutual fund and/or ETF analysis is that, as in all securities investments, past performance does not guarantee future results. A manager who has been successful may not be able to replicate that success in the future. In addition, as we do not control the underlying investments in a fund or ETF, managers of different funds held by the client may purchase the same security, increasing the risk to the client if that security were to fall in value. There is also a risk that a manager may deviate from the stated investment mandate or strategy of the fund or ETF, which could make the holding(s) less suitable for the client's portfolio.

*Risks for all forms of analysis.* Our securities analysis methods rely on the assumption that the companies whose securities we purchase and sell, the rating agencies that review these securities, and other publicly available sources of information about these securities, are providing accurate and unbiased data. While we are alert to indications that data may be incorrect, there is always a risk that our analysis may be compromised by inaccurate or misleading information.

## **B.** Investment Strategies

We use the following strategy(ies) in managing client accounts, provided that such strategy(ies) are appropriately matched to the needs of the client and consistent with the client's investment objectives, risk tolerance, and time horizons, among other considerations:

*Long-term purchases.* We purchase securities, including index funds, with the idea of holding them in the clients' account for a year or longer. Typically, we employ this strategy when we want exposure to a particular asset class over time, regardless of the current projection for this class.

A risk in a long-term purchase strategy is that by holding the security for this length of time, we may not take advantages of short-term gains that could be profitable to a client. Moreover, a security may decline sharply in value before we make the decision to sell.

By using index funds, FMBWM can place the clients' money in the desired asset classes. These funds remove the managers' discretion in choosing the securities that are purchased. The fund investments are determined by the definition of the index or asset class and the managers simply purchase securities to match the index. For example, instead of finding a fund manager that buys large cap U.S. stocks to outperform the S&P 500 Index, FMBWM buys a fund with the identical stocks to the S&P 500 index. This style can avoid the risk of exposing the client to a fund manager that is out of phase or simply picks the wrong securities as well as generating excessive trading costs. For taxable investors index funds and tax-managed index funds also produce exceptionally low capital gain distributions due to the low fund turnover.

The general asset classes used are short-term U.S. bonds (1–2-year average maturity), large U.S. stocks, small U.S. stocks, large international stocks, small international stocks and a real estate index. The portfolios may also be invested with value index funds that match the "value" (high book to market value) component of each equity class. Unless otherwise requested by the client, their portfolio is balanced using 15% to 40% short-term bonds. The remainder is spread among the previously listed equity asset classes. All portfolios assume that the investor has a minimum 3-year commitment for the conservative balance, 3-5 years for the aggressive balance. The client can request that a limited amount of selected individually listed securities, actively managed mutual funds or mortgages be placed in the account, but even these will be assumed to be held for the long term.

Most of the funds are from Dimensional Funds Advisors (DFA), which specializes in no load asset class funds. DFA is an Institutional index fund company known for its exceptionally low turnover and management fees. To purchase a fund directly from DFA prior approval is needed, along with a \$2 million minimum investment. Because FMBWM has received approval from DFA, we are able to invest clients' assets with DFA through Charles Schwab or Fidelity. Index funds from Vanguard, PIMCO (formerly Gurtin Municipal Bond Management), as well as listed Exchange Traded Funds (ETF's), may also be used. Clients' accounts are opened and run through an institutional level custodian (Charles Schwab or Fidelity) with daily price and transaction activity downloaded to FMBWM's office. Portfolio management software is used to track the investments, produce reports, and reconcile accounts. These reports show the asset class weighting, the investment performance of portfolios is reviewed, and the asset class balance is analyzed. If warranted by clients' objectives and transaction costs, the portfolio will be either rebalanced or continued without changes.

## C. Risk of Loss

Securities investments are not guaranteed, and you may lose money on your investments. We ask that you work with us to help us understand your tolerance for risk.

IARs work with advisory clients to determine appropriate allocation models and overall investment strategies during an initial in-depth discovery meeting. Clients are asked questions

related to their values, interests, relationships, goals, current advisors, and assets. Clients should discuss their objectives and risk tolerance with their IAR thoroughly. No assumption can be made that any particular strategy will provide better returns than other investment strategies.

## D. Using Sub-Advisors

There are also risks associated with utilizing Sub-Advisors, and those risks include:

- Manager Risk
  - o Sub-Advisor may fail to execute the stated investment strategy
- Business Risk
  - o Sub-Advisor may have financial or regulatory problems
- The specific risks associated with the portfolios of the Sub-Advisors which is disclosed in the Sub-Advisor's Form ADV Part 2A Brochure.

# **E. Sources of Information**

To help develop its strategies and recommendations, FMBWM uses commercially available services, specifically financial publications and information services dealing with investment research and taxation. Such information may be obtainable in print, on computer media, via the internet, or via some other electronic means. Company prepared materials (particularly prospectuses) and research releases prepared by others are also utilized. As an investment advisor, FMBWM also has the opportunity to access information from a variety of experts, whether through personal visits, telephone calls, or at industry or related meetings. Independent, third party registered investment advisors may also be employed to provide additional expertise in unique situations.

Before participating in any investment, clients should carefully consider the risks associated with each investment by reviewing the respective prospectus, offering memorandum or disclosure brochure prepared by the issuing company. The various applicable mutual fund, annuity and private fund prospectuses serve as important sources of risk disclosure that should be read carefully. Investing in securities involves risk of loss that clients should be prepared to bear.

The following describes common characteristics of risk associated with specific types of investments that may be recommended by FMBWM in client accounts.

# F. Risks of Specific Securities Utilized

<u>Mutual Funds</u>: Each mutual fund has different risks and rewards. Generally, the higher the potential return, the higher the risk of loss. Investors may have to pay taxes on capital gains distributions received even if the fund goes on to perform poorly after the investor bought shares.

<u>Money Market Funds</u>: Although Money Market Funds have traditionally low risk, the net asset value ("NAV") can fall below \$1.00 if the fund performs poorly, therefore, losses are possible.

<u>Fixed Income Securities</u>: Fixed income investments tend to be more conservative than stocks. However, clients should be aware that bonds and bond funds do carry some degree of risk including but not limited to interest rate, credit, inflation, pre-payment and reinvestment risks.

<u>ETFs</u>: Exchange Traded Funds (ETFs), like stocks and index funds can carry a significant amount of market risk. The appeal of an ETF is that it represents many assets or companies, like an indexed mutual fund, but unlike a mutual fund that prices NAV on a daily basis, ETFs can be traded at any time during trading hours, like a stock. Investing in ETFs involves volatility and risk of losses that Clients should be prepared to withstand.

<u>Use of Margin:</u> Securities purchased on margin are used as the account custodian's collateral for the margin loan made to an advisory clients' account. If the securities in an account declines in value, so does the value of the collateral supporting the margin loan, and, as a result, the account custodian can act, such as issue a margin call and/or sell securities or other assets in any of the accounts held with that custodian firm, in order to maintain the required equity in the account. It is important that Clients fully understand the risks involved in trading securities on margin.

## G. Margin Disclosure Statement

Margin risk includes the following:

- You can lose more funds than you deposit in the margin account.
- The account custodian can force the sale of securities or other assets in your account(s).
- The firm can sell your securities or other assets without contacting you.
- You are not entitled to choose which securities or other assets in your account(s) areliquidated or sold to meet a margin call.
- The account custodian can increase its "house" margin maintenance requirements at anytime and is not required to provide you advance written notice.
- You are not entitled to an extension of time on a margin call.

When clients execute transactions using margin, they must keep these important rules and conditions in mind. Clients with any questions or concerns are advised to contact your IAR, or FMBWM's Chief Compliance Officer, David Howerton.

# **ITEM 9 – DISCIPLINARY ACTION**

Registered Investment Advisors are required to disclose all material facts regarding any legal or disciplinary events that would be considered material to clients' or prospective clients' evaluation and/or selection of an Advisor. FMBWM has no disciplinary history applicable to this item.

The details of FMBWM's status, or any Advisor's status, can be found on the SEC's Investment Advisor's Public Disclosure site (IAPD) <u>www.Adviserinfo.sec.gov</u>. Clients can access the Firm's or any IAR disciplinary history by clicking on this link.

# **ITEM 10 - OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS**

FMBWM's sole business is as a Registered Investment Advisor.

IARs of FMBWM may also be independently licensed insurance agents in the State of California. IARs will receive insurance commissions if they sell an insurance policy through an insurance company. If a client chooses to make a commission-based insurance purchase through an insurance broker or agency recommended by an FMBWM IAR this presents a conflict of interest since the IAR-insurance agent has a financial incentive to recommend certain products and services through that insurance broker or agency in lieu of other financial institutions.

In cases where an FMBWM IAR makes a recommendation to a client to purchase an insurance policy in the IAR's capacity as an insurance agent, and the client accepts the recommendation, resulting in an insurance commission being paid to the IAR, again outside of the FMBWM account, the IAR will waive advisory fees in the client's FMBWM advisory account in the amount of the insurance commission received from the insurance company for the policy placement. This is done to minimize or eliminate the conflict of interest that exists when the IAR is acting in a dual capacity of IAR with FMBWM and independent insurance agent. In no case will the IAR be compensated for a commissionable transaction and receive a fee for the same asset.

# ITEM 11 – CODE OF ETHICS: PARTICIPATION OR INTEREST IN CLIENT TRANS-ACTIONS AND PERSONAL TRADING

FMBWM has adopted a Code of Ethics that is designed to comply with the Investment Advisors Act of 1940, SEC Rule 204A-1 and federal securities laws. The Code of Ethics requires certain covered persons, including IARs, to adhere to the highest business standards and conduct their affairs with integrity and competence when dealing with the public, clients, prospects, and employees. The Code of Ethics outlines acceptable and unacceptable activities for IARs. The Code of Ethics also requires IARs to report personal securities transactions to FMBWM on a quarterly basis and contains guidelines for how client transactions must be given preference over personal transactions by the IAR. A copy of the Code of Ethics is available to clients and prospects upon request.

FMBWM and its IARs may invest in or otherwise own an interest in the same securities that are recommended to clients. This creates a potential conflict of interest. All IARs are required to place the interests of clients ahead of their own when making personal investments. In addition, FMBWM requires that client transactions be placed before IAR personal transactions. Personal trading by IARs is monitored by FMBWM. IARs may also buy or sell a specific security for their own account based on personal investment considerations, which the IAR does not deem appropriate to buy or sell for clients.

FMBWM does not make a market in any securities and does not buy or sell securities for its own account. No principal transactions with FMBWM shall be affected in the accounts by FMBWM. No agency-cross transactions (as such term is defined in Advisors Act Rule 206(3)-2(b)) for Client transactions will be executed by FMBWM.

# **CODE OF ETHICS**

FMBWM's Code of Ethics is based upon the principle that FMBWM and its employees and advisors owe a fiduciary duty to clients to conduct their affairs, including their personal securities transactions, in such a manner as to avoid (i) serving their own personal interests ahead of clients, (ii) taking inappropriate advantage of their position with the firm, and (iii) any actual or potential conflicts of interest or any abuse of their position of trust and responsibility.

The purpose of FMBWM's Code of Ethics is to preclude activities which may lead to or give the appearance of conflicts of interest, insider trading, and other forms of prohibited or unethical business conduct. As such, FMBWM and its employees are prohibited from engaging in fraudulent, deceptive, or manipulative conduct. FMBWM and its employees have an affirmative duty of utmost good faith to act solely in the best interest of its clients.

FMBWM has adopted the following Code of Ethics in accordance with applicable state and federal requirements:

• Fiduciary Responsibility- FMBWM and its associated persons shall exercise the highest standard of care in protecting and promoting the interests of its clients and will provide a written disclosure statement containing any conflicts of interest that may compromise their impartiality or independence. As a fiduciary, FMBWM shall only accept fees or compensation in accordance with the professional investment advisory services engaged to provide by customer-executed agreement.

- Integrity- All professional services shall be rendered with the highest level of integrity.
- Objectivity- FMBWM and its staff shall provide advice that is objective and in the best interest of the client and without conflicts of interest.
- Competence- FMBWM and its staff shall maintain the necessary knowledge and skills to provide our clients with competent advice and services.
- Fairness- All professional services shall be performed by FMBWM and its staff in a manner that is fair and reasonable to its clients.
- Confidentiality- FMBWM and its staff shall maintain and safeguard all confidential client information in accordance with applicable laws.
- Diligence- FMBWM and its staff shall ensure the accuracy and completeness of records, information, and data collected, used and managed, and will take necessary steps to correct any discrepancies.
- Regulatory Compliance- FMBWM and its staff shall comply fully with appropriatelaws and internal regulations.

# A. Participation/Interest in Client Transactions

On occasion, FMBWM and its management persons may own securities or securities products that are managed and in the custody of institutional, third-party money managers that are also recommended to clients which may present a potential conflict of interest. Such securities are kept in separate accounts by said money managers and are not commingled. Additionally, as a preventative measure, all client transactions will be conducted and implemented before any such transaction relating to any personal accounts of any affiliated persons of FMBWM. In addition to this measure, all the management persons of FMBWM will act in accordance with applicable securities laws and conduct their business to ensure overall compliance with insider trading rules and the Securities Fraud Enforcement Act of 1988.

## **B.** Insider Trading Policy

FMBWM has adopted an "Insider Trading Policy" that prohibits FMBWM and its personnel from trading for Clients or for us, or themselves, or recommending trading in securities of a company while in possession of material nonpublic information ("inside information") and from disclosing such information to any person not entitled to receive it, in either case in contravention of applicable securities laws. By reason of our various activities, we may have access to inside information or be restricted from effecting transactions in certain investments that might otherwise have been initiated. We have adopted policies and procedures reasonably designed to, among other things, control and monitor the flow of inside information to and within our organization as well as prevent trading based on inside information.

We believe monitoring and restricting our employee's personal trading in certain instances is one way of avoiding conflicts of interest between our Clients and such personnel. Our personal trading policies are part of our Code of Ethics.

In addition, firm personnel must provide our CCO with (i) theirs' and their immediate family members' securities holdings at the commencement of employment and annually thereafter, and (ii) monthly transaction statements so that the CCO can monitor the employee's trading for potential conflicts of interest.

Clients of FMBWM are under no obligation to act upon the recommendations made by IARs of FMBWM. Lower fees for comparable services may be available from other sources.

# **ITEM 12 – BROKERAGE PRACTICES**

FMBWM requires its clients to appoint a custodian for their accounts. Generally, FMBWM manages client accounts through Fidelity Investments ("Fidelity"), or Charles Schwab Institutional ("Schwab") as a custodian broker-dealer for their advisory accounts, but clients are under no obligation to choose one of these firms as their account custodian. Both firms are SEC registered broker-dealers, FINRA (www.finra.org) and SIPC (www.sipc.org) members, and are not affiliated with FMBWM.

They offer to independent investment advisors services which include custody of client securities, trade execution, clearance, and settlement of transactions for client accounts. FMBWM receives some benefits from them through participation in their custodial program (*please see Item 14 for details*).

FMBWM relies on these qualified custodians to provide execution services to our clients at the best prices available. Lower fees for comparable services may be available from other sources. Clients pay for all custodial fees in addition to the advisory fee charged by FMBWM.

Any FMBWM account maintained on one of these custodian's Institutional platforms that is under transactional based pricing is subject to the same zero commissions as retail clients. These custodian broker-dealers charge a per contract fee for options trades and transaction fees for Mutual Funds which are charged directly to clients in addition to the FMBWM advisory fee.

FMBWM does not direct trades to any custodian, broker, or firm. Trades are not aggregated. Trades are done on an individual basis to help ensure proper execution.

## A. Best Execution

FMBWM has a duty to seek "best execution" for our clients, which is the obligation to seek execution of securities transactions for a client on the most favorable terms for the client under the circumstances. Clients will not necessarily pay the lowest commission or commission equivalent. FMBWM also considers the market expertise and research access provided by the broker-dealer/custodian, including but not limited to access to written research, oral communication with analysts, admittance to research conferences and other tools and resources provided by the broker-dealer/custodian that may aid in FMBWM 's research and service efforts. FMBWM will never charge a premium or commission on transactions, beyond the actual cost imposed by the broker-dealer/custodian.

It is the practice of FMBWM to verify the overall execution quality and order routing practices of broker-dealer/custodians we use with our clients on a regular basis, rather than verifying the individual transaction executions. This process provides us with a big picture analysis of each firm's execution service performance against other executing broker dealers.

## B. Research and Other Soft-Dollar Benefits

FMBWM has no formal soft dollar program in which soft dollars are used to pay for third party services. However, FMBWM may receive research, products, or other services from custodians and broker-dealers in connection with client securities transactions ("soft dollar benefits").

FMBWM may enter soft-dollar arrangements consistent with (and not outside of) the safe harbor contained in Section 28(e) of the Securities Exchange Act of 1934, as amended. There can be no assurance that any client will benefit from soft dollar research, whether or not the client's transactions paid for it. FMBWM benefits by not having to produce or pay for the research, products, or services, and FMBWM may have an incentive to recommend a broker-dealer custodian based on receiving research or other services. Clients should be aware that FMBWM's acceptance of soft dollar benefits may result in higher commissions charged to the client.

#### C. Brokerage for Client Referrals

FMBWM receives no referrals from a broker-dealer, custodian or third party in exchange for using that broker-dealer, custodian or third party.

# **ITEM 13 – REVIEW OF ACCOUNTS**

FMBWM IARs are responsible for reviewing their clients' advisory accounts at least quarterly and conducting a complete account annual review. Additional triggering events resulting in additional reviews may include responses to or requests by clients, market events, or specific target dates. More frequent account reviews may occur as IAR or FMBWM may deem appropriate based on, but not limited to, size or value of account, portfolio positions or holdings, economic conditions, and market conditions.

Clients will receive trade confirmations and periodic account statements from the custodian of their accounts. In addition, clients will receive quarterly portfolio performance reports from FMBWM. FMBWM prepares these pre-approved, pre-formatted reports directly from information received from the account custodian. Clients are encouraged to review and compare the account information (for example, market values, transactions, and advisory fees) in the reports and additional reporting to the account statements received from the custodian.

#### **Individual Portfolio Management**

While the underlying securities within the advisory accounts are continually monitored, these accounts are reviewed at least annually. Accounts are reviewed in the context of each client's stated investment objectives, risk tolerance, financial needs, investment timeline, and other guidelines established. These accounts are reviewed by the client's IAR periodically and may be reviewed and spot-checked as part of the firm's overall surveillance program by FMBWM's Compliance Department.

More frequent reviews may be triggered by material changes in variables such as the client's individual circumstances, or the market, political or economic environment.

# **ITEM 14 – CLIENT REFERRALS AND OTHER COMPENSATION**

FMBWM does not receive economic benefits from anyone who is not a client, including sales awards or other benefits for providing investment advice or other advisory services to clients.

#### A. Referrals, Endorsements and Promoters

FMBWM may receive endorser or promoter referrals from third parties that are not affiliated with FMBWM. The third parties could be paid a percentage of the fees that the Client pays to FMBWM. In these situations, in accordance with SEC's Marketing Rules under the Investment Advisers Act of 1940, a Referral or Endorser Agreement is executed between FMBWM and the third party. FMBWM or the Endorser will provide a separate written disclosure statement to the Clients at the time of the referral or endorsement disclosing the nature of their relationship with FMBWM and the amount of referral fees they will be paid.

Referral arrangements between FMBWM and third-party non-employee Endorsers will be in writing and include all provisions related to (a) the scope of the endorser's activities; (b) a covenant by the endorser to perform such activities consistent with instructions of FMBWM and in compliance with the Investment Advisors Act of 1940 and associated marketing rules; and (c) a covenant by the endorser to provide the client with a copy of FMBWM's Form ADV Part 2A disclosure brochure and a separate written endorser disclosure.

Fee arrangements described above do not increase the fee that the client pays to FMBWM. While these relationships allow for access to potential clients who may not have otherwise been found, it also creates a conflict of interest because of the financial incentives for the party referring those prospective clients to FMBWM. In other words, when a referral is made to FMBWM resulting in the payment of a fee, this presents a conflict of interest because FMBWM, the IAR, and the endorser may prefer to refer business to each other over other investment advisors due to the compensation incentives offered through the referral.

FMBWM addresses this conflict by making full disclosure of all potential payment scenarios and relationships with third-party endorsers to clients and completing periodic reviews of endorser relationships and referral agreements.

The SEC has rules governing these relationships under the Investment Advisors Act for firms registered with the SEC. like FMBWM. Pursuant to the Rule, a federally registered investment advisor is prohibited from paying a cash fee directly or indirectly to a referring party with respect to endorsement activities, unless certain conditions are observed. FMBWM monitors all endorser and referral activities to ensure they observe all required conditions, and FMBWM remains in compliance with the above referenced rules and regulations.

#### **B.** Employee Bonus Compensation

FMBWM provides bonus compensation to its employees, in addition to any regular salary, for referring new clients to the firm. FMBWM will pay the advisory employee 50% of the first year's total management/advisory fee paid by the new client as a bonus.

## C. Client Gifts

FMBWM may at times give a small gift to Clients and third parties, some of whom may be referring Clients to it ("thank-you gifts"). These gifts are typically of nominal value and are not based on a percentage of the actual or anticipated earnings that FMBWM would generate or expect to generate from any new Clients referred or gained.

# ITEM 15 - CUSTODY

Custody, as it applies to investment advisors, has been defined as having access or control over client funds and/or securities, but does **not** include the ability to execute transactions in client accounts. Custody is not limited to physically holding client funds and securities. If an investment advisor can access or control client funds or securities, the investment advisor is deemed to have custody for purposes of the *Investment Advisers Act of 1940* and must ensure proper procedures are implemented.

Please note that regulators have deemed the authorization to trade in client accounts to not be custody. However, we are deemed to have limited custody of client funds whenever we are given the authority to have fees deducted directly from client accounts or accept clients' instructions to send funds upon client requests. Our procedures do not include or allow the use of standing third party letter of authorizations ("SLOAs"), but we do require and allow first party letters from clients requesting funds from and to their own accounts.

For accounts where we are deemed to have limited custody, based on the description above, we have established procedures to ensure all client funds and securities are held at a qualified custodian in a separate account for each client under that client's name. Clients or an independent representative of the client will direct, in writing, the creation of all accounts and therefore are aware of the qualified custodian's name, address and the way the funds or securities are maintained.

Finally, account statements are delivered directly from the qualified custodian to each client, or the client's independent representative, at least quarterly. Clients should carefully review those statements and are urged to compare the statements against reports received from us. When clients have questions about their account statements, they should contact us or the qualified custodian preparing the statement.

# **ITEM 16 - INVESTMENT DISCRETION**

IARs have the authority to manage investments on a discretionary basis as set forth in the advisory agreement. FMBWM and its IARs do not have the authority to withdraw funds or take custody of client funds or securities under any circumstance.

Clients may grant IAR discretionary authority to determine the securities and/or amount of securities to be bought or sold as set forth in the account agreement.

# **ITEM 17 – VOTING CLIENT SECURITIES**

As a matter of firm policy, FMBWM and its IARs do not vote proxies on behalf of clients.

Therefore, although our firm may provide investment advisory services relative to client investment assets, clients maintain exclusive responsibility for: (1) directing the way proxies solicited by issuers of securities beneficially owned by the client shall be voted, and (2) making all elections relative to any mergers, acquisitions, tender offers, bankruptcy proceedings or other types of events pertaining to the client's investment assets. Clients are responsible for instructing each custodian of the assets to forward to the client copies of all proxies and shareholder communications relating to the client's investment assets.

Clients retain the right and responsibility to vote all proxies solicited for securities held in their account. FMBWM and its IARs are precluded from voting proxies on behalf of a client, and do not offer any consulting assistance regarding proxy issues to clients.

# **ITEM 18 – FINANCIAL INFORMATION**

Investment Advisors are required to provide certain financial information or disclosures about their financial condition. FMBWM and its management persons have no financial circumstances to report, have no financial commitment that would impair its ability to meet contractual and fiduciary commitments to clients, and have not been the subject of any bankruptcy petition or proceeding at any time.

# PRIVACY POLICY NOTICE

Your relationship with FMBWM is based on trust and confidence. To fulfill its responsibilities to you, FMBWM requires that you provide current and accurate financial and personal information. You deserve to expect that FMBWM will protect the information you have provided in a manner that is safe, secure, and professional. FMBWM and its employees are committed to protecting your privacy and to safeguarding that information.

#### A. Safeguarding Customer Documents

We collect non-public customer data in checklists, forms, in written notations, and in documentation provided to us by our customers for evaluation, registration, licensing or related consulting services. We also create internal lists of such data.

During regular business hours, access to customer records is monitored so that only those with approved entitlements may access the files. During hours in which the company is not in operation, the customer records will be secured.

No individual who is not so authorized shall obtain or seek to obtain personal and financial customer information. No individual with authorization to access personal and financial customer information shall share that information in any manner without the specific consent of a firm principal. Failure to observe FMBWM procedures regarding customer and consumer privacy will result in disciplinary action and may include termination.

## B. Sharing Non-Public Personal and Financial Information

FMBWM is committed to the protection and privacy of its customers' and consumers' personal and financial information. FMBWM will not share such information with any affiliated or non-affiliated third party except:

- When necessary to complete a transaction in a customer account, such as with the clearing firm or account custodians;
- When required to maintain or service a customer account;
- To resolve customer disputes or inquiries;
- With persons acting in a fiduciary or representative capacity on behalf of the customer;
- With rating agencies, persons assessing compliance with industry standards, or to theattorneys, accountants and auditors of the firm;
- In connection with a sale or merger of FMB Wealth Management's business;
- To protect against or prevent actual or potential fraud, identity theft, unauthorized transactions, claims or other liability;
- To comply with federal, state or local laws, rules and other applicable legalrequirements;
- In connection with a written agreement to provide investment management or advisory services when the information is released for the sole purpose of providing the products or services covered by the agreement;
- In any circumstances with the customer's instruction or consent; or
- Pursuant to any other exceptions enumerated in the California Information Privacy Act.

## C. Opt-Out Provisions

It is not a policy of FMB Wealth Management to share non-public personal and financial information with affiliated or unaffiliated third parties except under the circumstances noted above. Since sharing under the circumstances noted above is necessary to service customer accounts or is mandated by law, there are no allowances made for clients to "opt out".

If you decide to close your account(s) or become an inactive customer, we will adhere to the privacy policies and practices as described in this notice. We reserve the right to change this policy at any time and you will be notified if any changes do occur.

If you have any questions after reading this Privacy Policy, please contact us by writing to:

**FMB Wealth Management** Attention: Privacy Officer 100 N. Westlake Blvd., Suite 201 Westlake Village, CA 91362

# Business Continuity and Disaster Recovery Plan Client Disclosure Notice

FMB Wealth Management maintains a written Business Continuity and Disaster Recovery Plan to safeguard client data and other information and records from significant business disruptions such as data breaches, natural disasters, and varying other unforeseen circumstances.

We plan to quickly recover and resume business operations within 24 hours (as able) after a significant business disruption and respond by safeguarding our employees and property, making a financial and operational assessment, protecting the firm's books and records. In short, our disaster recoveryand business continuity plan is designed to permit our firm to resume operations as quickly as possible, given the scope and severity of the significant business disruption.

Our Plan addresses:

- Cyber-attacks, data backup and recovery; all mission critical systems;
- financial and operational assessments;
- alternative communications with clients, employees, and regulators;
- alternate physical location of employees;
- critical supplier, contractor, bank and counter-party impact;
- regulatory reporting, when necessary;
- training of all FMB employees,
- testing our Plan on an annual basis, at a minimum, and
- assuring our contacts have prompt communications with FMB personnel.

While every emergency situation may pose unique challenges based on external factors, such as time of day and the severity of the disruption, we have been advised and assured by our custodial firms that their objectives are to restore operations within the same business day.

You can access our full Client BCP Notice on our website, <u>www.fmbwealth.com</u>.