

**ITEM 1: Cover Page for  
PART 2B OF FORM ADV:  
BROCHURE SUPPLEMENT  
DATED 02/18/2011**

**GREGORY LITTS**

**GREGORY JOSEPH LITTS DBA RJ CAPITAL  
3417-F MERCER STREET  
HOUSTON, TX 77027**

**This brochure supplement provides information about Gregory Litts that supplements our brochure. You should have received a copy of that brochure. Please contact Gregory Litts, Chief Compliance Officer, if you did not receive our firm's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Greg Litts is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **Item 2 Educational Background and Business Experience**

Gregory Joseph Litts  
Born in 1969

Mr. Litts Received a Bachelor of Business Administration Degree from the University of Texas at Austin in December 1992 and also received a Master of Business Administration Degree in Finance from the University of Houston in May 1999.

For the past five years, Mr. Litts has been the President and Chief Compliance Officer of RJ Capital and has extensive experience in the financial markets while managing money for both individual and institutional clients. His past experiences have allowed him to manage the creation of a hedge fund for a merchant bank in Houston as well as principally trade stocks for financial institutions.

Prior to starting RJ Capital, Mr. Litts was Vice-President of the FINRAAQ trading desk at Morgan Keegan while making markets in over twenty OTC/FINRAAQ. He currently serves as an expert witness in securities cases and as an FINRA arbitrator.

## **Item 3 Disciplinary Information<sup>1</sup>**

If there are legal or disciplinary events material to your evaluation of Gregory Litts, we are required to disclose all material facts regarding those events.

We have nothing to disclose in this regard.

## **Item 4 Other Business Activities**

- A. If Gregory Litts is actively engaged in any *investment-related* business or occupation, including if Gregory Litts is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant (“FCM”), commodity pool operator (“CPO”), commodity trading advisor (“CTA”), or an associated *person* of an FCM, CPO, or CTA, we are required to disclose this fact and describe the business relationship, if any, between the advisory business and the other business.

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<sup>1</sup> **Note:** Our firm may, under certain circumstances, rebut the presumption that a disciplinary event is material. If an event is immaterial, we are not required to disclose it. When we review a legal or disciplinary event involving Gregory Litts to determine whether it is appropriate to rebut the presumption of materiality, we consider all of the following factors: (1) the proximity of Gregory Litts to the advisory function; (2) the nature of the infraction that led to the disciplinary event; (3) the severity of the disciplinary sanction; and (4) the time elapsed since the date of the disciplinary event. If we conclude that the materiality presumption has been overcome, we prepare and maintain a file memorandum of our determination in our records. We follow SEC rule 204-2(a)(14)(iii) and similar state rules.

1. If a relationship between the advisory business and Gregory Litts's other financial industry activities creates a material conflict of interest with you, the SEC requires us to describe the nature of the conflict and generally how we address it.

We have nothing to disclose in this regard.

2. If Gregory Litts receives commissions, bonuses or other compensation based on the sale of securities or other investment products, including as a broker-dealer or registered representative, and including distribution or service ("trail") fees from the sale of mutual funds, we have to disclose this fact. If this compensation is not cash, we are required to explain what type of compensation Gregory Litts receives. We must explain that this practice gives Gregory Litts an incentive to recommend investment products based on the compensation received, rather than on your needs.

We have nothing to disclose in this regard.

- B. If Gregory Litts is actively engaged in any business or occupation for compensation not discussed in response to Item 4.A, above, and the other business activity or activities provide a substantial source of Gregory Litts's income or involve a substantial amount of Gregory Litts's time, we are required to disclose this fact and must describe the nature of that business. If the other business activities represent less than 10 percent of Gregory Litts's time and income, we may presume that they are not substantial.

Mr. Litts is a licensed insurance agent/broker with various companies. In his role as an insurance agent/broker, he may offer commissionable (non-variable) insurance products to Advisor's clients for which he may receive compensation. Insurance sales constitute less than 1% of Mr. Litt's time.

## **Item 5 Additional Compensation**

If someone who is not a *client* provides an economic benefit to Gregory Litts for providing advisory services, we are required to generally describe the arrangement. For purposes of this Item, economic benefits include sales awards and other prizes, but do not include Gregory Litts's regular salary. Any bonus that is based, at least in part, on the number or amount of sales, *client* referrals, or new accounts should be considered an economic benefit, but other regular bonuses should not.

We have nothing to disclose in this regard.

## **Item 6 Supervision**

We are required to explain how we *supervise* Gregory Litts, including how we monitor the advice Gregory Litts provides to you. Our firm has to provide the name, title and telephone number of the *person* responsible for supervising Gregory Litts's advisory activities on behalf of our firm.

Mr. Gregory Litts is the sole principal and Chief Compliance Officer and as such has no internal supervision placed over him. He is however bound by our firm's Code of Ethics.

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**MICHAEL BRIAN WACHSLER**

**GREGORY JOSEPH LITTS DBA RJ CAPITAL  
3417-F MERCER STREET  
HOUSTON, TX 77027**

**This brochure supplement provides information about Michael Wachsler that supplements our brochure. You should have received a copy of that brochure. Please contact Gregory Litts, Chief Compliance Officer, if you did not receive our firm's brochure or if you have any questions about the contents of this supplement.**

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

## **Item 2 Educational Background and Business Experience**

Michael Brian Wachsler

Born in 1975

Brian joined RJ Capital in January 2008. His primary responsibilities include business development of retail and institutional clients, investor relations and communication.

Prior to joining RJ Capital, Brian was with Van Den Berg Management, dba Century Management, serving as a relationship officer in charge of business development. During this time, he successfully raised \$1.2 billion in assets from individual investors, institutions, pensions, foundations, and small businesses. Brian also has experience as both a financial consultant and investment specialist for Merrill Lynch and Charles Schwab & Co. He worked with clients to develop an overall financial plan structured around key goals, both personal and business related.

Brian holds a Bachelor's degree in Business Administration (BBA) from Sam Houston State University, as well as several professional designations. He is a Certified Financial Manager (CFM) from the Merrill Lynch Advanced Professional Development Training Center in Princeton, NJ, as well as a Chartered Retirement Planning Specialist (CRPS) and Chartered Mutual Fund Counselor (CMFC) from the College for Financial Planning in Denver, CO.

Mr. Wachsler became certified in as a Certified Financial Manager in 1996. The Certified Financial Manager (CFM) certification program was established in June of 1996, and 4,940 financial professionals have earned the CFM designation. The CFM exams were discontinued December 31, 2007. The IMA continues to support all CFM holders with appropriate member services, recognition of the CFM achievement, and the maintenance of certification records.

The requirements for certification included passing four examinations testing economics, management, corporate finance, management accounting, decision analysis, and ethics. In addition, the candidate was required to complete two years of relevant work experience, hold a Bachelor's degree, be a member of IMA, and abide by the Statement of Ethical Professional Practice. Once certified, a CFM is required to maintain membership in IMA and complete 30 hours of continuing education annually.

Although the CFM certification was an excellent program, the program was unable to find a sustained audience. Therefore, the Board of Regents made the decision not to expend further resources on the CFM examination process but rather to dedicate those resources to supporting the Certified Management Accountant (CMA) program. Much of the finance material in the CFM exam was moved to the CMA curriculum.

In addition, Mr. Wachsler possesses a CHARTERED RETIREMENT PLANS SPECIALIST<sup>SM</sup> (CRPS<sup>®</sup>) designation. The CRPS Program is specifically targeted at professionals who design, install, and maintain retirement plans for the business community. Because of ever-increasing client demand for financial advisors who are knowledgeable in the administration of retirement plans for businesses and their employees, there is nearly unlimited professional growth

opportunity for planners who specialize in meeting the changing needs of companies and small-business owners.

The College for Financial Planning® awards the CHARTERED RETIREMENT PLANS SPECIALIST<sup>SM</sup> AND CRPS® designation to students who:

- successfully complete the program;
- pass the final examination; and
- comply with the Code of Ethics, which includes agreeing to abide by the Standards of Professional Conduct and Terms and Conditions. Applicants must also disclose of any criminal, civil, self-regulatory organization, or governmental agency inquiry, investigation, or proceeding relating to their professional or business conduct. Conferment of the designation is contingent upon the College for Financial Planning's review of matters either self-disclosed or which are discovered by the College that are required to be disclosed.

Students must sign and return the Code of Ethics forms within six months of passing the final exam. Failure to complete and submit the forms within this time frame may result in termination of the individual's candidacy. If an individual wishes to apply for authorization to use the Marks in the future, he or she may be required to fulfill the initial designation requirements in place at the time of passing the exam.

Successful students receive a certificate and are granted the right to use the designation on correspondence and business cards for a two-year period.

Continued use of the CRPS® designation is subject to ongoing renewal requirements. Every two years individuals must renew their right to continue using the CRPS® designation by:

- completing 16 hours of continuing education;
- reaffirming to abide by the Standards of Professional Conduct, Terms and Conditions, and self disclose any criminal, civil, self-regulatory organization, or governmental agency inquiry, investigation, or proceeding relating to their professional or business conduct;
- and paying a biennial renewal fee of \$75.

Mr. Wachslar also has a professional designation, Chartered Mutual Fund Counselor<sup>SM</sup> or CMFC®.

The CMFC Program is the only industry-recognized mutual fund designation. It is the result of collaboration between the College for Financial Planning® and the Investment Company Institute (ICI), the primary trade association for the mutual fund industry. The program's quality and thoroughness reflect the combined experience and expertise of the College and the ICI.

This program provides you with a thorough knowledge of mutual funds and their various uses as investment vehicles. As a graduate of the program, you can approach mutual funds with a new understanding and confidence, as well as having the ability to communicate that confidence to your clients.

The College for Financial Planning® awards the Chartered Mutual Fund Counselor<sup>SM</sup> AND CMFC® designation to students who:

- successfully complete the program;
- pass the final examination; and
- comply with the Code of Ethics, which includes agreeing to abide by the Standards of Professional Conduct and Terms and Conditions. Applicants must also disclose of any criminal, civil, self-regulatory organization, or governmental agency inquiry, investigation, or proceeding relating to their professional or business conduct. Conferment of the designation is contingent upon the College for Financial Planning's review of matters either self-disclosed or which are discovered by the College that are required to be disclosed.

Students must sign and return the Code of Ethics forms within six months of passing the final exam. Failure to complete and submit the forms within this time frame may result in termination of the individual's candidacy. If an individual wishes to apply for authorization to use the Marks in the future, he or she may be required to fulfill the initial designation requirements in place at the time of passing the exam.

Successful students receive a certificate and are granted the right to use the designation on correspondence and business cards for a two-year period.

Continued use of the CMFC® designation is subject to ongoing renewal requirements. Every two years individuals must renew their right to continue using the CMFC® designation by:

- completing 16 hours of continuing education;
- reaffirming to abide by the Standards of Professional Conduct, Terms and Conditions, and self disclose any criminal, civil, self-regulatory organization, or governmental agency inquiry, investigation, or proceeding relating to their professional or business conduct; and
- paying a biennial renewal fee of \$75.

Topics:

- Introduction to Mutual Funds
- Open & Closed-End Funds: Types & Characteristics
- Other Packated Investment products
- Risk/Return: Part I
- Risk/Return: Part II
- Asset Allocation
- Selecting a Mutual Fund for a Client
- Retirement Planning
- Ethics, Integrity & Professional Conduct

### Item 3 Disciplinary Information<sup>1</sup>

If there are legal or disciplinary events material to your evaluation of Michael Wachsler, we are required to disclose all material facts regarding those events.

We have nothing to disclose in this regard.

### Item 4 Other Business Activities

A. If Michael Wachsler is actively engaged in any investment-related business or occupation, including if Michael Wachsler is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant (“FCM”), commodity pool operator (“CPO”), commodity trading advisor (“CTA”), or an associated person of an FCM, CPO, or CTA, we are required to disclose this fact and describe the business relationship, if any, between the advisory business and the other business.

1. If a relationship between the advisory business and Michael Wachsler’s other financial industry activities creates a material conflict of interest with you, the SEC requires us to describe the nature of the conflict and generally how we address it.

We have nothing to disclose in this regard.

2. If Michael Wachsler receives commissions, bonuses or other compensation based on the sale of securities or other investment products, including as a broker-dealer or registered representative, and including distribution or service (“trail”) fees from the sale of mutual funds, we have to disclose this fact. If this compensation is not cash, we are required to explain what type of compensation Michael Wachsler receives. We must explain that this practice gives Michael Wachsler an incentive to recommend investment products based on the compensation received, rather than on your needs.

We have nothing to disclose in this regard.

B. If Michael Wachsler is actively engaged in any business or occupation for compensation not discussed in response to Item 4.A, above, and the other business activity or activities provide a substantial source of Michael Wachsler’s income or involve a substantial amount of Michael Wachsler’s time, we are required to disclose this fact and must describe the

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<sup>1</sup> **Note:** Our firm may, under certain circumstances, rebut the presumption that a disciplinary event is material. If an event is immaterial, we are not required to disclose it. When we review a legal or disciplinary event involving Michael Wachsler to determine whether it is appropriate to rebut the presumption of materiality, we consider all of the following factors: (1) the proximity of Michael Wachsler to the advisory function; (2) the nature of the infraction that led to the disciplinary event; (3) the severity of the disciplinary sanction; and (4) the time elapsed since the date of the disciplinary event. If we conclude that the materiality presumption has been overcome, we prepare and maintain a file memorandum of our determination in our records. We follow SEC rule 204-2(a)(14)(iii) and similar state rules.



nature of that business. If the other business activities represent less than 10 percent of Michael Wachsler's time and income, we may presume that they are not substantial.

We have nothing to disclose in this regard.

### **Item 5 Additional Compensation**

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We have nothing to disclose in this regard.

### **Item 6 Supervision**

We are required to explain how we *supervise* Michael Wachsler, including how we monitor the advice Michael Wachsler provides to *you*. Our firm has to provide the name, title and telephone number of the *person* responsible for supervising Michael Wachsler's advisory activities on behalf of our firm.

Mr. Litts, Principal and Chief Compliance Officer of our firm, supervises and monitors Mr. Wachsler's activities on a regular basis. Mr. Litts reviews all outgoing correspondence for written financial advice that Mr. Wachsler provides to his clients. Please contact Mr. Litts if you have any questions about Mr. Wachsler's brochure supplement at (713) 523-1884.

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**NATHANIEL SEAN DICKOUT**

**GREGORY JOSEPH LITTS dba RJ CAPITAL  
3417-F MERCER STREET  
HOUSTON, TX 77027**

**This brochure supplement provides information about Nathaniel Dickout that supplements our brochure. You should have received a copy of that brochure. Please contact Gregory Litts, Chief Compliance Officer, if you did not receive our firm's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Nathaniel Dickout is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## Item 2 Educational Background and Business Experience

Nathaniel Dickout  
Born in 1984

05/2010 to Present: RJ Capital, Investment Adviser Representative  
10/2007 to Present: Advantage BWM, Client Advisor  
09/2006 to 10/2007: Mercedes Benz of Sugar Land, Service Technician  
08/2004 to 08/2006: Weber Motors, Service Technician

2003 - Northern Lights College- Associates Degree

## Item 3 Disciplinary Information<sup>1</sup>

If there are legal or disciplinary events material to your evaluation of Nathaniel Dickout, we are required to disclose all material facts regarding those events.

We have nothing to disclose in this regard.

## Item 4 Other Business Activities

A. If Nathaniel Dickout is actively engaged in any *investment-related* business or occupation, including if Nathaniel Dickout is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant (“FCM”), commodity pool operator (“CPO”), commodity trading advisor (“CTA”), or an associated *person* of an FCM, CPO, or CTA, we are required to disclose this fact and describe the business relationship, if any, between the advisory business and the other business.

1. If a relationship between the advisory business and Nathaniel Dickout’s other financial industry activities creates a material conflict of interest with you, the SEC requires us to describe the nature of the conflict and generally how we address it.

We have nothing to disclose in this regard.

2. If Nathaniel Dickout receives commissions, bonuses or other compensation based on the sale of securities or other investment products, including as a broker-dealer or registered representative, and including distribution or service (“trail”) fees from the sale of mutual

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funds, we have to disclose this fact. If this compensation is not cash, we are required to explain what type of compensation Nathaniel Dickout receives. We must explain that this practice gives Nathaniel Dickout an incentive to recommend investment products based on the compensation received, rather than on your needs.

We have nothing to disclose in this regard.

- B. If Nathaniel Dickout is actively engaged in any business or occupation for compensation not discussed in response to Item 4.A, above, and the other business activity or activities provide a substantial source of Nathaniel Dickout's income or involve a substantial amount of Nathaniel Dickout's time, we are required to disclose this fact and must describe the nature of that business. If the other business activities represent less than 10 percent of Nathaniel Dickout's time and income, we may presume that they are not substantial.

We have nothing to disclose in this regard.

### **Item 5 Additional Compensation**

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Mr. Litts, Principal and Chief Compliance Officer of our firm, supervises and monitors Mr. Dickout's activities on a regular basis to ensure compliance with our firm's Code of Ethics. Please contact Mr. Litts if you have any questions about Mr. Dickout's brochure supplement at (713) 523-1884.