

# DISCLOSURE BROCHURE

## **Cascade Financial Management, Inc.**

Investment Advisor

**950 17TH STREET, SUITE 950  
DENVER, COLORADO 80202  
303-292-1121**

**JUNE 30, 2011**

**THIS BROCHURE PROVIDES INFORMATION ABOUT THE QUALIFICATIONS AND BUSINESS PRACTICES OF CASCADE FINANCIAL MANAGEMENT INC. IF YOU HAVE QUESTIONS ABOUT THE CONTENTS OF THIS BROCHURE, PLEASE TELEPHONE US AT 303-292-1121. THE INFORMATION IN THIS BROCHURE HAS NOT BEEN APPROVED OR VERIFIED BY THE UNITED STATES SECURITIES AND EXCHANGE COMMISSION OR BY ANY STATE SECURITIES AUTHORITY.**

**ADDITIONAL INFORMATION ABOUT CASCADE FINANCIAL MANAGEMENT INC IS ALSO AVAILABLE ON THE SEC'S WEBSITE AT**

**[WWW.ADVISERINFO.SEC.GOV](http://WWW.ADVISERINFO.SEC.GOV)**

## **MATERIAL CHANGES**

**THERE ARE NO MATERIAL CHANGES BEING REPORTED FROM OUR LAST UPDATE  
DATED SEPTEMBER 15, 2008.**

## TABLE OF CONTENTS

ADVISORY BUSINESS	4-18
.....	
FEES AND COMPENSATION	20-22
.....	
PERFORMANCE BASED FEES	22
.....	
TYPES OF CLIENTS	22
.....	
METHODS OF ANALYSIS	
INVESTMENT STRATEGIES	22-23
RISK OF LOSS	
.....	
DISCIPLINARY INFORMATION	23
.....	
OTHER FINANCIAL	
ACTIVITIES	23-24
.....	
CODE OF ETHICS	24
.....	
BROKERAGE PRACTICES	24-25
.....	
REVIEW OF ACCOUNTS	26
.....	
CLIENT REFERRALS	
OTHER COMPENSATION	27-28
.....	
CUSTODY	28
.....	
INVESTMENT DISCRETION	29
.....	
VOTING OF CLIENT	
SECURITIES	29-30
.....	
FINANCIAL INFORMATION	30
.....	
BROCHURE SUPPLEMENT	31-46
.....	

## **ADVISORY BUSINESS**

CASCADE FINANCIAL MANAGEMENT ("CASCADE") WAS ORGANIZED IN 2002 TO PROVIDE INVESTMENT MANAGEMENT SERVICES TO A SOPHISTICATED CLIENTELE. IN ADDITION TO BEING A REGISTERED INVESTMENT ADVISOR, CASCADE IS ALSO REGISTERED AS A BROKER-DEALER WITH THE US SECURITIES AND EXCHANGE COMMISSION ("SEC") AND A MEMBER OF THE FINANCIAL INDUSTRY REGULATORY AUTHORITY ("FINRA").

IN ADDITION, THE PRINCIPAL EXECUTIVE OFFICERS MAY BE INSURANCE AGENTS OF CASCADE INSURANCE AGENCY, LLC; A COLORADO LICENSED INSURANCE AGENCY. IN THESE SEPARATE CAPACITIES (AS A REGISTERED REPRESENTATIVE AND/OR INSURANCE AGENT), THE ADVISORY REPRESENTATIVES ARE ABLE TO EFFECT SECURITIES TRANSACTIONS AND PURCHASE INSURANCE PRODUCTS FOR CLIENTS. SUCH ADVISORY REPRESENTATIVES MAY RECEIVE SEPARATE COMPENSATION IN THE FORM OF COMMISSIONS AS A RESULT OF CLIENT PURCHASING SECURITIES PRODUCTS OR INSURANCE PRODUCTS THROUGH THEM. SUCH COMPENSATION MAY BE IN ADDITION TO THE ADVISORY FEES RECEIVED BY CASCADE. APPROXIMATELY, 40% OF THE PRINCIPAL EXECUTIVE OFFICERS TIME IS SPENT DIRECTING THE BUSINESS OF THE BROKER/DEALER OR CASCADE. WHILE ADVISORY REPRESENTATIVES ENDEAVOR AT ALL TIMES TO PUT THE INTERESTS OF THE CLIENTS FIRST AS PART OF CASCADE'S FIDUCIARY DUTY, CLIENTS SHOULD BE AWARE THAT THE RECEIPT OF ADDITIONAL COMPENSATION ITSELF CREATES A CONFLICT OF INTEREST AND MAY AFFECT THE JUDGMENT OF ADVISORY REPRESENTATIVES WHEN MAKING RECOMMENDATIONS.

## **OUR KEY PERSONNEL**

### **DAVID JOHN TURNER – CHIEF EXECUTIVE OFFICER**

BORN IN 1964, MR. TURNER ATTENDED MONTANA STATE UNIVERSITY FROM 1982 THROUGH 1985. MR. TURNER WAS A VICE PRESIDENT WITH PIPER JAFFREY FROM 1992 TO 1998 BEFORE JOINING CASCADE. SINCE JOINING CASCADE IN 1998, DAVE HAS FOCUSED HIS EFFORTS ON DEVELOPING A MORE CONSULTATIVE, ADVISORY APPROACH TO HELPING CLIENTS TAKE CONTROL OF THEIR FINANCIAL INDEPENDENCE. DAVE AND HIS TEAM SEEK TO POSITION THEMSELVES AS THE PERSONAL CHIEF FINANCIAL OFFICER FOR THEIR CLIENTS, COORDINATING THE INVESTMENT MANAGEMENT, ESTATE PLANNING, TAX PLANNING, AND RISK MANAGEMENT ELEMENTS OF A CLIENT'S SITUATION IN SUCH A MANNER TO MAXIMIZE THE EFFICIENCIES OF THE OVERALL PLAN.

IN HIS TENURE WITH CASCADE, DAVE BEGAN IN THE ROLE OF ADVISOR, LED THE FIRM AS ITS PRESIDENT FROM 2001 THROUGH 2009, AND HAS RECENTLY ASSUMED THE ROLE OF CHIEF EXECUTIVE OFFICER. IN THIS POSITION HIS FOCUS IS ON POOLING THE NETWORK OF WEALTH MANAGEMENT RESOURCES CASCADE HAS DEVELOPED FOR THE BENEFIT OF OUR CLIENTS, AND THE INTEGRATION OF OUR STRATEGIC ALLIANCES EFFORTS WITH OTHER WEALTH MANAGEMENT PROFESSIONALS. DAVE CONTINUES HIS EDUCATION BY TAKING PART IN NUMEROUS INDUSTRY ROUNDTABLE PLATFORMS AND ISSUE-SPECIFIC FOCUS GROUPS, AND IS A MEMBER OF THE SECURITIES INDUSTRY FINANCIAL MARKETS ASSOCIATION, FINANCIAL PLANNING ASSOCIATION AND THE CEG WORLDWIDE WEALTH MANAGEMENT ROUNDTABLE.

CONCURRENTLY AND SINCE 1999, MR. TURNER SERVES AS PRESIDENT OF HOLMES AND TURNER FINANCIAL SERVICES.

#### **JOHN VAN SANT – PRESIDENT & CHIEF COMPLIANCE OFFICER**

BORN 1982, MR. VAN SANT OVERSEES THE DAY-TO-DAY MANAGEMENT AND OPERATIONS OF THE FIRM. IN ADDITION, HE IS RESPONSIBLE FOR DEVELOPING, IMPLEMENTING AND EXECUTING KEY STRATEGIC INITIATIVES, FOCUSED ON BUSINESS PLANNING, ORGANIZATIONAL STRUCTURE, SYSTEM INTEGRATIONS AND INFRASTRUCTURE. MR. VAN SANT JOINED CASCADE FINANCIAL MANAGEMENT INC. IN 2005 IN OPERATIONS AND COMPLIANCE. HIS TENURE AT THE FIRM HAS INCLUDED THE RESPONSIBILITY OF SERVING AS CHIEF FINANCIAL OFFICER, OVERSEEING REGULATORY INTERACTIONS, CORPORATE ADMINISTRATION, BUSINESS OPERATIONS, FINANCE AND ACCOUNTING. HE BECAME CHIEF FINANCIAL OFFICER IN 2007 AND THEN PRESIDENT IN 2009. HE CONTINUES IN THOSE POSITIONS AND IN ADDITION, SERVES AS CHIEF COMPLIANCE OFFICER FOR CASCADE, HOLMES & TURNER FINANCIAL SERVICES AND HANSON FINANCIAL.

MR. VAN SANT GRADUATED SUMMA CUM LAUDE IN 2005 WITH A BS IN INTERNATIONAL BUSINESS FROM JOHNSON AND WALES UNIVERSITY AND HAS A CONCENTRATION IN FINANCE AND OPERATIONS MANAGEMENT.

#### **TYPES OF ADVISORY SERVICES OFFERED**

CASCADE OFFERS VARIOUS INVESTMENT ADVISORY SERVICES TO CLIENTS DEPENDING ON THE CLIENT'S NEEDS. CLIENTS MAY PARTICIPATE IN ANY COMBINATION OR ANY ONE OF THE FOLLOWING ADVISORY PROGRAMS. THE ADVISORY SERVICES AND PROGRAMS ARE MORE FULLY EXPLAINED BELOW.

#### **CCM WRAP PROGRAM**

CASCADE SPONSORS THE CCM WRAP PROGRAM (THE CCM PROGRAM). THE CCM PROGRAM IS FULLY EXPLAINED IN THE CASCADE WRAP FEE BROCHURE, WHICH WILL BE PROVIDED TO ALL CLIENTS WHO PARTICIPATE IN THE CCM PROGRAM.

IN THE CCM PROGRAM, CLIENTS RECEIVE PORTFOLIO MANAGEMENT SERVICES AND EXECUTION OF SECURITIES TRANSACTIONS FOR A SINGLE FEE. CASCADE WILL MANAGE A CLIENT'S ACCOUNT BASED ON THE INDIVIDUAL NEEDS AND GOALS OF THE CLIENT. THE CLIENT'S ADVISORY REPRESENTATIVE WILL GATHER INFORMATION ON THE CLIENT'S FINANCIAL HISTORY, GOALS, OBJECTIVES, AND FINANCIAL CONCERNS AND ASSISTS CLIENT IN DEVELOPING AN ASSET ALLOCATION STRATEGY. ALL INFORMATION GATHERED FROM CLIENT IS CONFIDENTIAL. PORTFOLIO MANAGEMENT SERVICES ARE OFFERED ON A DISCRETIONARY OR NON-DISCRETIONARY BASIS. DISCRETIONARY TRADING AUTHORIZATION PROVIDES CASCADE WITH THE ABILITY TO PURCHASE OR SELL SECURITIES IN THE CLIENT'S ACCOUNT AS DETERMINED BY CASCADE WITHOUT CONTACTING THE CLIENT PRIOR TO EXECUTION. HOWEVER, CASCADE WILL NOT HAVE THE AUTHORIZATION TO WITHDRAW CLIENT SECURITIES OR FUNDS WITHOUT THE CLIENTS CONSENT, WITH THE EXCEPTION OF PAYMENT OF CASCADE'S ADVISORY FEES PROVIDED CLIENT HAS AUTHORIZED SUCH PAYMENT. CLIENTS ARE ADVISED THAT TRANSACTIONS IN THE ACCOUNT, ACCOUNT REALLOCATIONS AND REBALANCING MAY TRIGGER A TAXABLE EVENT FOR THE CLIENT, WITH THE EXCEPTION OF IRA ACCOUNTS, 403(B) ACCOUNTS AND OTHER QUALIFIED RETIREMENT ACCOUNTS.

CLIENTS WHO DO NOT GRANT DISCRETIONARY TRADING AUTHORIZATION TO THEIR ADVISORY REPRESENTATIVE ARE ADVISED THAT ACCOUNTS MAY BE SUBJECT TO CERTAIN RISKS INCLUDING BUT NOT LIMITED TO THE RISK OF MISSING MARKET OPPORTUNITIES OR THE RISK OF THE ADVISORY REPRESENTATIVE NOT BEING ABLE TO MOVE OUT OF THE MARKET IN A TIMELY

MANNER. ACCOUNTS FOR WHICH THE CLIENT HAS NOT GRANTED DISCRETIONARY TRADING AUTHORIZATION WILL REQUIRE THE ADVISORY REPRESENTATIVE TO OBTAIN THE CLIENT'S AUTHORIZATION BEFORE ANY BUY, SELL OR EXCHANGE.

CLIENTS MAY DEPOSIT ASSETS ON WHICH A COMMISSION WAS PREVIOUSLY PAID, INCLUDING MUTUAL FUNDS ON WHICH A SALES CHARGE WAS PAID, TO A FEE BASED ACCOUNT. CLIENTS ARE ADVISED THAT IF SUCH TRANSACTIONS WERE MADE THROUGH CASCADE OR ADVISORY REPRESENTATIVE COMMISSIONS MAY HAVE BEEN PREVIOUSLY RECEIVED AND CASCADE AND ADVISORY REPRESENTATIVE WILL RECEIVE AN ADVISORY FEE BASED ON THE FEE SCHEDULE DISCLOSED ABOVE.

DEPENDING ON THE LEVEL OF THE WRAP PROGRAM FEE BEING CHARGED TO THE CLIENT AND, THE AMOUNT OF PORTFOLIO ACTIVITY IN THE CLIENT'S ACCOUNT, THE COST OF THE CCM PROGRAM MAY BE MORE OR LESS THAN IF THE CLIENT OBTAINED SERVICES SEPARATELY OR PAID COMMISSIONS OR PAID FOR EXECUTION SERVICES. CLIENT IS ADVISED THAT IF THE CCM PROGRAM ACCOUNT IS OPENED WITH SECURITIES PREVIOUSLY PURCHASED THROUGH CASCADE, CASCADE AND THE ADVISORY REPRESENTATIVE MAY HAVE ALREADY RECEIVED COMMISSIONS ON THE PURCHASE. ADDITIONALLY, CLIENT IS ADVISED THAT A WRAP FEE ACCOUNT AS COMPARED WITH A TRADITIONAL COMMISSION BASED ACCOUNT OR A FEE BASED ACCOUNT WHERE CLIENT PAYS TRANSACTION CHARGES MAY BE MORE COSTLY TO THE CLIENT, PARTICULARLY DURING PERIODS WHEN TRADING ACTIVITY IS LOWER. THEREFORE, CLIENT MAY FIND THE ACCOUNT RESULTS IN A HIGHER ANNUAL COST THAN IF TRANSACTIONAL COSTS AND INVESTMENT ADVICE WERE SEGREGATED. DURING PERIODS WHEN TRADING ACTIVITY IS HEAVIER, SUCH AS WHEN THE ACCOUNT IS FIRST OPENED, WRAP FEE ACCOUNTS MAY RESULT IN LOWER COSTS.

WHEN APPROPRIATE WITH THE NEEDS OF THE CLIENT, CASCADE MAY RECOMMEND THE USE OF TRADING (SECURITIES SOLD WITHIN 30 DAYS), SHORT SALES, MARGIN TRANSACTIONS OR OPTION WRITING. BECAUSE THESE INVESTMENT STRATEGIES INVOLVE CERTAIN ADDITIONAL DEGREES OF RISK, THEY WILL ONLY BE RECOMMENDED WHEN CONSISTENT WITH THE CLIENT'S STATED TOLERANCE FOR RISK.

CLIENTS ARE ADVISED A PORTION OF THE WRAP FEE PAID BY CLIENT MAY BE PAID OR ALLOCATED BY CASCADE TO THE CLIENT'S ADVISORY REPRESENTATIVE. SUCH COMPENSATION MAY BE HIGHER OR LOWER THAN THE COMPENSATION RECEIVED SHOULD CLIENT HAVE SELECTED ANOTHER ADVISORY PROGRAM PAID FOR BROKERAGE AND ADVISORY SERVICES SEPARATELY. THEREFORE, THE CLIENT'S ADVISORY REPRESENTATIVE MAY HAVE A FINANCIAL INCENTIVE TO RECOMMEND THE CCM PROGRAM OVER OTHER PROGRAMS OR SERVICES.

THE ANNUAL FEE FOR THE CCM PROGRAM WILL BE CHARGED AS A PERCENTAGE OF ASSETS UNDER MANAGEMENT, ACCORDING TO THE SCHEDULE BELOW. FEES ARE NEGOTIABLE. THE INITIAL WRAP FEE WILL BE BASED ON THE VALUE OF THE ASSETS DEPOSITED INTO, EXISTING IN OR MAINTAINED IN THE CLIENT'S ACCOUNT ("ACCOUNT") AS OF THE DATE OF THE MANAGEMENT OF THE ACCOUNT BEING ESTABLISHED. THE INITIAL WRAP FEE WILL BE PRORATED BASED ON THE NUMBER OF DAYS REMAINING IN THE APPLICABLE CALENDAR QUARTERLY PERIOD. FOR EACH SUBSEQUENT CALENDAR QUARTER, THE CLIENT WILL PAY IN ADVANCE THE WRAP FEE BASED ON THE ENDING ACCOUNT VALUE ON THE LAST BUSINESS DAY OF THE JUST COMPLETED CALENDAR QUARTER. CASCADE WILL NOT BE COMPENSATED ON THE BASIS OF A SHARE OF CAPITAL GAINS OR CAPITAL APPRECIATION OF THE FUNDS OR ANY PORTION OF THE CLIENT'S FUNDS. FEES WILL

NOT BE ADJUSTED FOR ADDITIONAL DEPOSITS TO THE ACCOUNT OR PARTIAL WITHDRAWALS FROM THE ACCOUNT.

<b>ASSETS UNDER MANAGEMENT</b>	<b>EQUITY &amp; BALANCED</b>	<b>FIXED INCOME</b>
FIRST \$500,000	2.25%	1.25%
NEXT \$500,000	1.75%	1.00%
NEXT \$1,000,000	1.50%	0.85%
NEXT \$2,000,000	1.25%	0.75%
OVER \$4,000,000	NEGOTIABLE	NEGOTIABLE

THE CLIENT AND THE ADVISORY REPRESENTATIVE MAY NEGOTIATE AN AGREED TO FLAT PERCENTAGE BASED FEE RATHER THAN A BLENDED OR PROGRESSIVE FEE SCHEDULE.

CLIENTS ARE ADVISED PERFORMANCE MAY BE AFFECTED MORE ON SMALLER ACCOUNTS DUE TO DIFFICULTIES WITH DIVERSIFYING SMALLER ACCOUNTS AND DUE TO RISK CONTROLS POTENTIALLY BEING COMPROMISED. SMALLER ACCOUNTS ARE DEFINED AS ACCOUNTS LESS THAN \$100,000. PERFORMANCE OF SMALLER ACCOUNTS MAY VARY FROM THE PERFORMANCE OF ACCOUNTS WITH MORE DOLLARS INVESTED DUE TO FLUCTUATIONS IN THE MARKET THAT MAY AFFECT SMALLER ACCOUNTS MORE AND THE EFFECTS OF COMPOUNDING MAY BE GREATER IN LARGER ACCOUNTS.

IN ADDITION TO THE ADVISORY FEES ABOVE, CLIENT MAY PAY FEES FOR CUSTODIAL SERVICES, ACCOUNT MAINTENANCE FEES AND OTHER FEES ASSOCIATED WITH MAINTAINING THE ACCOUNT. ALSO, CLIENT MAY PAY THEIR PROPORTIONATE SHARE OF THE FUND'S MANAGEMENT AND ADMINISTRATIVE FEES AND SALES CHARGES AS WELL AS THE MUTUAL FUND ADVISER'S FEE OF ANY MUTUAL FUND THEY PURCHASE. SUCH FEES ARE NOT SHARED WITH CASCADE AND ARE COMPENSATION TO THE FUND-MANAGER. CLIENTS SHOULD READ THE MUTUAL FUND PROSPECTUS PRIOR TO INVESTING.

THE CCM PROGRAM ACCOUNT FEES ARE GENERALLY DEDUCTED DIRECTLY FROM CLIENTS' ACCOUNTS PROVIDED CLIENT HAS AUTHORIZED CASCADE TO DEDUCT THE FEES. CLIENTS WILL BE PROVIDED WITH AN ACCOUNT STATEMENT REFLECTING THE DEDUCTION OF CASCADE'S FEE. IF THE ACCOUNT DOES NOT CONTAIN SUFFICIENT FUNDS TO PAY FEES, CASCADE HAS LIMITED AUTHORITY TO SELL OR REDEEM SECURITIES IN SUFFICIENT AMOUNTS TO PAY FEES. CLIENTS WHO HAVE NOT AUTHORIZED THE DEDUCTION OF FEES FROM CLIENT'S ACCOUNT WILL BE REQUESTED TO SUBMIT A CHECK IN THE AMOUNT OF THE FEES DUE.

CLIENTS MAY TERMINATE INVESTMENT ADVISORY SERVICES, WITHOUT PENALTY, UPON WRITTEN NOTICE WITHIN FIVE (5) BUSINESS DAYS AFTER ENTERING INTO THE ADVISORY AGREEMENT WITH CASCADE. CLIENT WILL BE RESPONSIBLE FOR ANY FEES AND CHARGES INCURRED BY CLIENT FROM THIRD PARTIES AS A RESULT OF MAINTAINING THE ACCOUNT SUCH AS TRANSACTION FEES FOR ANY SECURITIES TRANSACTIONS EXECUTED AND ACCOUNT MAINTENANCE OR CUSTODIAL FEES. THEREAFTER, CLIENT MAY TERMINATE INVESTMENT ADVISORY SERVICES AT ANY TIME UPON CASCADE'S RECEIPT OF CLIENT'S WRITTEN NOTICE TO TERMINATE. IN THE EVENT INVESTMENT ADVISORY SERVICES ARE TERMINATED BY CASCADE PRIOR TO THE LAST BUSINESS DAY OF THE THEN CURRENT CALENDAR QUARTER, A PRO-RATA PORTION OF THE QUARTERLY FEE PAID IN ADVANCE WILL BE REFUNDED TO THE CLIENT BASED ON THE NUMBER OF DAYS REMAINING IN THE QUARTER. IN THE EVENT CLIENT TERMINATES INVESTMENT ADVISORY

SERVICES DURING A CALENDAR QUARTER, CLIENT WILL BE ISSUED A PRO-RATA PORTION OF THE QUARTERLY FEE PAID IN ADVANCE.

**GENWORTH FINANCIAL WEALTH MANAGEMENT PLATFORM**

CASCADE OFFERS AN ASSET ALLOCATION PROGRAM KNOWN AS THE GENWORTH FINANCIAL WEALTH MANAGEMENT PLATFORM ("GFWM"). CLIENT FEES ARE PAYABLE QUARTERLY, IN ADVANCE, BASED ON ASSETS UNDER MANAGEMENT USING THE FEE SCHEDULE BELOW. CLIENTS MAY TERMINATE GFWM ACCOUNTS AT ANY TIME AND RECEIVE A FULL PRO-RATA REFUND OF ANY UNEARNED FEES.

TO ESTABLISH A CLIENT'S ACCOUNT IN THE GFWM, CASCADE AND CLIENT WILL ENTER INTO A CLIENT SERVICES AGREEMENT. IN ESTABLISHING THE ACCOUNT, THE CLIENT MAY COMPLETE A QUESTIONNAIRE TO ENABLE THE CLIENT AND CASCADE TO IDENTIFY MORE CLEARLY THE CLIENT'S RISK TOLERANCE AND RATE OF RETURN OBJECTIVES IN THE CONTEXT OF THE GFWM PLATFORM AND WILL PROVIDE INFORMATION CONCERNING THE CLIENT'S INVESTMENT EXPERIENCE, ANTICIPATED NEED FOR LIQUIDITY, POTENTIAL TIMING OF THE NEED FOR RETIREMENT FUNDS, AND OTHER INVESTMENT NEEDS AND PARAMETERS. THIS INFORMATION WILL ASSIST THE CLIENT AND INVESTMENT ADVISORY REPRESENTATIVE ON BEHALF OF CASCADE IN SELECTING WHICH OF THE RISK/RETURN PROFILES, IS MOST CLOSELY ALIGNED WITH THE CLIENT'S INVESTMENT GOALS.

GFWM MAKES A NUMBER OF DIFFERENT INVESTMENT SOLUTIONS AVAILABLE TO CLIENTS THROUGH THE GFWM PLATFORM. THESE INCLUDE A VARIETY OF ASSET ALLOCATIONS CREATED BY PORTFOLIO STRATEGISTS, AND COMPRISED OF (I) OPEN-END MUTUAL FUNDS, (II) EXCHANGE TRADED FUNDS (ETFs), WHICH ARE BASKETS OF SECURITIES, TRACKING A WIDE VARIETY OF MARKET INDEXES, THAT ARE TRADED AS INDIVIDUAL SECURITIES ON A NATIONAL EXCHANGE, (III) VARIABLE ANNUITY SUB-ACCOUNTS WITH CERTAIN VARIABLE ANNUITY ISSUERS, AND (IV) INDIVIDUAL SECURITIES FOR CONSOLIDATED MANAGED ACCOUNTS.

CLIENTS MAY BE ABLE TO SELECT FROM VARIOUS PRIVATELY MANAGED ACCOUNT INVESTMENT SOLUTIONS, INCLUDING A CONSOLIDATED MANAGED ACCOUNT ("CMA"), OR A UNIFIED MANAGED ACCOUNT ("UMA"). EACH OF THESE INVESTMENT SOLUTIONS IS DISCUSSED IN MORE DETAIL IN THE GFWM PLATFORM DISCLOSURE BROCHURE.

GFWM ESTABLISHES AND WILL PERIODICALLY REVIEW AND CONFIRM OR ADJUST THE GUIDELINES PROVIDED TO THE INSTITUTIONAL INVESTMENT MANAGEMENT FIRMS, REFERRED TO AS PORTFOLIO STRATEGISTS ("PORTFOLIO STRATEGISTS"), WHO CREATE THE ASSET ALLOCATIONS UNDER EACH OF THE RISK/RETURN PROFILES. THE PORTFOLIO STRATEGISTS USED IN MUTUAL FUND, ETF, VARIABLE ANNUITY AND CMA ACCOUNTS ARE SELECTED BY GFWM IN ORDER TO PROVIDE A WIDE RANGE OF INVESTMENT OPTIONS AND PHILOSOPHIES TO IAR AND ITS CLIENTS. IN CONSTRUCTING THEIR ASSET ALLOCATIONS, EACH OF THE PORTFOLIO STRATEGISTS WILL GENERALLY UTILIZE EITHER STRATEGIC (PASSIVE) OR TACTICAL (ACTIVE) ASSET ALLOCATION.

CASCADE REVIEWS THE PORTFOLIO STRATEGISTS', INVESTMENT MANAGERS' AND INVESTMENT MANAGEMENT FIRMS' DECISIONS ON BEHALF OF THE CLIENT AND RECOMMENDS INVESTMENT DECISIONS BASED ON SUCH ANALYSIS.

ASSET ALLOCATIONS UTILIZING STRATEGIC ASSET ALLOCATION ARE GENERALLY REBALANCED BY THE PORTFOLIO STRATEGISTS ON A QUARTERLY OR ANNUAL BASIS. ASSET ALLOCATIONS UTILIZING TACTICAL ASSET ALLOCATION ARE REBALANCED IN ACCORDANCE WITH THE PORTFOLIO



STRATEGISTS' PERCEPTIONS OF CHANGES IN MARKET CONDITIONS, WHICH MAY BE MORE OR LESS FREQUENT THAN QUARTERLY. CLIENT WILL RECEIVE NOTIFICATION OF ALL TRANSACTIONS IMPLEMENTED IN THE ACCOUNT IN COMPLIANCE WITH THE INSTRUCTIONS TRANSMITTED THROUGH THE GFWM CLIENT SERVICES AGREEMENT IN THE FORM OF AN ACCOUNT STATEMENT TO BE PROVIDED BY THE ACCOUNT CUSTODIAN ON A PERIODIC BASIS.

ALTHOUGH MOST OF THE PORTFOLIO STRATEGISTS CREATING ASSET ALLOCATIONS COMPOSED OF MUTUAL FUNDS CONSIDER ALL OF THE MUTUAL FUNDS AVAILABLE UNDER THE GFWM PLATFORM IN DESIGNING THEIR ASSET ALLOCATIONS, CERTAIN PORTFOLIO STRATEGISTS COMPOSE THEIR MUTUAL FUND ASSET ALLOCATIONS UTILIZING ONLY THOSE MUTUAL FUNDS MANAGED BY AFFILIATES OF THE PORTFOLIO STRATEGIST. THESE "PROPRIETARY" PORTFOLIO STRATEGISTS WILL BE IDENTIFIED IN THE DESCRIPTIVE MATERIALS PROVIDED TO CLIENTS AND FINANCIAL ADVISORY FIRMS. IN ADDITION, ONE OR MORE OF THE PORTFOLIO STRATEGISTS WILL CONSTRUCT THEIR ASSET ALLOCATIONS EXCLUSIVELY USING ASSETMARK FUNDS. THE ASSETMARK FUNDS ARE A SERIES OF NO-LOAD MUTUAL FUNDS ADVISED BY GFWM AND SUB-ADVISED BY A GROUP OF UNAFFILIATED INSTITUTIONAL INVESTMENT MANAGERS. A PROSPECTUS FOR THE ASSETMARK FUNDS MAY BE OBTAINED UPON REQUEST.

CASCADE NEGOTIATES AND CONTRACTS WITH THE CLIENT FOR AN OVERALL ADVISORY FEE AS THE CLIENT'S FEE FOR PARTICIPATION IN THE GFWM PLATFORM. THE GFWM PLATFORM FEE, INCLUDED AS PART OF THE OVERALL ADVISORY FEE PAID TO CASCADE, WILL BE PAID BY CASCADE TO GFWM AND OTHERS.

CLIENTS SHOULD REFER TO THE GFWM SCHEDULE H BROCHURE FOR COMPLETE INFORMATION REGARDING THE GFWM PLATFORM INCLUDING DETAILS ABOUT ALL PLATFORM-RELATED FEES.

#### **CASCADE CAPITAL MANAGEMENT PROGRAM**

CASCADE OFFERS AN ASSET ALLOCATION PROGRAM KNOWN AS THE CASCADE CAPITAL MANAGEMENT PROGRAM ("CCM") THROUGH STRATEGIC CAPITAL ALTERNATIVES (SCA). CASCADE WILL PROVIDE ONGOING MONITORING SERVICES TO CLIENTS, ASSIST CLIENTS WITH DETERMINING THEIR INVESTMENT OBJECTIVES AND THE SUITABILITY OF THE CASCADE CAPITAL MANAGEMENT PROGRAM, AND ACT AS A COMMUNICATION CONDUIT BETWEEN THE CLIENT AND SCA.

SCA WILL ACT AS THE OVERLAY MANAGER FOR THE CLIENT'S SEPARATELY MANAGED ACCOUNTS. SCA DIRECTLY MANAGES CLIENT ACCOUNTS CONSISTING OF MUTUAL FUNDS, EQUITIES, ETFS, BONDS AND OTHER POOLED INVESTMENTS. FOR SPECIFIC MARKET SECTORS, SCA WILL RECOMMEND THE PORTFOLIO MANAGEMENT SERVICES OF INDEPENDENT THIRD PARTY INVESTMENT MANAGERS. SCA WILL MANAGE ADVISORY ACCOUNTS ON A DISCRETIONARY BASIS.

WHEN APPROPRIATE TO THE NEEDS OF THE CLIENT, CASCADE AND/OR SCA MAY RECOMMEND THE USE OF ACCOUNTS WITH TRADING (SECURITIES SOLD WITHIN 30 DAYS), SHORT SALES, MARGIN TRANSACTIONS, OR OPTION WRITING. BECAUSE THESE INVESTMENT STRATEGIES INVOLVE CERTAIN DEGREES OF RISK, THEY WILL ONLY BE RECOMMENDED WHEN CONSISTENT WITH THE CLIENT'S STATED TOLERANCE FOR RISK. SCA DOES NOT USE SHORT SALES AND OPTION WRITING STRATEGIES IN ACCOUNTS DIRECTLY MANAGED BY SCA. THESE STRATEGIES MAYBE USED BY RECOMMENDED MANAGERS.

TO ESTABLISH A CLIENT'S ACCOUNT IN THE CASCADE CAPITAL MANAGEMENT PROGRAM, CASCADE AND CLIENT WILL ENTER INTO AN INVESTMENT ADVISORY AGREEMENT. IN ESTABLISHING THE ACCOUNT, THE CLIENT MAY COMPLETE A QUESTIONNAIRE TO ENABLE THE CLIENT AND CASCADE TO IDENTIFY MORE CLEARLY THE CLIENT'S RISK TOLERANCE AND RATE OF RETURN OBJECTIVES IN THE CONTEXT OF THE CCM AND PROVIDE INFORMATION CONCERNING THE CLIENT'S INVESTMENT EXPERIENCE, ANTICIPATED NEED FOR LIQUIDITY, POTENTIAL TIMING OF THE NEED FOR RETIREMENT FUNDS, AND OTHER INVESTMENT NEEDS AND PARAMETERS. THIS INFORMATION WILL ASSIST THE CLIENT AND IAR ON BEHALF OF THE CASCADE IN SELECTING WHICH OF THE RISK/RETURN PROFILES, IS MOST CLOSELY ALIGNED WITH THE CLIENT'S INVESTMENT GOALS.

AN ANNUAL FEE WILL BE CHARGED TO CLIENT IN ADVANCE BASED ON AN AVERAGE DAILY ACCOUNT BALANCE. EACH CALENDAR QUARTERLY FEE WILL BE BASED ON THE AVERAGE DAILY BALANCE OF THE CLIENT'S ACCOUNT OF THE JUST COMPLETED CALENDAR QUARTER. CLIENT FEES ARE BASED ON A PERCENTAGE OF ASSETS UNDER MANAGEMENT USING THE FEE SCHEDULE AND FEE SCHEDULE MATRIX IN THE SCHEDULE A. CHANGES TO THE PORTFOLIO MAY RESULT IN YOUR FEE CHANGING HIGHER OR LOWER FROM THE INITIAL STARTING POINT. FEES FOR PARTIAL QUARTERS (I.E. ACCOUNTS ESTABLISHED DURING A CALENDAR QUARTER OR CLOSED DURING A CALENDAR QUARTER) WILL BE PRORATED. ACCOUNTS CLOSED OR TERMINATED DURING A CALENDAR QUARTER WILL BE ISSUED A PRORATED REFUND OF FEES. FEE ADJUSTMENTS WILL GENERALLY NOT BE MADE FOR ADDITIONAL DEPOSITS TO THE ACCOUNT OR PARTIAL WITHDRAWALS FROM THE ACCOUNT DURING A CALENDAR QUARTER.

CHANGES TO THE PORTFOLIO MAY RESULT IN YOUR FEE CHANGING HIGHER OR LOWER FROM THE INITIAL STARTING POINT. CLIENTS SHOULD ALSO BE AWARE THAT SEPARATE MANAGEMENT FEES ARE CHARGED BY INDEPENDENT MANAGERS AND PRIVATE INVESTMENT VEHICLES SELECTED BY THE CLIENT FOR INVESTMENTS. CLIENTS' TOTAL INVESTMENT EXPENSES MAY INCLUDE SCA'S ADVISORY FEES, MUTUAL FUND FEES, THIRD PARTY MANAGER FEES, AND BROKERAGE COMMISSION CHARGES FOR THE EXECUTION OF SECURITIES TRANSACTIONS.

#### **ASSET MANAGEMENT THROUGH DUNN WARREN INVESTMENT ADVISORS, LLC**

CASCADE OFFERS ASSET MANAGEMENT SERVICES THROUGH AN UNAFFILIATED THIRD PARTY MANAGER, DUNN WARREN INVESTMENT ADVISORS, LLC ("DW"). DW WILL PROVIDE ONGOING ASSET MANAGEMENT SERVICES TO CLIENTS.

CLIENTS WILL ESTABLISH AN ACCOUNT WITH CASCADE AND GRANT DISCRETIONARY TRADING AUTHORIZATION TO DW TO BUY, SELL AND EXCHANGE SECURITIES IN THE CLIENT'S ACCOUNTS AS DW DEEMS APPROPRIATE. CASCADE DOES NOT TAKE CUSTODY OF CLIENT ASSETS, WITH THE EXCEPTION OF DEDUCTION OF ADVISORY FEES FROM CLIENTS' ACCOUNTS. CASCADE WILL NOT DIRECTLY CONDUCT SECURITIES TRANSACTIONS ON BEHALF OF THE CLIENT OR PARTICIPATE DIRECTLY IN THE SELECTION OF THE SECURITIES TO BE PURCHASED OR SOLD FOR THE CLIENT. INVESTMENT DECISIONS ARE MADE BY DW IN ACCORDANCE WITH THE AGREEMENT BETWEEN CLIENT AND MANAGER. HOWEVER, CLIENTS ARE ADVISED THAT DW WILL DIRECT SECURITIES TRANSACTIONS THROUGH CASCADE AS A BROKER/DEALER. CONSEQUENTLY, CASCADE MAY RECEIVE A PORTION OF THE ADVISORY FEE CHARGED TO CLIENT AND MAY RECEIVE COMPENSATION AS A RESULT OF SECURITIES TRANSACTIONS AS DIRECTED BY DW.

CLIENTS SHOULD READ DW DISCLOSURE BROCHURE FOR ADDITIONAL INFORMATION ABOUT DW'S MANAGEMENT PROGRAM AND FEES. CLIENTS WILL BE CHARGED AN ANNUAL FEE IN ACCORDANCE WITH THE FEE SCHEDULE BELOW AND CHARGED TO THE CLIENT ON A CALENDAR QUARTERLY BASIS IN ADVANCE. EACH CALENDAR QUARTERLY FEE WILL BE BASED ON THE VALUE OF THE CLIENT'S ACCOUNT ON THE LAST BUSINESS DAY OF THE JUST COMPLETED CALENDAR QUARTER. FEES FOR PARTIAL QUARTERS (I.E. ACCOUNTS ESTABLISHED DURING A CALENDAR QUARTER OR CLOSED DURING A CALENDAR QUARTER) WILL BE PRORATED. ACCOUNTS CLOSED OR TERMINATED DURING A CALENDAR QUARTER WILL BE ISSUED A PRORATED REFUND OF FEES. ADVISORY FEES ARE NOT BASED ON CAPITAL GAINS OR CAPITAL APPRECIATION OF THE ACCOUNT. FEE ADJUSTMENTS WILL GENERALLY NOT BE MADE FOR ADDITIONAL DEPOSITS TO THE ACCOUNT OR PARTIAL WITHDRAWALS FROM THE ACCOUNT DURING A CALENDAR QUARTER.

**ASSETS UNDER MANAGEMENT**

FIRST \$500,000  
NEXT \$500,000  
NEXT \$1,000,000  
NEXT \$2,000,000  
OVER \$4,000,000

**EQUITY & BALANCED**

2.25%  
1.75%  
1.50%  
1.25%  
NEGOTIABLE

THE CLIENT AND THE ADVISORY REPRESENTATIVE MAY NEGOTIATE AN AGREED TO FLAT PERCENTAGE BASED FEE RATHER THAN A BLENDED OR PROGRESSIVE FEE SCHEDULE.

0.80% OF THE ADVISORY FEE CHARGED TO CLIENTS WILL BE PAID TO DW FOR ITS MANAGEMENT SERVICES. THE BALANCE OF THE ADVISORY FEE CHARGED TO CLIENTS WILL BE PAID TO THE ADVISORY REPRESENTATIVE OF RECORD.

IN ADDITION TO THE ABOVE FEES, CLIENTS WILL PAY A FIXED TICKET CHARGE AND HANDLING CHARGE FOR EACH TRANSACTION CONDUCTED IN THE CLIENT'S ACCOUNT. CASCADE MAY SHARE IN A PORTION OF THE TICKET AND HANDLING CHARGES.

CLIENTS MAY TERMINATE THE DW PROGRAM IN ACCORDANCE WITH THE AGREEMENT EXECUTED BETWEEN THE CLIENT AND CASCADE.

**ASSET ALLOCATION AND PORTFOLIO MANAGEMENT THROUGH ONE CAPITAL MANAGEMENT**

CASCADE OFFERS AN ASSET MANAGEMENT WRAP PROGRAM THROUGH ONE CAPITAL MANAGEMENT ("OCM") OR MAY UTILIZE OCM TO MANAGE A PORTION OF CLIENT'S PORTFOLIO.

THE OCM PROGRAM IS A WRAP PROGRAM WHEREBY CLIENT WILL BE CHARGED A SINGLE FEE FOR OCM'S MANAGEMENT SERVICES, CASCADE'S ADVISORY SERVICES AND TRANSACTION COSTS. CASCADE WILL DEDUCT THE WRAP FEE DIRECTLY FROM CLIENT'S ACCOUNT IN ACCORDANCE WITH THE AGREEMENT EXECUTED BETWEEN THE CLIENT AND OCM.

CASCADE WILL PROVIDE ONGOING MONITORING SERVICES TO CLIENTS, ASSIST CLIENTS WITH DETERMINING THEIR INVESTMENT OBJECTIVES AND THE SUITABILITY OF THE OCM ASSET MANAGEMENT PROGRAM, AND ACT AS A COMMUNICATION CONDUIT BETWEEN THE CLIENT AND OCM.

CLIENTS WILL ESTABLISH AN ACCOUNT WITH CASCADE AND GRANT TRADING AUTHORIZATION TO OCM. CASCADE DOES NOT TAKE CUSTODY OF CLIENT ASSETS, WITH THE EXCEPTION OF DEDUCTION OF CASCADE'S & OCM'S ADVISORY FEE FROM CLIENT'S ACCOUNT. CASCADE WILL NOT DIRECTLY CONDUCT SECURITIES TRANSACTIONS ON BEHALF OF THE CLIENT OR PARTICIPATE DIRECTLY IN THE SELECTION OF THE SECURITIES TO BE PURCHASED OR SOLD FOR THE CLIENT. INVESTMENT DECISIONS ARE MADE BY OCM IN ACCORDANCE WITH THE AGREEMENT BETWEEN CLIENT AND MANAGER. HOWEVER, CLIENTS ARE ADVISED THAT OCM WILL DIRECT SECURITIES TRANSACTIONS THROUGH CASCADE AS A BROKER/DEALER. CONSEQUENTLY, CASCADE MAY RECEIVE A PORTION OF THE ADVISORY FEE CHARGED TO CLIENT AND MAY RECEIVE COMPENSATION AS A RESULT OF SECURITIES TRANSACTIONS BE DIRECTED BY OCM.

CLIENTS ARE ADVISED A WRAP FEE PROGRAM MAY BE MORE COSTLY TO THE CLIENT THAN IF THE CLIENT OBTAINED EXECUTION AND INVESTMENT ADVISORY SERVICES SEPARATELY. ADDITIONALLY, CLIENT IS ADVISED A WRAP FEE ACCOUNT AS COMPARED WITH A TRADITIONAL COMMISSION BASED ACCOUNT MAY BE MORE COSTLY TO THE CLIENT, PARTICULARLY DURING PERIODS WHEN TRADING ACTIVITY IS LOWER. THEREFORE, CLIENT MAY FIND THAT THE ACCOUNT RESULTS IN A HIGHER ANNUAL COST FOR TRANSACTIONS. DURING PERIODS WHEN TRADING ACTIVITY IS HEAVIER, SUCH AS WHEN THE ACCOUNT IS FIRST OPENED, WRAP FEE ACCOUNTS MAY RESULT IN LOWER COSTS.

CLIENTS SHOULD READ OCM'S DISCLOSURE BROCHURE AND ADVISORY AGREEMENT FOR ADDITIONAL INFORMATION ABOUT THE PROGRAM AND TOTAL FEES. CASCADE'S PORTION OF THE WRAP FEE WILL BE IN ACCORDANCE WITH THE FEE SCHEDULE BELOW AND WILL BE CALCULATED AND CHARGED BY OCM IN ACCORDANCE WITH OCM'S DISCLOSURE BROCHURE AND AGREEMENT. CASCADE'S FEE IS NEGOTIABLE.

<b>ASSETS UNDER MANAGEMENT</b>	<b>CASCADE'S ANNUAL FEE</b>	<b>ONE CAPITAL'S FEE</b>	<b>TOTAL FEE</b>
UP TO \$2,000,000	1.50%	0.75%	2.25%
\$2,000,001 TO 5,000,000	1.10%	0.75%	1.85%
\$5,000,001 TO \$10,000,000	0.75%	0.75%	1.50%
OVER \$10,000,000	0.50%	0.50%	1.00%

FEES WILL BE CHARGED IN ACCORDANCE WITH ONE CAPITAL MANAGEMENT'S ADVISORY AGREEMENT.

#### **PORTFOLIO MANAGEMENT THROUGH QUANTITATIVE ADVANTAGE, LLC**

CASCADE OFFERS ASSET MANAGEMENT SERVICES THROUGH AN UNAFFILIATED THIRD PARTY MANAGER, QUANTITATIVE ADVANTAGE, LLC ("QA"). QA WILL PROVIDE ONGOING ASSET MANAGEMENT SERVICES TO CLIENTS.

CLIENTS WILL ESTABLISH AN ACCOUNT WITH CASCADE AND GRANT DISCRETIONARY TRADING AUTHORIZATION TO QA TO BUY, SELL AND EXCHANGE SECURITIES IN THE CLIENT'S ACCOUNTS AS QA DEEMS APPROPRIATE. CASCADE DOES NOT TAKE CUSTODY OF CLIENT ASSETS, WITH THE EXCEPTION OF DEDUCTION OF ADVISORY FEES FROM CLIENTS' ACCOUNTS. CASCADE WILL NOT

DIRECTLY CONDUCT SECURITIES TRANSACTIONS ON BEHALF OF THE CLIENT OR PARTICIPATE DIRECTLY IN THE SELECTION OF THE SECURITIES TO BE PURCHASED OR SOLD FOR THE CLIENT. INVESTMENT DECISIONS ARE MADE BY QA IN ACCORDANCE WITH THE AGREEMENT BETWEEN CLIENT AND MANAGER. HOWEVER, CLIENTS ARE ADVISED THAT QA WILL DIRECT SECURITIES TRANSACTIONS THROUGH CASCADE AS A BROKER/DEALER. CONSEQUENTLY, CASCADE MAY RECEIVE A PORTION OF THE ADVISORY FEE CHARGED TO CLIENT AND MAY RECEIVE COMPENSATION AS A RESULT OF SECURITIES TRANSACTIONS BE DIRECTED BY QA.

CLIENTS SHOULD READ QA'S DISCLOSURE BROCHURE AND ADVISORY AGREEMENT FOR ADDITIONAL INFORMATION ABOUT QA'S MANAGEMENT PROGRAM AND FEES. CLIENTS WILL BE CHARGED AN ANNUAL FEE IN ACCORDANCE WITH THE FEE SCHEDULE BELOW AND CHARGED TO THE CLIENT ON A CALENDAR QUARTERLY BASIS IN ADVANCE. EACH CALENDAR QUARTERLY FEE WILL BE BASED ON THE VALUE OF THE CLIENT'S ACCOUNT ON THE LAST BUSINESS DAY OF THE JUST COMPLETED CALENDAR QUARTER. FEES FOR PARTIAL QUARTERS (I.E. ACCOUNTS ESTABLISHED DURING A CALENDAR QUARTER OR CLOSED DURING A CALENDAR QUARTER) WILL BE PRORATED. ACCOUNTS CLOSED OR TERMINATED DURING A CALENDAR QUARTER WILL BE ISSUED A PRORATED REFUND OF FEES. ADVISORY FEES ARE NOT BASED ON CAPITAL GAINS OR CAPITAL APPRECIATION OF THE ACCOUNT. FEE ADJUSTMENTS WILL GENERALLY NOT BE MADE FOR ADDITIONAL DEPOSITS TO THE ACCOUNT OR PARTIAL WITHDRAWALS FROM THE ACCOUNT DURING A CALENDAR QUARTER.

**ASSETS UNDER MANAGEMENT**

FIRST \$500,000  
NEXT \$500,000  
NEXT \$1,000,000  
NEXT \$2,000,000  
OVER \$4,000,000

**EQUITY & BALANCED**

2.25%  
1.75%  
1.50%  
1.25%  
NEGOTIABLE

THE CLIENT AND THE ADVISORY REPRESENTATIVE MAY NEGOTIATE AN AGREED TO FLAT PERCENTAGE BASED FEE RATHER THAN A BLENDED OR PROGRESSIVE FEE SCHEDULE.

0.50% OF THE ADVISORY FEE CHARGED TO CLIENTS WILL BE PAID TO QA FOR ITS MANAGEMENT SERVICES. 0.20% OF THE ADVISORY FEE WILL BE RETAINED BY CASCADE FOR ADMINISTRATION OF THE INVESTMENT ADVISER, OVERSIGHT OF THE PROGRAM AND MAINTENANCE OF THE INVESTMENT ADVISER. THE BALANCE OF THE ADVISORY FEE CHARGED TO CLIENTS WILL BE PAID TO THE ADVISORY REPRESENTATIVE OF RECORD.

IN ADDITION TO THE ABOVE FEES, CLIENTS WILL PAY A FIXED TICKET CHARGE AND HANDLING CHARGE FOR EACH TRANSACTION CONDUCTED IN THE CLIENT'S ACCOUNT. CASCADE MAY SHARE IN A PORTION OF THE TICKET AND HANDLING CHARGES.

CLIENTS MAY TERMINATE THE QA PROGRAM IN ACCORDANCE WITH THE AGREEMENT EXECUTED BETWEEN THE CLIENT AND QA.

**PORTFOLIO MANAGEMENT THROUGH ATHENAINVEST ADVISORS LLC**

CASCADE OFFERS ASSET MANAGEMENT SERVICES THROUGH AN UNAFFILIATED THIRD PARTY MANAGER, ATHENAINVEST ADVISORS, LLC ("ATHENA"). ATHENA WILL PROVIDE ONGOING ASSET MANAGEMENT SERVICES TO CLIENTS.

CLIENTS WILL ESTABLISH AN ACCOUNT WITH CASCADE AND GRANT DISCRETIONARY TRADING AUTHORIZATION TO ATHENA TO BUY, SELL AND EXCHANGE SECURITIES IN THE CLIENT'S ACCOUNTS AS ATHENA DEEMS APPROPRIATE. CASCADE DOES NOT TAKE CUSTODY OF CLIENT ASSETS, WITH THE EXCEPTION OF DEDUCTION OF ADVISORY FEES FROM CLIENTS' ACCOUNTS. CASCADE WILL NOT DIRECTLY CONDUCT SECURITIES TRANSACTIONS ON BEHALF OF THE CLIENT OR PARTICIPATE DIRECTLY IN THE SELECTION OF THE SECURITIES TO BE PURCHASED OR SOLD FOR THE CLIENT. INVESTMENT DECISIONS ARE MADE BY ATHENA IN ACCORDANCE WITH THE AGREEMENT BETWEEN CLIENT AND MANAGER.

CLIENTS SHOULD READ ATHENA'S DISCLOSURE BROCHURE AND SUBADVISORY AGREEMENT FOR ADDITIONAL INFORMATION ABOUT ATHENA'S MANAGEMENT PROGRAM AND FEES. CLIENTS WILL BE CHARGED AN ANNUAL FEE IN ACCORDANCE WITH THE FEE SCHEDULE BELOW AND CHARGED TO THE CLIENT ON A CALENDAR QUARTERLY BASIS IN ADVANCE. EACH CALENDAR QUARTERLY FEE WILL BE BASED ON THE VALUE OF THE CLIENT'S ACCOUNT ON THE LAST BUSINESS DAY OF THE JUST COMPLETED CALENDAR QUARTER. FEES FOR PARTIAL QUARTERS (I.E. ACCOUNTS ESTABLISHED DURING A CALENDAR QUARTER OR CLOSED DURING A CALENDAR QUARTER) WILL BE PRORATED. ACCOUNTS CLOSED OR TERMINATED DURING A CALENDAR QUARTER WILL BE ISSUED A PRORATED REFUND OF FEES. ADVISORY FEES ARE NOT BASED ON CAPITAL GAINS OR CAPITAL APPRECIATION OF THE ACCOUNT. FEE ADJUSTMENTS WILL GENERALLY NOT BE MADE FOR ADDITIONAL DEPOSITS TO THE ACCOUNT OR PARTIAL WITHDRAWALS FROM THE ACCOUNT DURING A CALENDAR QUARTER.

**ASSETS UNDER MANAGEMENT**

FIRST \$500,000  
NEXT \$500,000  
NEXT \$1,000,000  
NEXT \$2,000,000  
OVER \$4,000,000

**EQUITY & BALANCED**

2.25%  
1.75%  
1.50%  
1.25%  
NEGOTIABLE

THE CLIENT AND THE ADVISORY REPRESENTATIVE MAY NEGOTIATE AN AGREED TO FLAT PERCENTAGE BASED FEE RATHER THAN A BLENDED OR PROGRESSIVE FEE SCHEDULE.

0.50% OF THE ADVISORY FEE CHARGED TO CLIENTS WILL BE PAID TO ATHENA FOR ITS MANAGEMENT SERVICES. THE BALANCE OF THE ADVISORY FEE CHARGED TO CLIENTS WILL BE PAID TO CASCADE.

IN ADDITION TO THE ABOVE FEES, CLIENTS WILL PAY A TICKET CHARGE AND HANDLING CHARGE FOR EACH TRANSACTION CONDUCTED IN THE CLIENT'S ACCOUNT.

CLIENTS MAY TERMINATE THE ATHENA PROGRAM IN ACCORDANCE WITH THE AGREEMENT EXECUTED BETWEEN THE CLIENT AND ATHENA.

**OTHER THIRD PARTY MANAGERS**

CASCADE HAS RELATIONSHIPS WITH VARIOUS THIRD PARTY MANAGERS NOT AFFILIATED WITH CASCADE TO OFFER CLIENTS ALTERNATIVES TO ASSET MANAGEMENT SERVICES AND PROGRAMS. CASCADE OFFERS CLIENTS ACCESS TO QUEST INVESTMENT MANAGEMENT, DENVER INVESTMENT ADVISORS, LLC, KOPP INVESTMENT ADVISORS, AND OTHER THIRD-PARTY MANAGERS THROUGH

THE PROGRAM SPONSORED BY LOCKWOOD ADVISORS, INC ("LOCKWOOD")(THE "LOCKWOOD SPONSORED PROGRAM").

CASCADE WILL ASSIST CLIENT IN EVALUATING THEIR FINANCIAL SITUATION TO ASSIST CLIENT IN DETERMINING THE SUITABILITY OF A THIRD PARTY MANAGER'S SERVICE. CASCADE WILL BE AVAILABLE TO ANSWER QUESTIONS THE CLIENT MAY HAVE REGARDING THEIR ACCOUNT AND ACT AS THE COMMUNICATION CONDUIT BETWEEN THE CLIENT AND THE MANAGER.

CLIENTS ARE ADVISED THE ADVISORY SERVICES MADE AVAILABLE BY CASCADE AND INVOLVING A THIRD PARTY MANAGER MAY RESULT IN HIGHER ADVISORY FEES FOR SUCH PROGRAMS THAN IF CLIENT DIRECTLY OBTAINED THE SERVICES OF THE THIRD PARTY MANAGER OR IF CLIENT OBTAINED ADVISORY SERVICES SEPARATELY. CLIENTS SHOULD READ THE THIRD PARTY MANAGER'S DISCLOSURE BROCHURE FOR ADDITIONAL DISCLOSURE OF ITS MANAGED PROGRAM.

CASCADE DOES NOT TAKE CUSTODY OF CLIENT ASSETS. CASCADE WILL NOT DIRECTLY CONDUCT SECURITIES TRANSACTIONS ON BEHALF OF THE CLIENT OR PARTICIPATE DIRECTLY IN THE SELECTION OF THE SECURITIES TO BE PURCHASED OR SOLD FOR THE CLIENT. INVESTMENT DECISIONS ARE MADE BY THE THIRD PARTY MANAGER IN ACCORDANCE WITH THE AGREEMENT BETWEEN CLIENT AND MANAGER. HOWEVER, THE THIRD PARTY MANAGERS MAY EXECUTE THE TRANSACTIONS THROUGH CASCADE IN ITS CAPACITY AS A BROKER/DEALER. AS A RESULT OF SUCH SECURITIES TRANSACTIONS BEING DIRECTED THROUGH CASCADE COMMISSIONS MAY BE RECEIVED. SUCH COMMISSIONS MAY BE HIGHER OR LOWER THAN THE COMMISSIONS CHARGED BY OTHER BROKER/DEALERS. FURTHER, SUCH COMPENSATION WILL BE IN ADDITION TO ANY ADVISORY FEES RECEIVED BY CASCADE.

CLIENTS WILL PAY AN ADVISORY FEE TO THE THIRD PARTY MANAGER FOR MANAGEMENT SERVICES. SUCH ADVISORY FEES MAY BE HIGHER OR LOWER THAN THOSE FEES CHARGED BY OTHER THIRD PARTY MANAGERS NOT MADE AVAILABLE THROUGH CASCADE AND OFFERING SIMILAR SERVICES. SUCH FEES ARE DISCLOSED TO CLIENT IN THE THIRD PARTY MANAGER'S DISCLOSURE BROCHURE. CLIENTS WILL ENTER INTO AN AGREEMENT DIRECTLY WITH THE THIRD PARTY MANAGER SELECTED BY THE CLIENT. CLIENTS SHOULD READ THE THIRD PARTY MANAGER'S DISCLOSURE BROCHURE THOROUGHLY PRIOR TO ENTERING INTO ANY ADVISORY AGREEMENT.

CASCADE'S COMPENSATION WILL DEPEND ON THE THIRD PARTY MANAGER PROGRAM SELECTED BY THE CLIENT. CASCADE WILL EITHER RECEIVE COMMISSIONS AS A RESULT OF THE SECURITIES TRANSACTIONS EXECUTED IN THE ACCOUNT MANAGED BY THE THIRD PARTY MANAGER (I.E. COMMISSIONS IN LIEU OF ADVISORY FEES) OR AN ADVISORY FEE WHICH WILL BE IN ADDITION TO THE ADVISORY FEE CHARGED BY THE THIRD PARTY MANAGER. CASCADE'S ADVISORY FEE WILL BE CALCULATED AND CHARGED ALONG WITH THE THIRD PARTY MANAGER'S FEE DIRECTLY FROM THE CLIENT'S ACCOUNT. THE THIRD PARTY MANAGER WILL FACILITATE THE DEDUCTION OF ALL ADVISORY FEES AND WILL ALLOCATE CASCADE'S PORTION OF THE FEE TO CASCADE.

COMMISSIONS IN LIEU OF ADVISORY FEES:

QUEST INVESTMENT MANAGEMENT  
DENVER INVESTMENT ADVISORS



#### CASCADE'S ADVISORY FEE

KOPP INVESTMENT ADVISORS: 0.75% CHARGED IN ADVANCE OF EACH CALENDAR QUARTER BASED ON THE VALUE OF THE CLIENT'S ACCOUNT ON THE LAST BUSINESS DAY OF THE JUST COMPLETED CALENDAR QUARTER.

LOCKWOOD SPONSORED PROGRAM: CLIENTS WILL PAY A SINGLE ALL INCLUSIVE FEE FOR PARTICIPATION IN THE PROGRAM. THE TOTAL ANNUAL FEE WILL NOT EXCEED 3% ANNUALLY. THE FEE WILL BE CHARGED TO THE CLIENT BASED ON THE LOCKWOOD FEE SCHEDULE DISCLOSED IN THE LOCKWOOD FORM ADV, SCHEDULE H - LOCKWOOD SPONSORED PROGRAM ("LOCKWOOD SCHEDULE H") AND CLIENT AGREEMENT PLUS A PERCENTAGE OF THE LOCKWOOD FEE THAT WILL BE PAID TO CASCADE. GENERALLY, FEES WILL BE BILLED ON A CALENDAR QUARTERLY BASIS IN ADVANCE. ACCOUNTS ESTABLISHED DURING A CALENDAR QUARTER WILL HAVE THE ADVISORY FEE PRORATED AND ACCOUNTS CLOSED DURING A CALENDAR QUARTER WILL RESULT IN A PRO-RATED REFUND OF PREPAID FEES. COMPLETE DISCLOSURE OF LOCKWOOD FEES IS CONTAINED IN THE LOCKWOOD SCHEDULE H. CLIENTS SHOULD READ THE LOCKWOOD SCHEDULE H PRIOR TO PARTICIPATION IN THE PROGRAM.

#### FINANCIAL PLANNING AND CONSULTING

CASCADE OFFERS VARIOUS FINANCIAL PLANNING AND CONSULTING SERVICES FOR A FEE. CASCADE WILL GATHER FINANCIAL INFORMATION AND HISTORY FROM CLIENT INCLUDING, BUT NOT LIMITED TO, CLIENT'S CURRENT FINANCIAL STATUS, FUTURE GOALS AND ATTITUDES TOWARDS RISK, INVESTMENT OBJECTIVES, INVESTMENT HORIZON, FINANCIAL NEEDS, COST OF LIVING NEEDS, EDUCATION NEEDS, SAVINGS TENDENCIES, AND OTHER APPLICABLE FINANCIAL INFORMATION REQUIRED BY CASCADE IN ORDER TO PROVIDE THE INVESTMENT ADVISORY SERVICES REQUESTED. BASED UPON CLIENT'S NEEDS, CASCADE WILL PREPARE A WRITTEN FINANCIAL PLAN OR SUMMARY OR RECOMMENDATIONS. GENERALLY, FINANCIAL PLANNING AND CONSULTING SERVICES ARE OFFERED IN THE FOLLOWING AREAS:

- PERSONAL: FAMILY RECORDS, BUDGETING, PERSONAL LIABILITY, ESTATE INFORMATION AND FINANCIAL GOALS.
- TAX & CASH FLOW: INCOME TAX AND SPENDING ANALYSIS AND PLANNING FOR PAST, CURRENT AND FUTURE YEARS. CASCADE WILL ILLUSTRATE THE IMPACT OF VARIOUS INVESTMENTS ON A CLIENT'S CURRENT INCOME TAX AND FUTURE TAX LIABILITY.
- DEATH & DISABILITY: CASH NEEDS AT DEATH, INCOME NEEDS OF SURVIVING DEPENDENTS, ESTATE PLANNING AND DISABILITY INCOME ANALYSIS.
- RETIREMENT: ANALYSIS OF CURRENT STRATEGIES AND INVESTMENT PLANS TO HELP THE CLIENT ACHIEVE HIS OR HER RETIREMENT GOALS.
- INVESTMENTS: ANALYSIS OF INVESTMENT ALTERNATIVES AND THEIR EFFECT ON A CLIENT'S PORTFOLIO.

FINANCIAL PLANNING SERVICES ARE BASED ON THE CLIENT'S FINANCIAL SITUATION AT THE TIME AND ARE BASED ON FINANCIAL INFORMATION DISCLOSED BY THE CLIENT TO CASCADE. CLIENTS ARE ADVISED CERTAIN ASSUMPTIONS MAY BE MADE WITH RESPECT TO INTEREST AND INFLATION RATES AND USE OF PAST TRENDS AND PERFORMANCE OF THE MARKET AND ECONOMY. HOWEVER, PAST PERFORMANCE IS IN NO WAY AN INDICATION OF FUTURE PERFORMANCE. CASCADE CANNOT OFFER ANY GUARANTEES OR PROMISES THAT CLIENT'S FINANCIAL GOALS AND OBJECTIVES WILL BE MET. FURTHER, CLIENT MUST CONTINUE TO REVIEW ANY PLAN AND UPDATE THE PLAN BASED UPON CHANGES IN THE CLIENT'S FINANCIAL SITUATION, GOALS, OR OBJECTIVES OR CHANGES IN THE ECONOMY. SHOULD CLIENT'S FINANCIAL SITUATION OR INVESTMENT GOALS



OR OBJECTIVES CHANGE, CLIENTS MUST NOTIFY CASCADE PROMPTLY OF THE CHANGES. SHOULD CLIENT CHOOSE TO IMPLEMENT THE RECOMMENDATIONS AND INVESTMENT ADVICE CONTAINED IN THE PLAN OR REPORT, CASCADE SUGGESTS CLIENT WORK CLOSELY WITH HIS/HER ATTORNEY, ACCOUNTANT, INSURANCE AGENT, AND/OR STOCKBROKER. IMPLEMENTATION OF RECOMMENDATIONS AND ADVICE IS ENTIRELY AT THE CLIENT'S DISCRETION.

FINANCIAL PLANNING AND CONSULTING SERVICES ARE OFFERED ON A RETAINER, HOURLY OR FIXED FEE BASIS AS NEGOTIATED WITH THE CLIENT. TYPICALLY, HOURLY FEES WILL BE CHARGED FOR CONSULTING SERVICES OR IF THE SCOPE OF THE ENGAGEMENT CANNOT BE DETERMINED. TO THE EXTENT THE SCOPE OF THE ENGAGE CAN BE DETERMINED; CASCADE WILL QUOTE THE CLIENT A FIXED FEE OR A RETAINER FEE. THE FIXED FEE OR RETAINER FEE QUOTE WILL BE BASED ON A VARIETY OF FACTORS CONSIDERED; INCLUDING BUT NOT LIMITED TO, TIME ANTICIPATED PROVIDING THE SERVICES, STAFF RESOURCES, NUMBER OF CLIENT MEETINGS, RESEARCH, ETC.

FEES ARE NEGOTIABLE. AT THE START OF THE RELATIONSHIP, CASCADE WILL PROVIDE CLIENT WITH A MAXIMUM TOTAL FEE THAT MAY BE CHARGED FOR THE REQUESTED SERVICES. CASCADE WILL NOT REQUEST ANY PAYMENT ABOVE THE STATED MAXIMUM FEE FOR THE WORK REQUESTED BY THE CLIENT, PROVIDED THE CLIENT'S CIRCUMSTANCES HAVE NOT CHANGED. FEES FOR ADVISORY SERVICES ARE DUE UPON DELIVERY OR PRESENTATION OF THE PLAN OR RECOMMENDATIONS.

HOURLY FEE RANGE - \$200 TO \$500 PER HOUR  
FIXED FEE RANGE - \$200 TO \$1,500  
RETAINER FEE – NEGOTIABLE

CLIENT MAY TERMINATE ADVISORY SERVICES WITHIN FIVE (5) BUSINESS DAYS AFTER ENTERING INTO THE ADVISORY AGREEMENT WITHOUT PENALTY. AFTER FIVE (5) BUSINESS DAYS OF ENTERING INTO THE ADVISORY AGREEMENT, CLIENT MAY TERMINATE UPON CASCADE'S RECEIPT OF CLIENT'S WRITTEN NOTICE TO TERMINATE. CLIENT WILL BE RESPONSIBLE FOR ANY TIME SPENT BY CASCADE IN PROVIDING, RESEARCHING OR PREPARING THE CLIENT'S REQUESTED ADVISORY SERVICES. THE ADVISORY RELATIONSHIP OR AGREEMENT BETWEEN CLIENT AND CASCADE WILL BE DEEMED COMPLETED AND TERMINATED UPON PRESENTATION OF THE ANALYSIS AND RECOMMENDATIONS AND RECEIPT OF PAYMENT IN FULL.

CLIENT IS ADVISED THAT FEES FOR FINANCIAL PLANNING ARE STRICTLY FOR FINANCIAL PLANNING SERVICES. THEREFORE, CLIENT MAY PAY FEES AND/OR COMMISSIONS FOR ADDITIONAL SERVICES OBTAINED SUCH AS ASSET MANAGEMENT OR PRODUCTS PURCHASED SUCH AS SECURITIES OR INSURANCE.

#### **CONSOLIDATED REPORTING**

CASCADE OFFERS CLIENTS THE SERVICE OF PROVIDING A CONSOLIDATED REPORT THAT WILL INCLUDE ALL OF A CLIENT'S SECURITIES HOLDINGS (PROVIDED ALL SECURITY HOLDING INFORMATION IS COMMUNICATED ACCURATELY TO CASCADE) IN A SINGLE REPORT, REGARDLESS OF WHETHER OR NOT SUCH ASSETS OR SECURITIES HOLDINGS ARE UNDER MANAGEMENT WITH CASCADE. SHOULD A CLIENT WANT ACCESS TO A CONSOLIDATED REPORT SHOWING ALL OF A CLIENT'S SECURITIES HOLDINGS, REGARDLESS OF WHERE THE SECURITIES ARE HELD, CLIENTS MUST PROVIDE CURRENT INFORMATION AS TO THE HOLDINGS, PRICING AND COST BASIS TO CASCADE. CLIENTS WILL BE CHARGED A FEE RANGING FROM 10 TO 50 BASIS POINTS IN ADDITION

TO THE ADVISORY FEE CLIENT PAYS CASCADE FOR ASSET MANAGEMENT SERVICES. THE ADDITIONAL FEE WILL BE ADDED TO THE QUARTERLY ADVISORY FEE. THE FEE CHARGED TO THE CLIENT IS NEGOTIABLE AND WILL BE DEPENDENT UPON SEVERAL VARIABLES, INCLUDING BUT NOT LIMITED TO, AMOUNT OF OUTSIDE HOLDINGS, RESEARCH REQUIRED, DATA ENTRY REQUIRED AND ACCURACY OF THE INFORMATION.

#### **GENERAL DISCLOSURES**

ADVICE OFFERED BY ADVISORY REPRESENTATIVES MAY INVOLVE INVESTMENT IN MUTUAL FUNDS. MUTUAL FUNDS MAY CARRY LOADS (I.E. SALES CHARGES) THAT MAY BE UP-FRONT OR ON A CONTINGENT DEFERRED BASIS OR BE NO-LOADS WITH NO INITIAL OR CONTINGENT DEFERRED SALES CHARGES. CLIENTS ARE ADVISED THAT ADVISORY REPRESENTATIVES ARE REGISTERED REPRESENTATIVES OF CASCADE, A REGISTERED BROKER/DEALER, MEMBER OF THE FINANCIAL INDUSTRY REGULATORY ASSOCIATION ("FINRA") AND SIPC. THEREFORE, ADVISORY REPRESENTATIVES HAVE A CONFLICT OF INTEREST IN RECOMMENDING MUTUAL FUNDS THAT CARRY A LOAD SINCE SUCH MUTUAL FUNDS WILL PAY ADVISORY REPRESENTATIVES A COMMISSION SHOULD THE PURCHASE BE MADE THROUGH ADVISORY REPRESENTATIVES.

A CONFLICT OF INTEREST MAY EXIST BETWEEN THE INTERESTS OF CASCADE AND/OR ITS ADVISORY REPRESENTATIVES AND THE INTERESTS OF THE CLIENT IN THAT CASCADE AND ADVISORY REPRESENTATIVES OFFER FINANCIAL PLANNING AND INVESTMENT ADVISORY SERVICES FOR A FEE AND ALSO OFFER VARIOUS SECURITIES PRODUCTS FOR WHICH THEY MAY BE PAID A COMMISSION. THE SECURITIES PRODUCTS AVAILABLE THROUGH CASCADE MAY BE LIMITED TO CERTAIN PRODUCTS THAT HAVE BEEN REVIEWED AND MADE AVAILABLE FOR OFFERING THROUGH THE BROKER/DEALER WITH WHICH ADVISORY REPRESENTATIVES MAY BE REGISTERED REPRESENTATIVES.

CLIENTS CAN INVEST IN A MUTUAL FUND DIRECTLY WITHOUT THE SERVICES OF CASCADE. HOWEVER, CLIENT WOULD NOT RECEIVE THE ADVISORY SERVICES DESCRIBED HEREIN WHICH ARE DESIGNED, AMONG OTHER THINGS, TO ASSIST THE CLIENT IN DETERMINING WHICH MUTUAL FUND OR FUNDS ARE MORE APPROPRIATE TO EACH CLIENT'S FINANCIAL SITUATION. CLIENTS SHOULD REVIEW BOTH THE FEES CHARGED BY THE FUNDS AND FEES CHARGED BY CASCADE TO FULLY UNDERSTAND THE TOTAL AMOUNT OF FEES TO BE PAID BY THE CLIENT AND THE ADVISORY SERVICES TO BE OR BEING PROVIDED.

LOWER FEES FOR COMPARABLE SERVICES MAY BE AVAILABLE FROM OTHER SOURCES. MATERIAL CONFLICTS OF INTEREST HAVE BEEN DISCLOSED TO THE CLIENT IN WRITING VIA THE FORM ADV, PART II THAT COULD CAUSE THE CASCADE OR ADVISORY REPRESENTATIVES TO NOT RENDER UNBIASED AND OBJECTIVE ADVICE. CASCADE DOES NOT MAINTAIN CUSTODY OF CLIENT FUNDS OR SECURITIES WITH THE EXCEPTION OF DEDUCTION OF CASCADE'S ADVISORY FEE FROM CLIENT'S ACCOUNT.

CLIENT IS ADVISED THE INVESTMENT RECOMMENDATIONS AND ADVICE OFFERED BY CASCADE ARE NOT LEGAL ADVICE OR ACCOUNTING ADVICE. CLIENT SHOULD COORDINATE AND DISCUSS THE IMPACT OF FINANCIAL ADVICE WITH THEIR ATTORNEY AND/OR ACCOUNTANT. CLIENT IS ADVISED THAT IT IS NECESSARY TO INFORM CASCADE PROMPTLY WITH RESPECT TO ANY CHANGES IN THE CLIENT'S FINANCIAL SITUATION AND INVESTMENT GOALS AND OBJECTIVES. FAILURE TO NOTIFY CASCADE OF ANY SUCH CHANGES COULD RESULT IN INVESTMENT RECOMMENDATIONS NOT MEETING THE NEEDS OF THE CLIENT.

CLIENTS ARE ADVISED THAT ADVISORY REPRESENTATIVES ARE GENERALLY EMPLOYEES. AS SUCH, ADVISORY REPRESENTATIVES RECEIVE A PORTION OF THE ADVISORY FEES CHARGED TO CLIENTS THROUGH CASCADE. THE PORTION OF THE ADVISORY FEES RECEIVED BY AN ADVISORY REPRESENTATIVE MAY VARY FROM ADVISORY REPRESENTATIVE TO ADVISORY REPRESENTATIVE DEPENDING ON FACTORS INCLUDING, BUT NOT LIMITED TO, THE ADVISORY REPRESENTATIVE'S PRODUCTION THROUGH CASCADE AND OTHER BUSINESS ARRANGEMENTS WITH CASCADE. THE BALANCE OF THE ADVISORY FEE IS RETAINED BY CASCADE AS COMPENSATION FOR DIRECTING THE DAY TO DAY OPERATIONS OF ITS BUSINESS. FURTHER, CLIENTS ARE ADVISED FEES CHARGED TO CLIENTS BY ADVISORY REPRESENTATIVES MAY VARY AND ARE NEGOTIABLE BUT WILL NOT EXCEED THE FEE SCHEDULES PRINTED HEREIN.

#### **WARRANTEES/REPRESENTATIONS**

CASCADE DOES NOT REPRESENT, WARRANTEE OR IMPLY THAT THE SERVICES OR METHODS OF ANALYSIS USED BY CASCADE CAN OR WILL PREDICT FUTURE RESULTS, SUCCESSFULLY IDENTIFY MARKET TOPS OR BOTTOMS, OR INSULATE CLIENTS FROM LOSSES DUE TO MAJOR MARKET CORRECTIONS OR CRASHES. NO GUARANTEES CAN BE OFFERED THAT CLIENT'S GOALS OR OBJECTIVES WILL BE ACHIEVED. FURTHER, NO PROMISES OR ASSUMPTIONS CAN BE MADE THAT THE ADVISORY SERVICES OFFERED BY CASCADE WILL PROVIDE A BETTER RETURN THAN OTHER INVESTMENT STRATEGIES. THE LEVEL OF EXPERIENCE OF ADVISORY REPRESENTATIVES WILL VARY.

#### **PRIVACY NOTICE**

CASCADE GATHERS VARIOUS NONPUBLIC INFORMATION FROM CLIENTS IN ORDER TO PROVIDE ADVISORY PRODUCTS AND SERVICES. CASCADE DOES NOT SHARE NONPUBLIC INFORMATION WITH NONAFFILIATED THIRD PARTIES EXCEPT AS PERMITTED BY LAW. CLIENTS WILL BE PROVIDED WITH A COPY OF CASCADE'S PRIVACY POLICY UPON ESTABLISHMENT OF A CLIENT RELATIONSHIP WITH CASCADE AND ANNUALLY THEREAFTER AS LONG AS CLIENT REMAINS AN ACTIVE CLIENT.

#### **PROXY VOTING**

CLIENTS ARE ADVISED CASCADE MAY VOTE PROXIES ON CLIENTS' BEHALF IN THE CCM WRAP PROGRAM AND THE ASSET ALLOCATION SERVICES PROGRAM UNLESS CLIENT REQUESTS CASCADE REFRAIN FROM VOTING THEIR PROXIES. CLIENTS ARE ADVISED THEY MAY REQUEST INFORMATION ON HOW CASCADE VOTED THEIR SECURITIES UPON REQUEST TO CASCADE.

#### **ASSETS UNDER MANAGEMENT**

FOR THE PERIOD ENDING DECEMBER 31, 2010, CASCADE MANAGED CLIENT ASSETS VALUED AT \$55,900,000 ON A DISCRETIONARY BASIS AND CLIENT ASSETS VALUED AT \$18,400,000 ON A NON-DISCRETIONARY BASIS. CASCADE PROVIDES INVESTMENT SERVICES TO 291 ACCOUNTS.

## FEES AND COMPENSATION

CASCADE PROVIDES ADVISORY SERVICES TO CLIENTS IN A NUMBER OF DIFFERENT WAYS AND CALCULATION OF FEES MAY VARY BY SERVICES PROVIDED.

### CCM WRAP PROGRAM

ASSETS UNDER MANAGEMENT	EQUITY & BALANCED	FIXED INCOME
FIRST \$500,000	2.25%	1.25%
NEXT \$500,000	1.75%	1.00%
NEXT \$1,000,000	1.50%	0.85%
NEXT \$2,000,000	1.25%	0.75%
OVER \$4,000,000	NEGOTIABLE	NEGOTIABLE

THE CLIENT AND THE ADVISORY REPRESENTATIVE MAY NEGOTIATE AN AGREED TO FLAT PERCENTAGE BASED FEE RATHER THAN A BLENDED OR PROGRESSIVE FEE SCHEDULE.

### GENWORTH FINANCIAL WEALTH MANAGEMENT

CASCADE NEGOTIATES AND CONTRACTS WITH THE CLIENT FOR AN OVERALL ADVISORY FEE AS THE CLIENT'S FEE FOR PARTICIPATION IN THE GFWM PLATFORM. THE GFWM PLATFORM FEE, INCLUDED AS PART OF THE OVERALL ADVISORY FEE PAID TO CASCADE, WILL BE PAID BY CASCADE TO GFWM AND OTHERS. CLIENTS SHOULD REFER TO THE GFWM SCHEDULE H BROCHURE FOR COMPLETE INFORMATION REGARDING THE GFWM PLATFORM INCLUDING DETAILS ABOUT ALL PLATFORM-RELATED FEES.

### CASCADE CAPITAL MANAGEMENT PROGRAM

AN ANNUAL FEE WILL BE CHARGED TO CLIENT IN ADVANCE BASED ON AN AVERAGE DAILY ACCOUNT BALANCE. EACH CALENDAR QUARTERLY FEE WILL BE BASED ON THE AVERAGE DAILY BALANCE OF THE CLIENT'S ACCOUNT OF THE JUST COMPLETED CALENDAR QUARTER. CLIENT FEES ARE BASED ON A PERCENTAGE OF ASSETS UNDER MANAGEMENT USING THE FEE SCHEDULE AND FEE SCHEDULE MATRIX IN THE SCHEDULE A. CHANGES TO THE PORTFOLIO MAY RESULT IN YOUR FEE CHANGING HIGHER OR LOWER FROM THE INITIAL STARTING POINT. FEES FOR PARTIAL QUARTERS (I.E. ACCOUNTS ESTABLISHED DURING A CALENDAR QUARTER OR CLOSED DURING A CALENDAR QUARTER) WILL BE PRORATED. ACCOUNTS CLOSED OR TERMINATED DURING A CALENDAR QUARTER WILL BE ISSUED A PRORATED REFUND OF FEES. FEE ADJUSTMENTS WILL GENERALLY NOT BE MADE FOR ADDITIONAL DEPOSITS TO THE ACCOUNT OR PARTIAL WITHDRAWALS FROM THE ACCOUNT DURING A CALENDAR QUARTER.

CHANGES TO THE PORTFOLIO MAY RESULT IN YOUR FEE CHANGING HIGHER OR LOWER FROM THE INITIAL STARTING POINT. CLIENTS SHOULD ALSO BE AWARE THAT SEPARATE MANAGEMENT FEES ARE CHARGED BY INDEPENDENT MANAGERS AND PRIVATE INVESTMENT VEHICLES SELECTED BY THE CLIENT FOR INVESTMENTS. CLIENTS' TOTAL INVESTMENT EXPENSES MAY INCLUDE SCA'S ADVISORY FEES, MUTUAL FUND FEES, THIRD PARTY MANAGER FEES, AND BROKERAGE COMMISSION CHARGES FOR THE EXECUTION OF SECURITIES TRANSACTIONS.

**DUNN WARREN INVESTMENT ADVISORS, LLC**

**ASSETS UNDER MANAGEMENT**

**EQUITY & BALANCED**

FIRST \$500,000	2.25%
NEXT \$500,000	1.75%
NEXT \$1,000,000	1.50%
NEXT \$2,000,000	1.25%
OVER \$4,000,000	NEGOTIABLE

THE CLIENT AND THE ADVISORY REPRESENTATIVE MAY NEGOTIATE AN AGREED TO FLAT PERCENTAGE BASED FEE RATHER THAN A BLENDED OR PROGRESSIVE FEE SCHEDULE. 0.80% OF THE ADVISORY FEE CHARGED TO CLIENTS WILL BE PAID TO DW FOR ITS MANAGEMENT SERVICES. THE BALANCE OF THE ADVISORY FEE CHARGED TO CLIENTS WILL BE PAID TO THE ADVISORY REPRESENTATIVE OF RECORD. IN ADDITION TO THE ABOVE FEES, CLIENTS WILL PAY A FIXED TICKET CHARGE AND HANDLING CHARGE FOR EACH TRANSACTION CONDUCTED IN THE CLIENT'S ACCOUNT. CASCADE MAY SHARE IN A PORTION OF THE TICKET AND HANDLING CHARGES.

**ONE CAPITAL MANAGEMENT**

<b>ASSETS UNDER MANAGEMENT</b>	<b>CASCADE'S ANNUAL FEE</b>	<b>ONE CAPITAL'S FEE</b>	<b>TOTAL FEE</b>
UP TO \$2,000,000	1.50%	0.75%	2.25%
\$2,000,001 TO 5,000,000	1.10%	0.75%	1.85%
\$5,000,001 TO \$10,000,000	0.75%	0.75%	1.50%
OVER \$10,000,000	0.50%	0.50%	1.00%

FEES WILL BE CHARGED IN ACCORDANCE WITH ONE CAPITAL MANAGEMENT'S ADVISORY AGREEMENT.

**QUANTITATIVE ADVANTAGE, LLC**

**ASSETS UNDER MANAGEMENT**

**EQUITY & BALANCED**

FIRST \$500,000	2.25%
NEXT \$500,000	1.75%
NEXT \$1,000,000	1.50%
NEXT \$2,000,000	1.25%
OVER \$4,000,000	NEGOTIABLE

THE CLIENT AND THE ADVISORY REPRESENTATIVE MAY NEGOTIATE AN AGREED TO FLAT PERCENTAGE BASED FEE RATHER THAN A BLENDED OR PROGRESSIVE FEE SCHEDULE.

**ATHENAINVEST ADVISORS, LLC**

**ASSETS UNDER MANAGEMENT**

**EQUITY & BALANCED**

FIRST \$500,000	2.25%
NEXT \$500,000	1.75%
NEXT \$1,000,000	1.50%
NEXT \$2,000,000	1.25%
OVER \$4,000,000	NEGOTIABLE

THE CLIENT AND THE ADVISORY REPRESENTATIVE MAY NEGOTIATE AN AGREED TO FLAT PERCENTAGE BASED FEE RATHER THAN A BLENDED OR PROGRESSIVE FEE SCHEDULE.

#### **OTHER MONEY MANAGERS**

CLIENTS WILL PAY AN ADVISORY FEE TO THE THIRD PARTY MANAGER FOR MANAGEMENT SERVICES. SUCH ADVISORY FEES MAY BE HIGHER OR LOWER THAN THOSE FEES CHARGED BY OTHER THIRD PARTY MANAGERS NOT MADE AVAILABLE THROUGH CASCADE AND OFFERING SIMILAR SERVICES. SUCH FEES ARE DISCLOSED TO CLIENT IN THE THIRD PARTY MANAGER'S DISCLOSURE BROCHURE. CLIENTS WILL ENTER INTO AN AGREEMENT DIRECTLY WITH THE THIRD PARTY MANAGER SELECTED BY THE CLIENT. CLIENTS SHOULD READ THE THIRD PARTY MANAGER'S DISCLOSURE BROCHURE THOROUGHLY PRIOR TO ENTERING INTO ANY ADVISORY AGREEMENT.

#### **PERFORMANCE BASED FEES**

CASCADE DOES NOT ACCEPT PERFORMANCE BASED FEES.

#### **TYPES OF CLIENTS**

CASCADE PROVIDES INVESTMENT ADVISORY SERVICES TO INDIVIDUALS, HIGH NET WORTH INDIVIDUALS, PENSION AND PROFIT SHARING PLANS, CHARITABLE ORGANIZATIONS, AND CORPORATIONS.

#### **METHODS OF ANALYSIS INVESTMENT STRATEGIES RISK OF LOSS**

ALL INVESTORS MUST UNDERSTAND THAT INVESTING IN THE SECURITIES MARKETS INVOLVES RISK OF LOSS. THERE CAN BE NO ASSURANCE THAT AN INVESTOR MAY EXPERIENCE A LOSS OR MAKE A PROFIT. CASCADE HAS DEVISED VARIOUS STRATEGIES IN ITS ATTEMPT TO MINIMIZE THE OPPORTUNITY FOR LOSS. THERE CAN BE NO ASSURANCE THAT ANY INVESTMENT STRATEGY SHALL RESULT IN NO LOSS.

#### **METHODS OF ANALYSIS**

CASCADE UTILIZES BOTH FUNDAMENTAL AND TECHNICAL ANALYSIS METHODS TO MANAGE CLIENT PORTFOLIOS.

FUNDAMENTAL ANALYSIS OF A BUSINESS INVOLVES ANALYZING ITS FINANCIAL STATEMENTS AND HEALTH, ITS MANAGEMENT AND COMPETITIVE ADVANTAGES, AND ITS COMPETITORS AND MARKETS. WHEN APPLIED TO FUTURES AND FOREIGN EXCHANGE MARKETS, IT FOCUSES ON THE OVERALL STATE OF THE ECONOMY, INTEREST RATES, PRODUCTION, EARNINGS, AND MANAGEMENT. WHEN ANALYZING A STOCK, FUTURES CONTRACT, OR CURRENCY USING FUNDAMENTAL ANALYSIS THERE ARE TWO BASIC APPROACHES ONE CAN USE; BOTTOM UP ANALYSIS AND TOP DOWN ANALYSIS.

TECHNICAL ANALYSIS INVOLVES EXAMINING WHAT INVESTORS FEAR OR THINK ABOUT THOSE DEVELOPMENTS AND WHETHER OR NOT INVESTORS HAVE THE WHEREWITHAL TO BACK UP THEIR OPINIONS. THESE TWO CONCEPTS ARE CALLED PSYCH (PSYCHOLOGY) AND SUPPLY/DEMAND.

TECHNICIANS EMPLOY MANY TECHNIQUES, ONE OF WHICH IS THE USE OF CHARTS. USING CHARTS, TECHNICAL ANALYSTS SEEK TO IDENTIFY PRICE PATTERNS AND MARKET TRENDS IN FINANCIAL MARKETS AND ATTEMPT TO EXPLOIT THOSE PATTERNS.

#### **INVESTMENT STRATEGIES**

CASCADE MAY UTILIZE A VARIETY OF DIFFERENT STRATEGIES TO ACCOMPLISH ITS CLIENT'S INVESTMENT OBJECTIVE, THESE STRATEGIES INCLUDE:

LONG TERM PURCHASES INVOLVES THE PURCHASE OF SECURITIES THAT ARE INTENDED TO BE HELD FOR AT LEAST TWELVE MONTHS.

SHORT TERM PURCHASES INVOLVES THE PURCHASE AND SALE OF SECURITIES IN LESS THAN A TWELVE MONTH PERIOD.

TRADING SECURITIES INVOLVES THE PURCHASE AND SALE OF SECURITIES IN A PERIOD OF LESS THAN THIRTY DAYS. PORTFOLIO EXPENSES MAY BE INCREASED WITH MORE FREQUENT TRADING.

SHORT SALES INVOLVES SELLING SECURITIES YOU MAY OR MAY NOT OWN. THE RISK OF LOSS IS INCREASED WITH THE USE OF SHORT SALES AS THE EXPOSURE TO LOSS IS ALMOST UNLIMITED.

MARGIN INVOLVES THE PURCHASE OF SECURITIES WITH CREDIT PROVIDED BY YOUR BROKER'S FIRM. THE USE OF MARGIN CAN INCREASE THE RISK OF LOSS IN A PORTFOLIO AS WELL AS CAUSE THE PORTFOLIO TO INCUR INTEREST CHARGES FOR THE LOANED FUNDS.

OPTIONS WRITING INVOLVES WRITING CONTRACTS ON SECURITIES YOU OWN (COVERED), SECURITIES YOU DO NOT OWN (UNCOVERED) OR A COMBINATION OF PUTS AND CALLS FOR A PARTICULAR HEDGING STRATEGY.

#### **RISK OF LOSS**

WITH EACH INVESTMENT STRATEGY, THERE COMES A CERTAIN LEVEL OF RISK. INVESTMENT ADVISORS MUST DETERMINE THE LEVEL OF RISK THAT A PARTICULAR CLIENT IS WILLING TO ACCEPT AND DEVELOP A PORTFOLIO STRATEGY SUITABLE FOR THE CLIENT. IT IS A FAIR RULE OF THUMB THAT THE SHORTER THE HOLDING PERIOD THE GREATER THE RISK. HOWEVER, THERE CAN BE NO ASSURANCE THAT ANY STRATEGY WHETHER LONG TERM OR SHORT TERM WILL RESULT IN A PROFIT AND CANNOT RESULT IN A LOSS.

#### **DISCIPLINARY INFORMATION**

NEITHER THE FIRM NOR ITS PRINCIPALS HAVE ANY DISCIPLINARY INFORMATION.

#### **OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS**

THE PRINCIPALS OF CASCADE ARE ALSO REGISTERED REPRESENTATIVES OF CASCADE, THE BROKER-DEALER. THIS REPRESENTS A CONFLICT OF INTEREST AS TO WHAT POSITION THE ADVISOR IS TAKING WHEN SERVICING AN ADVISORY CLIENT. SALES OF SECURITIES PRODUCTS ARE ON A COMMISSION BASIS AND ARE IN ADDITION TO ANY FEES CHARGED BY THE ADVISOR TO THE CLIENT. CLIENTS ARE UNDER NO OBLIGATION TO PURCHASE ANY SECURITIES FROM OUR AFFILIATED BROKER-DEALER



IN ADDITION, CFMI INSURANCE AGENCY IS ALSO AN AFFILIATE OF CASCADE, A LICENSED INSURANCE AGENCY. THIS REPRESENTS A CONFLICT OF INTEREST IN THAT ADVISORS MAY OFFER CLIENTS INSURANCE PRODUCTS THAT ARE SOLD ON COMMISSION AND ARE IN ADDITION TO ANY FEES CHARGED BY THE ADVISOR TO THE CLIENT. CLIENTS ARE UNDER NO OBLIGATION TO PURCHASE ANY INSURANCE PRODUCTS FROM CFMI INSURANCE AGENCY.

DAVID TURNER IS PRESIDENT AND CHIEF COMPLIANCE OFFICER OF HOLMES AND TURNER FINANCIAL SERVICES, A REGISTERED INVESTMENT ADVISOR. THROUGH HIS OWNERSHIP IN HOLMES AND TURNER FINANCIAL SERVICES, THE FIRMS ARE AFFILIATES. HOLMES AND TURNER PROVIDES SIMILAR SERVICES AS CASCADE.

### **CODE OF ETHICS**

CASCADE HAS A FIDUCIARY DUTY TO CLIENTS TO ACT IN THE BEST INTEREST OF THE CLIENT AND ALWAYS PLACE THE CLIENT'S INTERESTS FIRST AND FOREMOST. CASCADE TAKES SERIOUSLY ITS COMPLIANCE AND REGULATORY OBLIGATIONS AND REQUIRES ALL STAFF TO COMPLY WITH SUCH RULES AND REGULATIONS AS WELL AS CASCADE'S POLICIES AND PROCEDURES. FURTHER, CASCADE STRIVES TO HANDLE CLIENTS' NON-PUBLIC INFORMATION IN SUCH A WAY TO PROTECT INFORMATION FROM FALLING INTO HANDS THAT HAVE NO BUSINESS REASON TO KNOW SUCH INFORMATION AND PROVIDES CLIENTS WITH CASCADE'S PRIVACY POLICY. AS SUCH, CASCADE MAINTAINS A CODE OF ETHICS FOR ITS ADVISORY REPRESENTATIVES, SUPERVISED PERSONS AND STAFF. THE CODE OF ETHICS CONTAINS PROVISIONS FOR STANDARDS OF BUSINESS CONDUCT IN ORDER TO COMPLY WITH FEDERAL SECURITIES LAWS, PERSONAL SECURITIES REPORTING REQUIREMENTS, PRE-APPROVAL PROCEDURES FOR CERTAIN TRANSACTIONS, CODE VIOLATIONS REPORTING REQUIREMENTS, AND SAFEGUARDING OF MATERIAL NON-PUBLIC INFORMATION ABOUT CLIENT TRANSACTIONS. FURTHER, CASCADE'S CODE OF ETHICS ESTABLISHES CASCADE'S EXPECTATION FOR BUSINESS CONDUCT. A COPY OF OUR CODE OF ETHICS WILL BE PROVIDED TO ANY CLIENT OR PROSPECTIVE CLIENT UPON REQUEST

### **BROKERAGE PRACTICES**

ADVISORY REPRESENTATIVES ARE REGISTERED REPRESENTATIVES WITH CASCADE IN ITS CAPACITY AS A REGISTERED BROKER-DEALER. ADVISORY REPRESENTATIVES ARE SUBJECT TO RULES OF THE FINANCIAL INDUSTRY REGULATORY ASSOCIATION (FINRA) AND ARE LIMITED TO EXECUTING SECURITIES TRANSACTIONS THROUGH CASCADE UNLESS ADVISORY REPRESENTATIVES OBTAIN AUTHORIZATION TO EXECUTE SECURITIES TRANSACTIONS THROUGH ANOTHER BROKER-DEALER. AUTHORIZATIONS TO EXECUTE SECURITIES TRANSACTIONS THROUGH ANOTHER BROKER-DEALER ARE GENERALLY VERY LIMITED.

CLIENTS ARE ADVISED CASCADE MAY BUY SECURITIES FROM OR SELL SECURITIES IT OWNS TO CLIENTS. SUCH TRANSACTIONS ARE REFERRED TO AS PRINCIPAL TRANSACTIONS. CASCADE HAS A FIDUCIARY OBLIGATION TO OBTAIN BEST EXECUTION FOR ITS CLIENTS. PRINCIPAL TRANSACTIONS MAY HAVE SEVERAL CONFLICTS OF INTEREST, INCLUDING BUT NOT LIMITED TO, THE POTENTIAL FOR CASCADE TO EARN A COMMISSION IN ADDITION TO CASCADE'S ADVISORY FEE ON THE TRANSACTION. SUCH COMMISSIONS MAY BE MORE OR LESS THAN IF THE TRANSACTIONS WAS CONDUCTED OUTSIDE OF CASCADE CLIENTS MAY DECLINE ANY PRINCIPAL TRANSACTION AND MAY RESTRICT CASCADE FROM ENGAGING IN PRINCIPAL TRANSACTIONS ON



THE CLIENT'S BEHALF. IN ANY PRINCIPAL TRANSACTION CONDUCTED ON BEHALF OF A CLIENT, THE CLIENT WILL BE PROVIDED THE CURRENT QUOTED PRICE FOR THE PROPOSED TRANSACTION, CURRENT BEST PRICE INFORMATION, WHETHER OR NOT CASCADE WILL MATCH OR BEAT THE BEST MARKET PRICE AVAILABLE AT THE TIME OF EXECUTION OF THE TRANSACTION AND DISCLOSURE OF ANY COMMISSION CHARGES.

ADVISORY REPRESENTATIVES OF CASCADE MAY BUY OR SELL SECURITIES IDENTICAL TO THOSE SECURITIES RECOMMENDED TO CLIENTS. THEREFORE, ADVISORY REPRESENTATIVES MAY HAVE AN INTEREST OR POSITION IN CERTAIN SECURITIES THAT ARE ALSO RECOMMENDED AND BOUGHT OR SOLD TO CLIENTS. ADVISORY REPRESENTATIVES WILL NOT PUT THEIR INTERESTS BEFORE A CLIENT'S INTEREST. CASCADE IS REQUIRED TO MAINTAIN A LIST OF ALL SECURITIES HOLDINGS FOR ITS ASSOCIATED PERSONS. FURTHER, ASSOCIATED PERSONS ARE PROHIBITED FROM TRADING ON NON-PUBLIC INFORMATION OR SHARING SUCH INFORMATION. CLIENTS HAVE THE RIGHT TO DECLINE ANY INVESTMENT RECOMMENDATION. CASCADE AND ITS ASSOCIATED PERSONS ARE REQUIRED TO CONDUCT THEIR SECURITIES AND INVESTMENT ADVISORY BUSINESS IN ACCORDANCE WITH ALL APPLICABLE FEDERAL AND STATE SECURITIES REGULATIONS.

IT IS THE EXPRESSED POLICY OF CASCADE THAT NO PERSON EMPLOYED BY CASCADE MAY PURCHASE OR SELL ANY SECURITY PRIOR TO A TRANSACTION(S) BEING IMPLEMENTED FOR AN ADVISORY ACCOUNT, AND THEREFORE, PREVENTING SUCH EMPLOYEES FROM BENEFITING FROM TRANSACTIONS PLACED ON BEHALF OF ADVISORY ACCOUNTS.

AS THESE SITUATIONS REPRESENT A CONFLICT OF INTEREST, CASCADE HAS ESTABLISHED THE FOLLOWING RESTRICTIONS IN ORDER TO ENSURE ITS FIDUCIARY RESPONSIBILITIES:

- AN OFFICER OR EMPLOYEE OF CASCADE SHALL NOT BUY OR SELL SECURITIES FOR THEIR PERSONAL PORTFOLIO(S) WHERE THEIR DECISION IS SUBSTANTIALLY DERIVED, IN WHOLE OR IN PART, BY REASON OF HIS OR HER EMPLOYMENT UNLESS THE INFORMATION IS ALSO AVAILABLE TO THE INVESTING PUBLIC ON REASONABLE INQUIRY. NO PERSON OF CASCADE SHALL PREFER HIS OR HER OWN INTEREST TO THAT OF THE ADVISORY CLIENT.
- CASCADE MAINTAINS A LIST OF ALL SECURITIES HOLDINGS FOR ITSELF AND FOR ANYONE ASSOCIATED WITH THIS ADVISORY PRACTICE WITH ACCESS TO ADVISORY RECOMMENDATIONS. THESE HOLDINGS ARE REVIEWED ON A REGULAR BASIS BY AN APPROPRIATE OFFICER OR DESIGNATED INDIVIDUAL OF CASCADE.
- ALL CLIENTS ARE FULLY INFORMED THAT CERTAIN INDIVIDUALS MAY RECEIVE SEPARATE COMPENSATION WHEN EFFECTING TRANSACTIONS DURING THE IMPLEMENTATION PROCESS.
- CASCADE EMPHASIZES THE UNRESTRICTED RIGHT OF THE CLIENT TO DECLINE TO IMPLEMENT ANY ADVICE RENDERED, EXCEPT IN SITUATIONS WHERE CASCADE IS GRANTED DISCRETIONARY AUTHORITY OF THE CLIENT'S ACCOUNT.
- CASCADE EMPHASIZES THE UNRESTRICTED RIGHT OF THE CLIENT TO SELECT AND CHOOSE ANY BROKER OR DEALER, AND/OR INSURANCE COMPANY, HOWEVER, CASCADE'S ACTIVITIES MAY BE LIMITED OR RESTRICTED SHOULD CLIENT SELECT ANOTHER BROKER OR DEALER.
- CASCADE REQUIRES THAT ALL INDIVIDUALS MUST ACT IN ACCORDANCE WITH ALL APPLICABLE FEDERAL AND STATE REGULATIONS GOVERNING REGISTERED INVESTMENT ADVISORY PRACTICES. ANY INDIVIDUAL NOT IN OBSERVANCE OF THE ABOVE MAY BE SUBJECT TO TERMINATION

## **REVIEW OF ACCOUNTS**

### **FINANCIAL PLANNING & CONSULTING SERVICES**

REVIEWS WILL BE CONDUCTED WITH CLIENTS NOT LESS THAN AT LEAST ANNUALLY OR AS AGREED BY CLIENT AND ADVISORY REPRESENTATIVE. CLIENTS MAY BE CHARGED AN ADVISORY FEE FOR ADDITIONAL REVIEWS.

### **CCM WRAP FEE PROGRAM AND CASCADE FINANCIAL MANAGEMENT, INC. ASSET ALLOCATION SERVICES**

CASCADE MAY CONDUCT REVIEWS ON A QUARTERLY BASIS OF CLIENTS ACCOUNTS AND OF THE SECURITIES UTILIZED IN CLIENT PORTFOLIOS. FURTHER, ALL UNDERLYING SECURITIES MANAGED BY CASCADE IN THE WRAP FEE PROGRAM AND ASSET ALLOCATION SERVICES ARE CONTINUOUSLY MONITORED. REVIEWS WILL BE CONDUCTED WITH CLIENTS AT LEAST ANNUALLY OR AS AGREED BY CLIENT AND ADVISORY REPRESENTATIVE.

### **ADDITIONAL INFORMATION REGARDING REVIEWS OF ACCOUNTS**

CLIENTS MAY REQUEST MORE FREQUENT REVIEWS AND MAY SET THRESHOLDS FOR TRIGGERING EVENTS THAT WOULD CAUSE A REVIEW TO TAKE PLACE. GENERALLY, ADVISORY REPRESENTATIVES WILL MONITOR FOR CHANGES OR SHIFTS IN THE ECONOMY, CHANGES TO THE MANAGEMENT AND STRUCTURE OF A MUTUAL FUND OR COMPANY IN WHICH CLIENT ASSETS ARE INVESTED, AND MARKET SHIFTS AND CORRECTIONS. CLIENTS ARE ADVISED THAT THEY SHOULD NOTIFY THEIR ADVISORY REPRESENTATIVE PROMPTLY OF ANY CHANGES TO THE CLIENT'S FINANCIAL GOALS, OBJECTIVES OR FINANCIAL SITUATION AS SUCH CHANGES MAY REQUIRE ADVISORY REPRESENTATIVE TO REVIEW THE CLIENTS PORTFOLIO AND MAKE RECOMMENDATIONS FOR CHANGES.

### **REVIEWERS**

REVIEWS OF CLIENT ACCOUNTS WILL BE CONDUCTED BY THE CLIENT'S ADVISORY REPRESENTATIVE OF RECORD. CLIENTS HAVE THE CHOICE TO SELECT THEIR ADVISORY REPRESENTATIVE.

### **REGULAR REPORTS PROVIDED TO CLIENTS**

CCM WRAP FEE PROGRAM AND CASCADE ASSET ALLOCATION SERVICES CASCADE WILL PROVIDE ANNUAL REPORTS TO CLIENTS CONSISTING OF THE CLIENT'S CURRENT POSITIONS, SECURITY COST BASIS AND CURRENT MARKET VALUE. ALSO, CASCADE MAY PROVIDE CLIENTS WITH PERFORMANCE ANALYSIS REPORTS, WHICH DISPLAY THE TIME WEIGHTED RATES OF RETURN REALIZED IN THE CLIENT'S ACCOUNT FOR AT LEAST THE PAST QUARTER'S PERFORMANCE. CLIENTS WILL RECEIVE CUSTODIAL STATEMENTS FROM THEIR SELECTED CUSTODIANS. CLIENTS MAY REQUEST MORE FREQUENT REPORTS.

INVESTORS PARTICIPATING IN THE GENWORTH FINANCIAL WEALTH MANAGEMENT PLATFORM, WILL RECEIVE PERIODIC CUSTODIAL ACCOUNT STATEMENTS (NOT LESS FREQUENTLY THAN QUARTERLY) AND MAY RECEIVE QUARTERLY REPORTS SHOWING THE INVESTMENT PERFORMANCE OF THEIR ACCOUNT.

### **FINANCIAL PLANNING & CONSULTING SERVICES**

FINANCIAL PLANNING AND CONSULTING CLIENTS WILL RECEIVE THOSE REPORTS CONTRACTED FOR AT THE INCEPTION OF THE ADVISORY RELATIONSHIP.

## **CLIENT REFERRALS AND OTHER COMPENSATION**

ADVISORY REPRESENTATIVES WHO ARE REGISTERED REPRESENTATIVES OF CASCADE MAY RECEIVE TRAIL COMMISSIONS (I.E. 12B-1 FEES) FOR A PERIOD OF TIME. LOAD AND NO-LOAD MUTUAL FUNDS MAY PAY ANNUAL DISTRIBUTION CHARGES, SOMETIMES REFERRED TO AS 12B-1 FEES. 12B-1 FEES COME FROM FUND ASSETS, THEREFORE, INDIRECTLY FROM CLIENT ASSETS. 12B-1 FEES MAY BE INITIALLY PAID TO CASCADE AND A PORTION PASSED TO THE ADVISORY REPRESENTATIVES. THE RECEIPT OF SUCH FEES COULD REPRESENT AN INCENTIVE FOR ADVISORY REPRESENTATIVES TO RECOMMEND FUNDS WITH 12B-1 FEES OVER FUNDS THAT HAVE NO FEES OR LOWER FEES. AS A RESULT, THERE IS A CONFLICT OF INTEREST.

PERSHING LLC AND TD AMERITRADE MAKE AVAILABLE TO CASCADE OTHER PRODUCTS AND SERVICES THAT BENEFIT CASCADE BUT MAY NOT BENEFIT ITS CLIENTS' ACCOUNTS. SOME OF THESE OTHER PRODUCTS AND SERVICES ASSIST CASCADE IN MANAGING AND ADMINISTERING CLIENTS' ACCOUNTS. THESE INCLUDE SOFTWARE AND OTHER TECHNOLOGY THAT PROVIDE ACCESS TO CLIENT ACCOUNT DATA, SUCH AS TRADE CONFIRMATION AND ACCOUNT STATEMENTS; FACILITATE TRADE EXECUTION AND ALLOCATION OF AGGREGATED TRADE ORDERS FOR MULTIPLE CLIENT ACCOUNTS; PROVIDE RESEARCH, PRICING INFORMATION AND OTHER MARKET DATA; FACILITATE PAYMENT OF CASCADE'S FEES FROM ITS CLIENTS' ACCOUNTS; AND ASSIST WITH BACK-OFFICE FUNCTIONS, RECORDKEEPING AND CLIENT REPORTING. MANY OF THESE SERVICES GENERALLY MAY BE USED TO SERVICE ALL OR A SUBSTANTIAL NUMBER OF CASCADE'S ACCOUNTS, INCLUDING ACCOUNTS NOT MAINTAINED AT PERSHING LLC OR TD AMERITRADE. PERSHING LLC AND TD AMERITRADE ALSO MAKE AVAILABLE TO CASCADE OTHER SERVICES INTENDED TO HELP CASCADE MANAGE AND FURTHER DEVELOP ITS BUSINESS ENTERPRISE. THESE SERVICES MAY INCLUDE CONSULTING, PUBLICATIONS AND CONFERENCES ON PRACTICE MANAGEMENT, INFORMATION TECHNOLOGY, BUSINESS SUCCESSION, REGULATORY COMPLIANCE AND MARKETING. IN ADDITION, PERSHING LLC AND TD AMERITRADE MAY MAKE AVAILABLE, ARRANGE AND/OR PAY FOR THESE TYPES OF SERVICES RENDERED TO CASCADE BY INDEPENDENT THIRD PARTIES. PERSHING LLC AND TD AMERITRADE MAY DISCOUNT OR WAIVE FEES IT WOULD OTHERWISE CHARGE FOR SOME OF THESE SERVICES OR PAY ALL OR A PART OF THE FEES OF A THIRD PARTY PROVIDING THESE SERVICES TO CASCADE WHILE AS A FIDUCIARY, CASCADE ENDEAVORS TO ACT IN ITS CLIENTS' BEST INTERESTS, AND CASCADE'S RECOMMENDATION THAT CLIENTS MAINTAIN THEIR ASSETS IN ACCOUNTS AT PERSHING LLC OR TD AMERITRADE MAY BE BASED IN PART ON THE BENEFIT TO CASCADE OF THE AVAILABILITY OF SOME OF THE FOREGOING PRODUCTS AND SERVICES AND NOT SOLELY ON THE NATURE, COST OR QUALITY OF CUSTODY AND BROKERAGE SERVICES PROVIDED BY PERSHING LLC OR TD AMERITRADE WHICH MAY CREATE A CONFLICT OF INTEREST.

CLIENTS ARE ADVISED, SHOULD A NEW ISSUE BOND BE PURCHASED IN THEIR MANAGED ACCOUNT, CASCADE AND THE ADVISORY REPRESENTATIVE WILL RECEIVE A CONCESSION AS A RESULT OF THE PURCHASE. HOWEVER, CASCADE DOES NOT IN ANY WAY MARK UP THE CONCESSION FEE. THE CONCESSION IS IN ADDITION TO ANY ADVISORY FEE RECEIVED BY CASCADE AND IS NOT OFFSET AGAINST THE FEE. CLIENTS ARE ADVISED THIS IS A CONFLICT OF INTEREST FOR CASCADE TO PURCHASE NEW ISSUE BONDS AS A RESULT OF THE POTENTIAL RECEIPT OF THE CONCESSION FEE.

WITH RESPECT TO THE GFWM PLATFORM, CASCADE, SUBJECT TO NEGOTIATION WITH GFWM, MAY RECEIVE CERTAIN ALLOWANCES, REIMBURSEMENTS OR SERVICES FROM GFWM IN CONNECTION WITH CASCADE'S INVESTMENT ADVISORY SERVICES TO ITS CLIENTS, AS DESCRIBED BELOW.

UNDER GFWM'S GOLD/PLATINUM PREMIER CONSULTANT PROGRAM, CASCADE IS ENTITLED TO RECEIVE A QUARTERLY BUSINESS DEVELOPMENT ALLOWANCE FOR REIMBURSEMENT FOR QUALIFIED MARKETING/PRACTICE MANAGEMENT EXPENSES INCURRED BY THE CASCADE THESE AMOUNTS RANGE FROM \$5,000 TO \$105,000 ANNUALLY, DEPENDING ON THE AMOUNT OF THE ADVISER'S CLIENT ASSETS MANAGED WITHIN THE PLATFORM.

GFWM MAY ALSO BEAR THE COST OF AIRFARE FOR FIRMS SUCH AS CASCADE TO ATTEND GFWM'S ANNUAL CONFERENCE OR TO CONDUCT DUE DILIGENCE VISITS TO GFWM'S OFFICES. IN ADDITION, GFWM MAY, FROM TIME TO TIME, CONTRIBUTE TO THE COSTS INCURRED BY PARTICIPATING FIRMS SUCH AS CASCADE IN CONNECTION WITH CONFERENCES OR OTHER CLIENT EVENTS CONDUCTED BY SUCH FIRMS AND THEIR REPRESENTATIVES.

GFWM MAY ALSO PROVIDE OPPORTUNITIES FOR PARTICIPATING FIRMS SUCH AS CASCADE TO RECEIVE FEE REDUCTIONS AND/OR ALLOWANCES IN AMOUNTS RANGING FROM .02% TO .07% OF THE AMOUNT OF CLIENT ASSETS INVESTED THROUGH THE PLATFORM. THESE ARRANGEMENTS ARE ENTERED INTO BETWEEN GFWM AND A FIRM SUCH AS CASCADE ON AN INDIVIDUALLY NEGOTIATED BASIS. CASCADE MAY AGREE TO PROVIDE GFWM WITH INTRODUCTIONS TO AND INFORMATION CONCERNING ITS ADVISORY REPRESENTATIVES, PROVIDE THE REPRESENTATIVES WITH INFORMATION CONCERNING GFWM'S PLATFORM AND PRODUCTS, AND PERMIT GFWM TO PARTICIPATE IN BROKER DEALER MEETINGS AND WORKSHOPS. IN ADDITION TO THE FEE REDUCTIONS AND/OR ALLOWANCES GRANTED THE FIRM BY GFWM, GFWM MAY AGREE TO PROVIDE THE FIRM OR ITS REPRESENTATIVES WITH ORGANIZATIONAL CONSULTING, EDUCATION, TRAINING AND MARKETING SUPPORT.

#### **REFERRAL FEE PAYMENTS**

CASCADE MAY FROM TIME TO TIME COMPENSATE, EITHER DIRECTLY OR INDIRECTLY, ANY PERSON (DEFINED AS A NATURAL PERSON OR A COMPANY) FOR CLIENT REFERRALS. CASCADE IS AWARE OF THE SPECIAL CONSIDERATIONS PROMULGATED PURSUANT TO RULE 206(4)-3 UNDER THE INVESTMENT ADVISERS ACT OF 1940. AS SUCH, APPROPRIATE DISCLOSURE SHALL BE MADE TO CLIENTS REGARDING THE REFERRAL FEES PAID.

#### **CUSTODY**

CASCADE DOES NOT MAINTAIN CUSTODY OF CLIENT SECURITIES OR FUNDS. CLIENTS RECEIVE ACCOUNT STATEMENTS DIRECTLY FROM THE RESPECTIVE CUSTODIAN, BANK OR BROKER-DEALER. THOUGH CLIENTS MAY RECEIVE STATEMENTS FROM CASCADE, CLIENTS SHOULD ALWAYS COMPARE THE REPORTS WITH THE STATEMENTS PROVIDED BY THE RESPECTIVE CUSTODIAN. INCLUDED IN THE CLIENT SERVICES AGREEMENT WHICH EACH INVESTMENT ADVISORY CLIENT IS REQUIRED TO EXECUTE IS THE AUTHORIZATION FOR CASCADE TO WITHDRAW ADVISORY FEES DIRECTLY FROM THE CLIENT ACCOUNT. AFTER THE WITHDRAWAL OF FEES FROM A CLIENT ACCOUNT HELD AT A CUSTODIAN BY CASCADE, THE CLIENT SHALL RECEIVE A STATEMENT FROM CUSTODIAN INDICATING AMOUNT OF FEE WITHDRAWN.

## **DISCRETION**

CASCADE ACCEPTS DISCRETIONARY AUTHORITY OVER THE ASSETS ITS MANAGES ON BEHALF OF ITS CLIENTS. ALL CLIENTS ARE REQUIRED TO EXECUTE A CLIENT SERVICES AGREEMENT WHICH GRANTS DISCRETION TO CASCADE. THE CLIENT GRANTS CASCADE LIMITED DISCRETION AS TO THE SECURITIES TO BE PURCHASED OR SOLD, THE QUANTITY OF SECURITIES TO BE PURCHASED OR SOLD AND THE PRICE TO BE PAID FOR ANY PURCHASE OR SALE. CASCADE IS NOT AUTHORIZED TO WITHDRAW FUNDS FROM A CLIENT'S ACCOUNT EXCEPT FOR THE WITHDRAWAL OF MANAGEMENT FEES WHICH REQUIRE THAT THE CLIENT AUTHORIZE THE WITHDRAWAL THE CUSTODIAN WILL PROVIDE A STATEMENT TO THE CLIENT SHOWING THE AMOUNT OF FEES WITHDRAWN.

## **VOTING CLIENT SECURITIES (PROXY)**

THIS IS A CONCISE OVERVIEW OF CASCADE'S PROXY VOTING PROCESS. CLIENTS MAY OBTAIN A COMPLETE COPY OF CASCADE'S WRITTEN POLICIES AND PROCEDURES UPON REQUEST. REQUESTS SHOULD BE IN WRITING AND CLEARLY STATE THE INFORMATION CLIENT IS REQUESTING. REQUESTS SHOULD BE MADE TO THE ADDRESS BELOW.

## **CONFLICTS OF INTEREST**

CASCADE TAKES ITS FIDUCIARY OBLIGATION SERIOUSLY AND SHALL VOTE ALL CLIENT SECURITIES IN THE BEST INTEREST OF THE CLIENT. ANY CONFLICTS OF INTEREST CASCADE MAY HAVE WITH RESPECT TO VOTING CLIENTS' SECURITIES WILL BE FULLY DISCLOSED TO CLIENTS.

CASCADE HAS THE FOLLOWING CONFLICTS OF INTERESTS TOWARD CERTAIN SECURITIES CLIENTS MAY HOLD IN THEIR PORTFOLIOS:

ADVISORY REPRESENTATIVES MAY RECEIVE A COMMISSION AND/OR ONGOING TRAIL COMPENSATION AS A RESULT OF CLIENT'S PURCHASING SECURITIES THROUGH ADVISORY REPRESENTATIVES. THEREFORE, CASCADE WOULD HAVE A CONFLICT OF INTEREST TO VOTE IN FAVOR OR AGAINST ANY PROXY THAT WOULD AFFECT THE LEVEL OF COMPENSATION THAT MAY BE PAID. THIS WILL GENERALLY ONLY AFFECT SECURITIES INVOLVING MUTUAL FUNDS, VARIABLE PRODUCTS AND OTHER PACKAGE PRODUCTS. CASCADE WILL EVALUATE PROPOSALS AND DETERMINE IF CLIENTS WILL BE ADVERSELY AFFECTED BY THE PROPOSAL. IF CLIENTS WILL BE AFFECTED IN AN ADVERSE MANNER, CASCADE SHALL VOTE NO.

CASCADE DOES NOT HAVE ANY OTHER CONFLICTS OF INTEREST THAT WOULD CAUSE CASCADE TO NOT ACT IN THE BEST INTEREST OF ITS CLIENTS. CASCADE IS NOT AFFILIATED NOR IS CASCADE CONTROLLING OR CONTROLLED BY OR UNDER THE SAME CONTROL OF ANY OF THE COMPANIES FOR WHICH CLIENTS OWN SECURITIES.

## **DISCLOSURE OF VOTING INFORMATION**

CLIENTS MAY CONTACT CASCADE AT ANY TIME TO OBTAIN INFORMATION REGARDING HOW CLIENT'S SECURITIES WERE VOTED OR TO OBTAIN A COMPLETE COPY OF CASCADE'S PROXY VOTING PROCEDURES. CLIENTS SHOULD SEND A WRITTEN REQUEST FOR INFORMATION ON HOW THEIR SECURITIES WERE VOTED AND/OR REQUEST FOR A COMPLETE COPY OF CASCADE'S PROXY VOTING PROCEDURES TO THE ADDRESS BELOW.

## **PROXY VOTING PROCESS**

CASCADE WILL MONITOR THE RECEIPT OF ALL CLIENTS' PROXIES AND MAINTAIN A RECORD OF ALL PROXIES RECEIVED FOR EACH YEAR. CASCADE WILL TAKE NOTE OF THE DEADLINE FOR CASTING VOTES FOR EACH PROXY. AS PROXIES AND INFORMATION EXPLAINING THE ISSUES PRESENTED FOR VOTE ARE RECEIVED, CASCADE WILL EVALUATE THE ISSUES TO DETERMINE HOW TO VOTE. VOTES WILL BE CAST IN A WAY SO AS TO ACT IN THE BEST INTEREST OF THE CLIENT. ON CERTAIN OCCASIONS, CASCADE MAY DETERMINE THAT TO NOT VOTE A PROXY WOULD BE IN THE BEST INTERESTS OF ITS CLIENTS. PROXIES WILL BE VOTED OR NOT VOTED CONSISTENTLY AMONG CLIENTS.

CASCADE WILL GENERALLY USE THE FOLLOWING GUIDELINES IN DETERMINING HOW TO VOTE PROXIES.

- ISSUES RELATED TO EXECUTIVE COMPENSATION, INCENTIVE STOCK OPTIONS, EXECUTIVE RECRUITING OR ANY MATTER GIVING THE COMPANY LATITUDE IN COMPENSATION MATTERS OR SIMILAR MATTERS THAT COULD POTENTIALLY BE USED TO ACT IN THE COMPANY'S BEST INTEREST RATHER THAN CLIENTS' BEST INTEREST WILL TYPICALLY BE VOTED AGAINST. CASCADE HAS NO SELF-INTEREST IN HOW PROXIES ARE VOTED.
- NEUTRAL ISSUES SUCH AS THE RETENTION OR APPOINTMENT OF ACCOUNTING OR AUDIT SERVICES ARE TYPICALLY VOTED YES. HOWEVER, SHOULD AN ACCOUNTING OR AUDIT FIRM BE SUBJECT TO INDUSTRY SCRUTINY, CASCADE WILL EVALUATE THE POTENTIAL ALLEGATIONS OR REASONS FOR SECURITIZATION AND DETERMINE WHETHER IT WOULD BE IN CLIENTS' BEST INTEREST TO VOTE NO. CASCADE HAS NOT RELATIONSHIP WITH ANY PARTICULAR ACCOUNTING OR AUDIT FIRM USED BY THE COMPANIES OF WHOM CLIENTS MAY HOLD SECURITIES.
- CASCADE'S VOTING DECISION WILL BE BASED ON ITS UNDERSTANDING OF THE ISSUES, BELIEF THAT CLIENTS WILL NOT BE ADVERSELY AFFECTED BY THE ISSUE, AND THE ISSUE IF PASSED OR DECLINED UPON WILL NOT BE SELF SERVING ONLY TO THE COMPANY.
- CASCADE WILL TYPICALLY VOTE WITH THE BOARD'S RECOMMENDATIONS UNLESS VOTING ACCORDING TO THE BOARD'S RECOMMENDATIONS COULD ADVERSELY AFFECT CLIENTS.
- CASCADE WILL VOTE AGAINST ANY MATTERS THAT MAY AFFECT SUBSTANTIALLY THE RIGHTS OR PRIVILEGES OF THE HOLDERS OF SECURITIES TO BE VOTED.
- CASCADE WILL VOTE FOR SOCIAL AND CORPORATE RESPONSIBILITY ISSUES.

TYPICALLY, CASCADE WILL VOTE PROXIES AS THEY ARE RECEIVED AND MAKE EVERY ATTEMPT TO VOTE THE PROXIES BY THE DEADLINE NOTED ON THE PROXY. UPON CASCADE CASTING ALL ITS VOTES, EVIDENCE THAT THE PROXIES WERE VOTED AND HOW EACH PROXY WAS VOTED WILL BE MAINTAINED IN CASCADE'S OFFICE. ALL CLIENT INFORMATION IS CONFIDENTIAL.

FOR ADDITIONAL INFORMATION PLEASE CONTACT:

**CASCADE FINANCIAL MANAGEMENT, INC.**  
**COMPLIANCE DEPARTMENT**  
**950 17TH STREET, SUITE 950**  
**DENVER, CO 80202**

## **FINANCIAL INFORMATION**

CASCADE DOES NOT COLLECT MORE THAN \$1200 IN FEES PER CLIENT SIX MONTHS OR MORE IN ADVANCE.

## BROCHURE SUPPLEMENT

Stephanie G. Bruno  
Cascade Financial Management, Inc.  
950 17th Street, Suite 950  
Denver, CO 80202  
(303) 292-1121

June 30, 2011

This Brochure Supplement provides information about Stephanie G. Bruno that supplements the Cascade Disclosure Brochure. You should have received a copy of that Brochure. Please contact John Van Sant, President at (303) 292-1121 or [jvansant@cascade-inc.com](mailto:jvansant@cascade-inc.com) if you did not receive Cascade Disclosure Brochure or if you have any questions about the contents of this supplement.

Additional information about Stephanie G. Bruno is available on SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

### EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

Stephanie G. Bruno was born in 1967.

#### Educational Background

<u>School Name</u>	<u>Degree</u>	<u>Year</u>	<u>Major(s)</u>
The Ohio State University	BA	2003	English/Creative Writing
University of New Orleans	BS	1989	Finance
Certified Private Wealth Advisor		2009	
Accredited Investment Fiduciary		2001	
Chartered Life Underwriter		1999	
Certified Financial Planner		1997	

#### Employment Background

Employment Dates:	12/2008 – Present
Firm Name:	Cascade Financial Management, Inc.
Type of Business:	Investment Advisory
Job Title/Duties:	Wealth Advisor – Financial Planning, Investment Management, Financial Literacy

Employment Dates:	02/2003 - 12/2008
Firm Name:	Kennedy and Coe Wealth Management
Type of Business:	Investment Advisory
Job Title/Duties:	Wealth Advisor, Manager – Financial Planning, Investment Management, Management

Employment Dates: 12/1992 – 01/2003  
Firm Name: Nationwide Financial Services  
Type of Business: Financial Services  
Job Title/Duties: CPA Financial Services Consultant, Vice President Trust, Relationship Manager

Employment Dates: 09/1989 – 10/1992  
Firm Name: Hibernia National Bank (now Capital One)  
Type of Business: Banking  
Job Title/Duties: Private Banker

#### DISCIPLINARY INFORMATION

Registered investment advisors are required to disclose any material facts regarding any legal or disciplinary actions that would be material to your evaluation of each investment advisor representative providing investment advice to you. There is no information of this type to report.

#### OTHER BUSINESS ACTIVITIES

Ms. Bruno is a Life Insurance Agent with Cascade Financial Management, Inc.

#### ADDITIONAL COMPENSATION

Ms. Bruno does not receive any economic benefit from any non-client for providing advisory services.

#### SUPERVISION

John Van Sant, Chief Compliance Officer, is responsible for compliance matters at Cascade Financial Management, Inc. His telephone number is (303) 292-1121.



## BROCHURE SUPPLEMENT

Daniel A. Cantarovici  
Cascade Financial Management, Inc.  
950 17th Street, Suite 950  
Denver, CO 80202  
(303) 292-1121

June 30, 2011

This Brochure Supplement provides information about Daniel A. Cantarovici that supplements the Cascade Disclosure Brochure. You should have received a copy of that Brochure. Please contact John Van Sant, President at (303) 292-1121 or [jvansant@cascade-inc.com](mailto:jvansant@cascade-inc.com) if you did not receive Cascade Disclosure Brochure or if you have any questions about the contents of this supplement.

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

### EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

Daniel A. Cantarovici was born in 1966. He received a BA degree from Utah State University in 1990, with a double major in French and Business.

#### Employment Background

Employment Dates:	04/2002 - Present
Firm Name:	Cascade Financial Management, Inc.
Type of Business:	Investment Advisory Firm
Job Title & Duties:	Investment Advisor

Employment Dates:	01/2002 - 05/2002
Firm Name:	Cascade Investment Group, Inc.
Type of Business:	Investment Advisory Firm
Job Title & Duties:	Investment Advisor

Employment Dates:	01/1998 - 01/2002
Firm Name:	Stanford Group Company
Type of Business:	Investment Advisory Firm
Job Title & Duties:	Investment Advisor

Employment Dates:	11/1994 - 01/1998
Firm Name:	American Express Financial Advisors, Inc.
Type of Business:	Investment Advisory Firm
Job Title & Duties:	Investment Advisor

### DISCIPLINARY INFORMATION

Registered investment advisors are required to disclose any material facts regarding any legal or disciplinary actions that would be material to your evaluation of each investment advisor representative providing investment advice to you. There is no information of this type to report.

#### OTHER BUSINESS ACTIVITIES

Mr. Cantarovici is not involved in any other business activities.

#### ADDITIONAL COMPENSATION

Mr. Cantarovici does not receive any economic benefit from any non-client for providing advisory services.

#### SUPERVISION

John Van Sant, Chief Compliance Officer, is responsible for compliance matters at Cascade Financial Management, Inc. His telephone number is (303) 292-1121.

## BROCHURE SUPPLEMENT

Patricia A. Erickson  
Cascade Financial Management, Inc.  
950 17th Street, Suite 950  
Denver, CO 80202  
(303) 292-1121

June 30, 2011

This Brochure Supplement provides information about Patricia A. Erickson that supplements the Cascade Disclosure Brochure. You should have received a copy of that Brochure. Please contact John Van Sant, President at (303) 292-1121 or [jvansant@cascade-inc.com](mailto:jvansant@cascade-inc.com) if you did not receive Cascade Disclosure Brochure or if you have any questions about the contents of this supplement.

Additional information about Patricia A. Erickson is available on SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

### EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

Patricia A. Erickson was born in 1953. She attended North Dakota State University, majoring in Business.

Employment Background

Employment Dates:	05/1999 - Present
Firm Name:	Cascade Financial Management, Inc.
Type of Business:	Investment Advisor
Job Title & Duties:	Financial Consultant

Employment Dates:	10/1980 – 5/1999
Firm Name:	Piper Jaffray
Type of Business:	Investment Advisor
Job Title & Duties:	Financial Consultant

### DISCIPLINARY INFORMATION

Registered investment advisors are required to disclose any material facts regarding any legal or disciplinary actions that would be material to your evaluation of each investment advisor representative providing investment advice to you. There is no information of this type to report.

### OTHER BUSINESS ACTIVITIES

Ms. Erickson is not involved in any other business activities.

#### ADDITIONAL COMPENSATION

Ms. Erickson does not receive any economic benefit from any non-client for providing advisory services.

#### SUPERVISION

John Van Sant, Chief Compliance Officer, is responsible for compliance matters at Cascade Financial Management, Inc. His telephone number is (303) 292-1121.

## BROCHURE SUPPLEMENT

Cynthia P. Heil  
Cascade Financial Management, Inc.  
950 17th Street, Suite 950  
Denver, CO 80202  
(303) 292-1121

June 30, 2011

This Brochure Supplement provides information about Cynthia P. Heil that supplements the Cascade Disclosure Brochure. You should have received a copy of that Brochure. Please contact John Van Sant, President at (303) 292-1121 or [jvansant@cascade-inc.com](mailto:jvansant@cascade-inc.com) if you did not receive Cascade Disclosure Brochure or if you have any questions about the contents of this supplement.

Additional information about Cynthia P. Heil is available on SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

### EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

Cynthia P. Heil was born in 1972. She received a BS in Finance from the University of South Florida in 1994.  
Employment Background

Employment Dates:	12/2005 - Present
Firm Name:	Cascade Financial Management, Inc.
Type of Business:	Investment Advisory Firm/Broker Dealer
Job Title & Duties:	Financial Planner

Employment Dates:	03/1998 - 03/2006
Firm Name:	Client 1st Advisors, Inc.
Type of Business:	Investment Advisory Firm
Job Title & Duties:	1998 - 2001 Associate 2002 - 2006 Partner

Employment Dates:	05/1996 - 12/2005
Firm Name:	InterSecurities, Inc.
Type of Business:	Broker Dealer
Job Title & Duties:	Registered Representative

Employment Dates:	05/1996 - 03/1998
Firm Name:	Provis Management Group
Type of Business:	Investment Advisory Firm
Job Title & Duties:	Associate

Employment Dates:	02/1993 - 05/1996
Firm Name:	J. B. Hanauer

Type of Business: Municipal Bond Firm  
Job Title & Duties: 02/1993 - 05/1994 Part Time  
05/1994- 05/1996 Sales Associate

#### DISCIPLINARY INFORMATION

Registered investment advisors are required to disclose any material facts regarding any legal or disciplinary actions that would be material to your evaluation of each investment advisor representative providing investment advice to you. There is no information of this type to report.

#### OTHER BUSINESS ACTIVITIES

Ms. Heil is 50% Owner of H2 Properties, LLC  
Life Insurance, LTC Insurance and Annuities through various insurance companies

#### ADDITIONAL COMPENSATION

Ms. Heil does not receive any economic benefit from any non-client for providing advisory services.

#### SUPERVISION

John Van Sant, Chief Compliance Officer, is responsible for compliance matters at Cascade Financial Management, Inc. His telephone number is (303) 292-1121.

## BROCHURE SUPPLEMENT

Michael J. McCormick  
Cascade Financial Management, Inc.  
950 17th Street, Suite 950  
Denver, CO 80202  
(303) 292-1121

June 30, 2011

This Brochure Supplement provides information about Michael J. McCormick that supplements the Cascade Disclosure Brochure. You should have received a copy of that Brochure. Please contact John Van Sant, President at (303) 292-1121 or [jvansant@cascade-inc.com](mailto:jvansant@cascade-inc.com) if you did not receive Cascade Disclosure Brochure or if you have any questions about the contents of this supplement.

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

### EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

Michael J. McCormick was born in 1971.

#### Educational Background

<u>School Name</u>	<u>Degree</u>	<u>Year</u>	<u>Major(s)</u>
Colorado School of Mines	ME	1999	Engineering
Yale University	BS	1989	Finance

#### Employment Background

Employment Dates:	06/2011 - Present
Firm Name:	Cascade Financial Management, Inc.
Type of Business:	Investment Advisory
Job Title/Duties:	Wealth Advisor

Employment Dates:	09/2009 - 05/2011
Firm Name:	Stifel Nicolaus
Type of Business:	Investment Advisory
Job Title/Duties:	Financial Advisor

Employment Dates:	01/2008 - 09/2009
Firm Name:	UBS
Type of Business:	Financial Services
Job Title/Duties:	Financial Advisor

Employment Dates:	2003-2007
Firm Name:	McCormick Development Corp.
Type of Business:	Construction Development
Job Title/Duties:	President

#### DISCIPLINARY INFORMATION

Registered investment advisors are required to disclose any material facts regarding any legal or disciplinary actions that would be material to your evaluation of each investment advisor representative providing investment advice to you. There is no information of this type to report.

#### OTHER BUSINESS ACTIVITIES

Mr. McCormick is not involved in any other business activities.

#### ADDITIONAL COMPENSATION

Mr. McCormick does not receive any economic benefit from any non-client for providing advisory services.

#### SUPERVISION

John Van Sant, Chief Compliance Officer, is responsible for compliance matters at Cascade Financial Management, Inc. His telephone number is (303) 292-1121.



## BROCHURE SUPPLEMENT

Daniel A. Scott  
Cascade Financial Management, Inc.  
950 17th Street, Suite 950  
Denver, CO 80202  
(303) 292-1121

June 30, 2011

This Brochure Supplement provides information about Daniel A. Scott that supplements the Cascade Disclosure Brochure. You should have received a copy of that Brochure. Please contact John Van Sant, President at (303) 292-1121 or [jvansant@cascade-inc.com](mailto:jvansant@cascade-inc.com) if you did not receive Cascade Disclosure Brochure or if you have any questions about the contents of this supplement.

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

### EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

Daniel A. Scott was born in 1961. He attended Missouri State University (formerly Southwest Missouri State University) from 1980-1982, majoring in Finance and General Business.

#### Employment Background

Employment Dates:	2005 - Present
Firm Name:	Cascade Financial Management, Inc.
Type of Business:	Investment Advisory Firm
Job Title & Duties:	Investment Advisor

Employment Dates:	2004 - 2005
Firm Name:	Citywide Financial
Type of Business:	Financial Services
Job Title & Duties:	Branch Manager, Registered Representative

Employment Dates:	1993 - 2004
Firm Name:	Midwest Discount Brokers/Andrew Garrett Inc.
Type of Business:	Financial Services
Job Title & Duties:	Registered Representative

Employment Dates:	1990 - 1993
Firm Name:	Patterson Icenogle
Type of Business:	Financial Services
Job Title & Duties:	Registered Representative

Employment Dates: 1984 - 1990  
Firm Name: First Investors Corporation  
Type of Business: Financial Services  
Job Title & Duties: Registered Representative

Employment Dates: 1981-1984  
Firm Name: Thom McCann  
Type of Business: Retail  
Job Title & Duties: Store Manager

#### DISCIPLINARY INFORMATION

Registered investment advisors are required to disclose any material facts regarding any legal or disciplinary actions that would be material to your evaluation of each investment advisor representative providing investment advice to you. There is no information of this type to report.

#### OTHER BUSINESS ACTIVITIES

Deus Terra LLC, A partnership made up of members of Mr. Scott's church that purchases property near the church building as they become available. The partnership manages them as rentals with the intent to sell/donate the properties to the church when the time is right.

#### ADDITIONAL COMPENSATION

Mr. Scott does not receive any economic benefit from any non-client for providing advisory services.

#### SUPERVISION

John Van Sant, Chief Compliance Officer, is responsible for compliance matters at Cascade Financial Management, Inc. His telephone number is (303) 292-1121.

## BROCHURE SUPPLEMENT

David J. Turner  
Cascade Financial Management, Inc.  
950 17th Street, Suite 950  
Denver, CO 80202  
(303) 292-1121

June 30, 2011

This Brochure Supplement provides information about David J. Turner that supplements the Cascade Disclosure Brochure. You should have received a copy of that Brochure. Please contact John Van Sant, President at (303) 292-1121 or [jvansant@cascade-inc.com](mailto:jvansant@cascade-inc.com) if you did not receive Cascade Disclosure Brochure or if you have any questions about the contents of this supplement.

Additional information about David J. Turner is available on SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

### EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

David J. Turner was born in 1964. He attended Montana State University from 1982-1985 and Regis University from 1989-1992, majoring in Finance.

#### Employment Background

Employment Dates:	2002 - Present
Firm Name:	Cascade Financial Management, Inc.
Type of Business:	Investment Advisor
Job Title & Duties:	CEO and Investment Executive

Employment Dates:	1998 - 2002
Firm Name:	Cascade Investment Group
Type of Business:	Investment Advisor
Job Title & Duties:	Investment Executive

Employment Dates:	2002 - Present
Firm Name:	Cascade Financial Management, Inc.
Type of Business:	Investment Advisor
Job Title & Duties:	CEO and Investment Executive

Employment Dates:	1992 - 1998
Firm Name:	Piper Jaffray
Type of Business:	Investment Advisor
Job Title & Duties:	Investment Executive

#### DISCIPLINARY INFORMATION

Registered investment advisors are required to disclose any material facts regarding any legal or disciplinary actions that would be material to your evaluation of each investment advisor representative providing investment advice to you. There is no information of this type to report.

#### OTHER BUSINESS ACTIVITIES

Holmes and Turner Financial Services - Investment Advisory Services offered through and supervised by Cascade Financial Management

Hanson Financial - Investment Advisory Services offered through and supervised by Cascade Financial Management

RDE Ranches - Farm/Ranch Operation

#### ADDITIONAL COMPENSATION

Mr. Turner does not receive any economic benefit from any non-client for providing advisory services.

#### SUPERVISION

John Van Sant, Chief Compliance Officer, is responsible for compliance matters at Cascade Financial Management, Inc. His telephone number is (303) 292-1121.

## BROCHURE SUPPLEMENT

Dale E. Unruh  
Cascade Financial Management, Inc.  
950 17th Street, Suite 950  
Denver, CO 80202  
(303) 292-1121

June 30, 2011

This Brochure Supplement provides information about Dale E. Unruh that supplements the Cascade Disclosure Brochure. You should have received a copy of that Brochure. Please contact John Van Sant, President at (303) 292-1121 or [jvansant@cascade-inc.com](mailto:jvansant@cascade-inc.com) if you did not receive Cascade Disclosure Brochure or if you have any questions about the contents of this supplement.

Additional information about Dale E. Unruh is available on SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

### EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

Dale E. Unruh was born in 1946. He graduated from the University of Colorado with a Bachelor of Arts in Political Science in 1970. He spent four years in the Navy and in 1974 returned to the University of Colorado and completed 30 semester hours of accounting courses in order to qualify to sit for the CPA exam. He took the exam in 1976 and passed it on the first sitting.

#### Employment Background

Employment Dates:	2002 - Present
Firm Name:	Hanson Financial, LLC
Type of Business:	Investment Advisor
Job Title & Duties:	Managing Partner
Employment Dates:	2002 - 2011
Firm Name:	Hanson & Co
Type of Business:	Certified Public Accounting
Job Title & Duties:	Tax Manager
Employment Dates:	1995 - 2002
Firm Name:	Unruh & Associates
Type of Business:	Certified Public Accounting
Job Title & Duties:	Owner
Employment Dates:	Walker, Unruh & Lipka
Type of Business:	Certified Public Accounting
Job Title & Duties:	Tax Partner

Employment Dates: 1980 - 1986  
Firm Name: Hegsted & Bertsch  
Type of Business: Certified Public Accounting  
Job Title & Duties: Tax Senior

Employment Dates: 1977-1980  
Firm Name: Davies, Ryan and Gunsauls  
Type of Business: Certified Public Accounting  
Job Title & Duties: Tax and Audit Junior

#### DISCIPLINARY INFORMATION

Registered investment advisors are required to disclose any material facts regarding any legal or disciplinary actions that would be material to your evaluation of each investment advisor representative providing investment advice to you. There is no information of this type to report.

#### OTHER BUSINESS ACTIVITIES

Mr. Unruh is not involved in any other business activities.

#### ADDITIONAL COMPENSATION

Mr. Unruh does not receive any economic benefit from any non-client for providing advisory services.

#### SUPERVISION

John Van Sant, Chief Compliance Officer, is responsible for compliance matters at Cascade Financial Management, Inc. His telephone number is (303) 292-1121.