

**Part 2A of Form ADV: *Firm Brochure***

**Point View Wealth Management, Inc.**

382 Springfield Ave.  
Suite 208  
Summit, NJ 07901

Telephone: 908-598-1717  
Email: [ctoth@ptview.com](mailto:ctoth@ptview.com)  
Web Address: [www.ptview.com](http://www.ptview.com)

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This brochure provides information about the qualifications and business practices of Point View Wealth Management, Inc.. If you have any questions about the contents of this brochure, please contact us at 908-598-1717 or [ctoth@ptview.com](mailto:ctoth@ptview.com). 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 Point View Wealth Management, Inc. also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by a unique identifying number, known as a CRD number. Our firm's CRD number is 106119.

## **Item 2    Material Changes**

The SEC adopted "Amendments to Form ADV" in July, 2010. This Firm Brochure, dated 03/31/2012, is our disclosure document prepared according to the SEC's new requirements and rules. As you will see, this document is a narrative that differs substantially in form and content from our pre-2011 ADV Part II, and includes some new information we were not previously required to disclose.

This portion of the brochure provides our clients with a summary of new and/or updated information. We will inform you of the revision(s) based on the nature of the updated information.

Consistent with current rules, we will ensure that you receive a summary of any material changes to this and subsequent Brochures within 120 days of the close of our business' fiscal year. Furthermore, we will provide you with other interim disclosures about material changes as necessary.

As of March 31, 2012, there have been no material changes to our ADV Part II as initially prepared in March 2011.

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## **Item 4    Advisory Business**

Point View Wealth Management, Inc. is an SEC-registered investment adviser with its principal place of business located in New Jersey. Point View began business in 1993.

Listed below are the firm's principal shareholders (i.e., those individuals and/or entities controlling 25% or more of this company).

- David Godden Dietze, President

Point View Wealth Management, Inc. offers the following advisory services to our clients:

### **INVESTMENT SUPERVISORY SERVICES ("ISS") INDIVIDUAL PORTFOLIO MANAGEMENT**

Point View provides continuous advice to a client regarding the investment of client funds based on the client's individual needs. Through personal discussions in which goals and objectives based on a client's particular circumstances are established, we develop a client's personal investment policy and create and manage a portfolio based on that policy. During our data-gathering process, we determine the client's individual objectives, time horizons, risk tolerance, and liquidity needs. As appropriate, we also review and discuss a client's prior investment history, as well as family composition and background.

We manage these advisory accounts on a discretionary basis. Account supervision is guided by the client's stated objectives (i.e., maximum capital appreciation, growth, income, or growth and income), as well as tax considerations.

Clients may impose reasonable restrictions on investing in certain securities, types of securities, or industry sectors.

Our investment recommendations are not limited to any specific product or service offered by a broker-dealer or insurance company and will generally include advice regarding the following securities:

- Exchange-listed securities
- Securities traded over-the-counter
- Foreign issuers
- Warrants
- Corporate debt securities (other than commercial paper)
- Certificates of deposit
- Municipal securities
- Mutual fund shares

- United States governmental securities
- Options contracts on securities
- Futures contracts on tangibles

Because some types of investments involve certain additional degrees of risk, they will only be implemented/recommended when consistent with the client's stated investment objectives, tolerance for risk, liquidity and suitability.

## **PENSION CONSULTING SERVICES**

We also provide several advisory services separately or in combination. While the primary clients for these services will be pension, profit sharing and 401(k) plans, we offer these services, where appropriate, to individuals and trusts, estates and charitable organizations. Pension Consulting Services are comprised of four distinct services. Clients that engage us for pension consulting receive all four of these services.

### *Investment Policy Statement Preparation (IPS):*

We will meet with the client (in person or over the telephone) to determine an appropriate investment strategy that reflects the plan sponsor's stated investment objectives for overall plan management. We then prepare a written IPS detailing those needs and goals, including an encompassing policy under which these goals are to be achieved. The IPS also lists the criteria for selection of investment vehicles as well as the procedures and timing interval for monitoring investment performance.

### *Selection of Investment Vehicles:*

We assist plan sponsors in constructing appropriate asset allocation models. We will then review various mutual funds (both index and managed) to determine which investments are appropriate to implement the client's IPS. The number of investments to be recommended will be determined by the client, based on the IPS.

### *Monitoring Investment Performance:*

We monitor client investments continually, based on the procedures and timing intervals delineated in the Investment Policy Statement. Although our firm is not involved in any way in buying or selling these investments, we supervise the client's portfolio and will make recommendations to the client as market factors and the client's needs dictate.

### *Employee Communications:*

For pension, profit sharing and 401(k) plan clients with individual plan participants exercising control over assets in their own account (self-directed plans), we provide annual educational support and investment workshops for the plan participants. The nature of the topics to be covered will be determined by us and the client under the guidelines established in ERISA Section 404(c). The educational support and investment workshops will NOT provide plan

participants with individualized, tailored investment advice or individualized, tailored asset allocation recommendations.

## **FINANCIAL PLANNING**

We provide financial planning services. Financial planning is a comprehensive evaluation of a client's current and future financial state by using currently known variables to predict future cash flows, asset values and withdrawal plans. Through the financial planning process, all questions, information and analysis are considered as they impact and are impacted by the entire financial and life situation of the client. Clients purchasing this service receive a written report which provides the client with a detailed financial plan designed to assist the client achieve his or her financial goals and objectives.

In general, the financial plan can address any or all of the following areas:

- **PERSONAL:** We review family records, budgeting, personal liability, estate information and financial goals.
- **TAX & CASH FLOW:** We analyze the client's income tax and spending and planning for past, current and future years; then illustrate the impact of various investments on the client's current income tax and future tax liability.
- **INVESTMENTS:** We analyze investment alternatives and their effect on the client's portfolio.
- **INSURANCE:** We review existing policies to ensure proper coverage for life, health, disability, long-term care, liability, home and automobile.
- **RETIREMENT:** We analyze current strategies and investment plans to help the client achieve his or her retirement goals.
- **DEATH & DISABILITY:** We review the client's cash needs at death, income needs of surviving dependents, estate planning and disability income.
- **ESTATE:** We assist the client in assessing and developing long-term strategies, including as appropriate, living trusts, wills, review estate tax, powers of attorney, asset protection plans, nursing homes, Medicaid and elder law.

We gather required information through in-depth personal interviews. Information gathered includes the client's current financial status, tax status, future goals, returns objectives and attitudes towards risk. We carefully review documents supplied by the client, including a questionnaire completed by the client, and prepare a written report. Should the client choose to implement the recommendations contained in the plan, we suggest the client work closely

with his/her attorney, accountant, insurance agent, and/or stockbroker. Implementation of financial plan recommendations is entirely at the client's discretion.

We also provide general non-securities advice on topics that may include tax and budgetary planning, estate planning and business planning.

Typically the financial plan is presented to the client within six months of the contract date, provided that all information needed to prepare the financial plan has been promptly provided. Financial Planning recommendations are not limited to any specific product or service offered by a broker-dealer or insurance company. Those recommendations are generic. For the investment portion of Financial Planning, our recommendations are very specific and can be implemented with or without us.

### **PUBLICATION OF PERIODICALS**

Point View Wealth Management, Inc. publishes a quarterly newsletter providing general information on various financial topics including, but not limited to, estate and retirement planning, market trends, etc. No specific investment recommendations are provided in this newsletter and the information provided does not purport to meet the objectives or needs of any individual. This newsletter is distributed free of charge to our advisory clients.

## **Item 5 Fees and Compensation**

### **INVESTMENT SUPERVISORY SERVICES INDIVIDUAL PORTFOLIO MANAGEMENT FEES**

The annualized fee for Investment Supervisory Services are charged as a percentage of assets under management, according to the following schedule:

<b><u>Assets Under Management</u></b>	<b><u>Annual Fee</u></b>
First \$6 million or less	One Percent (1.0%)
More than \$6 million to \$10 million	0.75% of Excess over \$6 million
More than \$10 million	0.50% of Excess over \$10 million

The minimum client relationship size is \$500,000. Point View's advisory fees are not negotiable, but in some instances we may waive our minimum relationship size.

### **PENSION CONSULTING FEES**

Our fees for Pension Consulting Services are based on a percentage of assets under advisement, according to the same schedule as individual portfolio management fees.

Plan sponsors are invoiced in advance at the beginning of each calendar quarter.

Our annual minimum fee is \$5,000. This minimum fee may prevent Point View from providing services to very small ERISA plans.

### **FINANCIAL PLANNING FEES**

Point View's Financial Planning fee is \$3,500, payable 40 percent (\$1,400) at the outset of the engagement and 60 percent (\$2,100) upon presentation of the initial plan.

Comprehensive financial planning is complementary for investment advisory clients with at least \$500,000 of assets under management.

***Financial Planning Fee Offset:*** If a financial planning client chooses to engage us for our investment advisory services, the financial planning fee paid is offset, dollar for dollar, against the investment advisory fee.

### **PUBLICATION OF PERIODICALS OR NEWSLETTERS**

Point View charges an annual subscription fee of \$198. Our annual subscription fee is waived for advisory clients of our firm.

### **GENERAL INFORMATION**

***Termination of the Advisory Relationship:*** A client agreement may be canceled at the end of any calendar quarter, by either party, for any reason.

***Mutual Fund Fees:*** All fees paid to Point View for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds and/or ETFs to their shareholders. These fees and expenses are described in each fund's prospectus. These fees will generally include a management fee, other fund expenses, and a possible distribution fee. If the fund also imposes sales charges, a client may pay an initial or deferred sales charge. A client could invest in a mutual fund directly, without our services. In that case, the client would not receive our services, which, among other things, assist the client in determining those mutual fund or funds most appropriate to his or her financial condition and objectives. Accordingly, the client should review both the fees charged by the funds and our fees to understand fully the total fees incurred and thereby to evaluate the advisory services being provided.

***Additional Fees and Expenses:*** In addition to our advisory fees, clients are also responsible for the fees and expenses charged by custodians and imposed by broker dealers, including, but not limited to, any transaction charges imposed by a broker dealer with which an independent investment manager effects transactions for the client's account(s). Please refer to the "Brokerage Practices" section (Item 12) of this Form ADV for additional



information.

**Grandfathering Minimum Account Requirements:** Pre-existing advisory clients are subject to Point View's minimum account requirements and advisory fees in effect at the time the client entered into the advisory relationship. Therefore, our firm's minimum account requirements differ among clients.

**ERISA Accounts:** Point View is deemed to be a fiduciary to advisory clients that are employee benefit plans or individual retirement accounts (IRAs) pursuant to the Employee Retirement Income and Securities Act (ERISA), and regulations under the Internal Revenue Code of 1986 (the Code), respectively. . As such, we are subject to specific duties and obligations under ERISA and the Internal Revenue Code that include among other things, restrictions concerning certain forms of compensation. To avoid engaging in prohibited transactions, Point View specifically charges no fees other than its investment advisory fee, so there is no issue here.

**Advisory Fees in General:** Clients should note that similar advisory services may (or may not) be available from other registered (or unregistered) investment advisers for similar or lower fees.

**Limited Prepayment of Fees:** Under no circumstances do we require or solicit payment of fees in excess of \$1200 more than six months in advance of services rendered.

## **Item 6 Performance-Based Fees and Side-By-Side Management**

Point View Financial Services, Inc. does not charge performance-based fees.

## **Item 7 Types of Clients**

Point View Financial Services, Inc. provides advisory services to the following types of clients:

- High net worth individuals
- Individuals (other than high net worth individuals)
- Pension and profit sharing plans (other than plan participants)
- Charitable organizations
- Corporations or other businesses not listed above

## **Item 8 Methods of Analysis, Investment Strategies and Risk of Loss**

### **METHODS OF ANALYSIS**

We use a variety of methods of analysis in formulating our investment advice and managing client assets. This section sets them out in order of importance and includes a description of

each method and its risks:

**Asset Allocation.** We begin our analysis by attempting to identify an appropriate ratio of securities, fixed income, and cash suitable to the client's investment goals and risk tolerance. We and the client reach agreement as to the appropriate allocation.

A risk of asset allocation is that the client may not participate in sharp increases in a particular security, industry or market sector. Another risk is that the ratio of securities, fixed income, and cash will change over time due to stock and market movements and, if not corrected, will no longer be appropriate for the client's goals. We address this latter risk through monthly rebalancing.

**Fundamental Analysis.** We attempt to measure the intrinsic value of a security by looking at economic and financial factors (including the overall economy, industry conditions, and the financial condition and management of the company itself) to determine if the company is underpriced (indicating it may be a good time to buy) or overpriced (indicating it may be time to sell).

Fundamental analysis does not attempt to anticipate market movements. This presents a potential risk, as the price of a security can move up or down along with the overall market regardless of the economic and financial factors considered in evaluating the stock.

**Cyclical Analysis.** In this type of technical analysis, we measure the movements of a particular stock against the overall market in an attempt to predict the price movement of the security.

**Qualitative Analysis.** We subjectively evaluate non-quantifiable factors such as quality of management, labor relations, and strength of research and development factors not readily subject to measurement, and predict changes to share price based on that data.

A risk in using qualitative analysis is that our subjective judgment may prove incorrect.

**Technical Analysis.** We analyze past market movements and apply that analysis to the present in an attempt to recognize recurring patterns of investor behavior and potentially predict future price movement.

Technical analysis does not consider the underlying financial condition of a company. This presents a risk in that a poorly-managed or financially unsound company may underperform regardless of market movement.

**Charting.** In this type of technical analysis, we review charts of market and security activity in an attempt to identify when the market is moving up or down and to predict how long the trend may last and when that trend might reverse.

**Risks for all forms of analysis.** Our securities analysis methods rely on the assumption that the companies whose securities we purchase and sell, the rating agencies that review these securities, and other publicly-available sources of information about these securities,

are providing accurate and unbiased data. While we are alert to indications that data may be incorrect, there is always a risk that our analysis may be compromised by inaccurate or misleading information.

### ***INVESTMENT STRATEGIES***

We use the following strategies in managing client accounts, provided that they are appropriate to a client's particular needs and consistent with the client's investment objectives, risk tolerance, and time horizons, among other considerations:

***Long-term purchases.*** This is our core strategy. We purchase securities with the idea of holding them in the client's account for a year or longer. Typically we employ this strategy when:

- we believe the securities to be currently undervalued, and/or
- we want exposure to a particular asset class over time, regardless of the current projection for this class.

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

***Short-term purchases.*** When using this strategy, we purchase securities with the idea of selling them within a relatively short time (typically a year or less). We do this in an attempt to take advantage of conditions that we believe will soon result in a price swing in the securities we purchase.

***Margin transactions.*** If you specifically requests it, we will purchase stocks for your portfolio with money borrowed from your brokerage account. This allows you to purchase more stock than you would be able to with your available cash, and allows us to purchase stock without selling other holdings. Most of our clients do not use margin.

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

## **Item 9    Disciplinary Information**

We are required to disclose any legal or disciplinary events that are material to a client's or prospective client's evaluation of our advisory business or the integrity of our management.

Our firm and our management personnel have no reportable disciplinary events to disclose.

## **Item 10    Other Financial Industry Activities and Affiliations**

Our firm and our related persons are not engaged in other financial industry activities and have no other industry affiliations.

## **Item 11 Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

Point View's Code of Ethics sets forth high ethical standards of business conduct that we require of our employees, including compliance with applicable federal securities laws.

We and our personnel owe a duty of loyalty, fairness and good faith towards our clients, and have an obligation to adhere not only to the specific provisions of the Code of Ethics but to the general principles that guide the Code.

Our Code of Ethics includes policies and procedures for the quarterly review of securities transactions reports as well as initial and annual securities holdings reports that must be submitted by the firm's access persons. Among other things, our Code of Ethics also requires the prior approval of any acquisition of securities in a limited offering (e.g., private placement) or an initial public offering. Our code also provides for oversight, enforcement and recordkeeping provisions.

Point View's Code of Ethics further includes our policy prohibiting the use of material non-public information. Although we do not believe that we have any particular access to non-public information, all employees are reminded that such information may not be used in a personal or professional capacity.

A copy of our Code of Ethics is available to our advisory clients and prospective clients. You may request a copy by email sent to [ctoth@ptview.com](mailto:ctoth@ptview.com), or by calling us at 908-598-1717.

David G. Dietze, president of Point View, is also the managing member of David G. Dietze, LLC (the LLC), the General Partner of Point View Partners, L.P. (PVPLP). The LLC has designated Point View with primary responsibility for PVPLP's administrative matters, such as accounting, tax, and periodic reporting. Point View and its officers and employees devote to PVPLP as much time as we deem necessary and appropriate to manage its administration. Point View and our affiliates are not restricted from forming additional investment funds, entering into other investment advisory relationships or engaging in other business activities, even though those activities may be in competition with Point View and/or may involve substantial time and resources of our firm and our affiliates. Potentially, those activities could be viewed as creating a conflict of interest in that the time and effort of our management personnel and employees will not be devoted exclusively to the business of our investment advisory clients, but could be allocated between us, PVPLP's business, and other of our business activities and those of our affiliates.

Investments in PVPLP may be recommended to advisory clients for whom a partnership investment may be more suitable than would a separate advisory account. Clients who invest in PVPLP are not charged any additional advisory fees other than the advisory fee allocated to the limited partners of PVPLP.

PVPLP is not required to register as an investment company under the Investment Company

Act of 1940 in reliance upon an exemption available to funds whose securities are not publicly offered. The LLC manages PVPLP on a discretionary basis in accordance with the terms and conditions of its offering and organizational documents.

Our Code of Ethics is designed to assure that the personal securities transactions, activities and interests of our employees will not interfere with (i) making decisions in the best interest of advisory clients and (ii) implementing those decisions while, at the same time, allowing employees to invest for their own accounts.

Our firm and individuals associated with it may buy or sell for their personal accounts securities identical to or different from those recommended to our clients. In addition, related persons may have an interest or position in a certain securities that we also recommend to a client.

It is our express policy that no person we employ may purchase or sell any security before a transaction being implemented for an advisory account, thereby preventing the employee from benefiting from transactions placed on behalf of advisory accounts.

As these situations represent actual or potential conflicts of interest to our clients, we have established the following policies and procedures for implementing our firm's Code of Ethics, to ensure Point View complies with its regulatory obligations and provides our clients and potential clients with full and fair disclosure of such conflicts of interest:

1. No principal or employee of Point View may put his or her own interest above the interest of an advisory client.
2. No principal or employee of Point View may buy or sell securities for his or her personal portfolios where that decision results from information received as a result of his or her employment unless the information is also available to the investing public.
3. No person we employ may purchase or sell any security before a transaction being implemented for an advisory account. This prevents employees from benefiting from transactions placed on behalf of advisory accounts.
4. Our firm requires prior approval for any IPO or private placement investments by related persons of the firm.
5. We maintain a list of all reportable securities holdings for our firm and anyone associated with this advisory practice that has access to advisory recommendations (access person). These holdings are reviewed on a regular basis by our firm's Chief Compliance Officer.
6. We have established procedures for maintaining all required books and records.
7. All of our principals and employees must act in accordance with all applicable Federal and State regulations governing registered investment advisory practices.
8. We require delivery and acknowledgement of the Code of Ethics by all Point View employees.

9. We have established policies requiring the reporting of Code of Ethics violations to our senior management.

10. Any individual who violates any of the above restrictions is subject to termination.

## **Item 12 Brokerage Practices**

Point View Wealth Management, Inc. custodies all clients accounts with National Financial Services LLC and Fidelity Brokerage Services LLC (together with all affiliates, Fidelity). Point View is independent of and not affiliated with Fidelity.

Fidelity's base commission on equity trades is as follows:

Number of Shares Traded	Commission Charged
0-1,000 shares	\$17.95
Each share in excess of \$1,000	1.5 cents per share

For clients with aggregated accounts worth \$1 million or more, or for clients with smaller accounts who agree to receive brokerage statements and trade commissions electronically, equity commissions are as follows:

Number of Shares Traded	Commission Charged
0-10,000 shares	\$7.95
Each share in excess of \$10,000	1.0 cents per share

Government and Municipal bonds bought from Fidelity's inventory carry no commission if their face value is more than \$20,000. If face value is \$20,000 or less, the commission is \$50. All Government and Municipal bonds bought in an initial public offering have a commission of \$50.

Corporate bonds bought from Fidelity's inventory or on a listed exchange have no commission.

Many exchange-traded funds can be bought and sold without commission; others are traded with equity pricing. This list of commission-free ETFs changes often; contact us for a complete listing.

Fidelity typically does not charge custodial or IRA fees but does charge a \$50 fee to close an account.

All commissions are paid exclusively to Fidelity. Point View does not share in or receive any commissions.

Point View operates under a power of attorney that allows us to place all trades without a client's consent. To the extent a client wishes to limit our discretionary authority, the client must put that in writing. Clients may amend these limitations at any time, also in writing.

As a matter of policy and practice, Point View does not generally block client trades and, therefore, we implement client transactions separately for each account. Consequently, certain client trades may be executed before others, at a different price and/or commission rate. Additionally, our clients may not receive volume discounts available to advisers who block client trades.

Point View has an arrangement with Fidelity through which Fidelity provides us with its platform services. The platform services include, among others, brokerage, custodial, administrative support, record keeping and related services that are intended to support intermediaries like Point View in conducting business and in serving the best interests of our clients but that may also benefit us.

Fidelity does not charge Point View for its custody services but is compensated by investment advisory clients through commissions and other transaction-related or asset-based fees for security trades executed through Fidelity or that settle into Fidelity accounts (for instance, transaction fees are charged for certain no-load mutual funds, commissions and bid-asked spreads apply to individual equity transactions).

Fidelity enables Point View to obtain many no-load mutual funds without transaction charges and other no-load funds at nominal transaction charges. Fidelity's commission rates are generally considered discounted from customary retail commission rates, and we believe them to be extremely competitive. However, the commissions and transaction fees Fidelity charges may be higher or lower than those charged by other custodians and broker-dealers. As part of the arrangement, Fidelity also makes available to us, at no additional charge to us, certain research and brokerage services, including research services obtained by Fidelity directly from independent research companies. Fidelity has arrangements with third party vendors through which we purchase financial planning software, compliance support services, and website hosting at a discount. Without this arrangement, we might be compelled to purchase the same or similar services at a higher cost.

As a result of receiving these services for no additional cost, we have an incentive to continue to use or expand the use of Fidelity's services. We examined this potential conflict of interest when we chose to enter into the relationship with Fidelity and have determined that the relationship is in the best interests of Point View's clients and satisfies our client obligations, including our duty to seek best execution. In 2010-2011, we confirmed that decision by entering into a small relationship with one of Fidelity's competitor's. We were unhappy with the support services offered us and our clients in that relationship and terminated it in less than a year.

A client may pay a commission that is higher than another qualified broker-dealer might charge to effect the same transaction where we determine in good faith that the commission

is reasonable in relation to the value of the brokerage and research services received. In seeking best execution, the determinative factor is not the lowest possible cost, but whether the transaction represents the best qualitative execution, taking into consideration the full range of a broker-dealer's services, including the value of research provided, execution capability, commission rates, and responsiveness. Accordingly, although Point View seeks competitive rates, to benefit all clients, we may not necessarily obtain the lowest possible commission rates for specific client account transactions. Although the investment research products and services that may be obtained by us will generally be used to service all of our clients, a brokerage commission paid by a specific client may be used to pay for products and services not used in managing that specific client's account. Point View and Fidelity are not affiliated.

### *Item 13 Review of Accounts*

#### **INVESTMENT SUPERVISORY SERVICES (ISS) INDIVIDUAL PORTFOLIO MANAGEMENT**

**REVIEWS:** Although the underlying securities within Individual Portfolio Management Services accounts are continually monitored, we review separate accounts monthly. Accounts are reviewed in the context of each client's stated investment objectives and guidelines. More frequent reviews may be triggered by material changes in variables such as the client's individual circumstances, or the market, political or economic environment. David Dietze performs all account reviews, with assistance from our entire staff.

**REPORTS:** In addition to the monthly statements and confirmations of transactions that clients receive from Fidelity, we provide quarterly reports summarizing account performance.

#### **PENSION CONSULTING SERVICES**

**REVIEWS:** Point View reviews the client's Investment Policy Statement (IPS) whenever the client advises us of a change in circumstances regarding the needs of the plan. Point View also reviews the investment options of the plan according to the agreed upon time intervals established in the IPS. Such reviews will generally occur annually. Claire Toth conducts these reviews.

**REPORTS:** Point View will provides reports to Pension Consulting Services clients based on the terms set forth in the client's IPS.

#### **FINANCIAL PLANNING SERVICES**

**REVIEWS:** Although reviews may occur at different stages depending on the nature and terms of the specific engagement, typically no formal reviews will be conducted for Financial Planning clients unless the client specifically requests it.

**REPORTS:** Financial Planning clients receive a completed financial plan. Additional reports will not typically be provided unless otherwise contracted for or if an investment advisory client specifically reuquests them.



## **Item 14 Client Referrals and Other Compensation**

It is Point View 's policy not to engage solicitors or to pay related or non-related persons for referring potential clients to our firm. It is also our policy not to accept or allow our related persons to accept any form of compensation, including cash, sales awards or other prizes, from a non-client in conjunction with the advisory services we provide to our clients.

## **Item 15 Custody**

We previously disclosed in the Fees and Compensation section (Item 5) of this Brochure that we directly debit advisory fees from client accounts.

As part of this billing process, Fidelity is advised of the amount of the fee to be deducted from that client's account. Monthly, Fidelity sends every client a statement showing all transactions within the account during the reporting period, including the quarterly fee deduction.

Because Fidelity does not calculate the amount of the fee to be deducted, it is important for clients to review their custodial statements carefully to verify the accuracy of the calculation, among other things. Clients should contact us directly if they believe that there may be an error in their statement.

In addition to the monthly Fidelity statements, we send performance reports and invoices directly to our clients quarterly. We urge our clients to compare carefully the information provided on these documents to ensure that all account transactions, holdings and values are correct and current.

We do not have actual or constructive custody of client accounts.

## **Item 16 Investment Discretion**

Clients typically engage us to provide discretionary asset management services, meaning we can place trades in a client's account without contacting the client in advance to obtain permission.

Our discretionary authority includes the ability to do the following without contacting the client:

- determine the security to buy or sell; and
- determine the amount of the security to buy or sell

Clients give us discretionary authority when they sign the advisory agreement with our firm, and may limit this authority by giving us written instructions. Clients may also change the limitations at any time by providing us with amended written instructions.

## **Item 17 Voting Client Securities**

As a matter of firm policy, we do not vote proxies on behalf of clients. Therefore, although we may provide investment advisory services relative to client investment assets, clients maintain exclusive responsibility for: (1) directing the manner in which proxies solicited by issuers of securities beneficially owned by the client are voted, and (2) making all elections relative to any mergers, acquisitions, tender offers, bankruptcy proceedings or other type events pertaining to the client's investment assets. Clients are responsible for instructing Fidelity to forward to the client copies of all proxies and shareholder communications relating to the client's investment assets.

We may informally consult with clients regarding proxy issues if they specifically so request.

## **Item 18 Financial Information**

Under no circumstances do we require or solicit payment of fees in excess of \$1200 per client more than six months in advance of services rendered. Therefore, we are not required to include a financial statement.

As an advisory firm with discretionary authority for client accounts, we are also required to disclose any financial condition reasonably likely to impair our ability to meet our contractual obligations. Point View Wealth Management, Inc. has no additional financial circumstances to report.

Point View Wealth Management, Inc. has not been the subject of a bankruptcy petition at any time during its existence (since January 1, 1993).