

# ***Copper Beech Wealth Management***

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## ***Disclosure Brochure***

***February 27, 2012***

This brochure provides information about the qualifications and business practices of Copper Beech Wealth Management. If you have any questions about the contents of this brochure, please contact us at 248.203.2030. 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.

Copper Beech Wealth Management is a registered investment adviser. Registration of an investment adviser does not imply any level of skill or training. The oral and written communications of an adviser provide you with information about which you determine to hire or retain an adviser.

Additional information about Copper Beech Wealth Management also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

Summary of Material Changes

The Copper Beach Wealth Management Brochure has been updated with the following material change that has occurred since the last annual update of our brochure on March 28, 2011.

As noted in the Advisory Business section, Assets under management have increased from \$106 million to \$173 million. This includes discretionary assets of approximately \$129 million, and non discretionary assets of approximately \$44 million. This change is due to asset level changes, and inclusion of additional investment management services.

In addition, the Brochure has been updated to include dual registration disclosures regarding one of our advisors, Gary Lannen, who is also an investment adviser representative of GHD Wealth Management, LLC.

Our current brochure and supplements may be obtained by contacting William J. Brown, Chief Compliance Officer at

248.203.2030 or [wjbrown@copperbeechwm.com](mailto:wjbrown@copperbeechwm.com).

We will provide you with a new brochure at any time without charge.

Additional information about us is also available via the SEC’s website: [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

The SEC’s website also provides information about any persons affiliated with Copper Beech who are registered as investment adviser representatives (“your advisory representative”) of Copper Beech. Information on our investment adviser representatives who work with your account can be found in our brochure supplements

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## ***Advisory Business***

Copper Beech Wealth Management is a DBA of Copper Beech Tree a Limited Liability Company organized under the laws of Michigan. William Brown and Scott Berry founded the Bloomfield Hills, MI based investment advisory firm in 2009 and are the principal owners.

We provide investment management and financial planning services to individuals, corporations or partnerships, trusts, employee benefit plans, and other investment advisers. We offer a preliminary complimentary meeting to determine if an advisory relationship is appropriate.

### *Financial Planning Services*

We offer personal financial planning services on a fixed fee basis. Each person associated with Copper Beech has specific skills and proficiencies in at least one of several critical and inter-related disciplines. These disciplines are brought together as we construct your plan. A financial plan may include analysis and advice on areas of personal finance and some areas of business finance. We utilize in depth personal meetings to gather information from you which may include past financial and/or investment history, present financial position, age, risk tolerance, economic goals and your objectives. We may also review certain documents that you provide, such as wills, insurance policies, and other financial related documents.

During the time of engagement, you are obligated to notify us promptly if you experience a change in financial conditions in order to provide us the opportunity to make changes in advice or strategies and if changes are required, there may be additional fees involved.

We will develop a financial plan geared toward assisting you in achieving your stated goals and objectives. You may choose to implement any portion or none of the plan at your sole discretion. We will not provide ongoing investment management under the financial planning agreement; however, you will be able to engage us to conduct a review of investment accounts on a periodic or annual basis for the fee rate range noted below.

Since the planning services provided are limited to address only certain components of the typical financial process, the services provided may not address all of your circumstances and undisclosed investments or liabilities. Neither we nor your advisory representative practice law or accounting. It is your responsibility to understand the need to secure the services of other professional advisors when necessary.

### *Investment Advisory Program*

We act as portfolio managers for the program. We work with you to identify your investment goals and objectives as well as risk tolerance in order to create an initial portfolio allocation designed to complement your financial situation and

personal circumstances. Based upon your needs, time horizon and risk tolerance; we place you into one or more specific portfolios.

The portfolios include a separate account of high yielding stocks, a separate account of large cap stocks, a portfolio of fixed income mutual funds, and a portfolio of diversified equity mutual funds. However, you have the opportunity to place reasonable restrictions on the type of investments to be held in the portfolio. Investment Advisory Program accounts are managed on a discretionary basis. The utilization of discretion extends to arrangements where we function as a third party asset manager for the clients of unaffiliated investment advisers.

#### *Pension Consulting Services*

We provide consulting services to pension and 401K plan sponsors. Such services may involve asset allocation reviews, performance monitoring, portfolio structure analysis, meeting with plan participants, fund selection and conducting education and enrollment meetings. We may also provide assistance in the selection of third party administrators and custodians. We use an established set of criteria to determine an initial selection of suitable mutual funds to make up the offered plan. We will then use additional qualitative and quantitative measures to make the final selection. The final grouping of funds offered will be determined based upon how well each fund complements the

overall diversification, return and risk parameters of the plan.

We may develop model portfolios representing different levels of risk which participants may select from once they have completed a risk analysis questionnaire. We will also provide a quarterly review of fund performance and an annual fund review meeting.

In addition, we may serve the role of advisory representative to the plan. In that role, we are responsible for solicitation of new business, proposal development, client meetings, client presentations, and client communication. We are also responsible for 401(k) participant enrollment meetings, periodic site visits, engagement fulfillment, and plan sponsor communication.

In providing investment advice to you and all of our clients, we consider:

- your financial situation,
- risk tolerance,
- investment horizon,
- liquidity needs,
- tax considerations,
- investment objectives, and
- any other issues important to your state of affairs.

You should notify us promptly if there are any changes in your financial situation or investment objectives or if you wish to impose any reasonable restrictions upon the management of your account.

As of January 31, 2012, we managed

client assets of approximately \$129 million on a discretionary basis, and \$44 million on a non-discretionary basis.

## ***Fees and Compensation***

We offer our services on a fee-only basis. All fees are negotiable at our sole discretion. Our investment advisory and unaffiliated asset management fees are calculated based upon the market value of the assets in your account on the last day of the previous quarter.

Broker-dealers and other financial institutions that hold client accounts are referred to as custodians (“custodian/broker-dealer”). Your custodian/broker-dealer determines the values of the assets in your portfolio.

Fees for the initial quarter are based on the value of your cash and securities on the date the custodian/broker-dealer receives them and are prorated based upon the number of calendar days in the calendar quarter that our agreement is in effect. Our fee schedules are described in the following paragraphs.

### *Financial Planning Service Fees*

Fees typically range between \$2,500 and \$50,000. Planning fees are generally due upon the delivery of services. For first time engagements or for larger projects, a 50% retainer fee will generally be required. It is anticipated that all services will be completed within six months of engagement.

In addition, you may engage us for a consulting fee for business consultation services pertaining to shareholder agreements, operating agreements, captive insurance arrangements, employee retention agreements and compensation arrangements. You will receive a written report of your specifications as well as our recommendations.

Fees for financial planning services are directly billed to you. Financial planning services terminate automatically upon the delivery of the agreed upon services.

### *Investment Advisory Program Fees*

For investment management services, the initial fee is payable when the advisory account is established, pro-rated for the first partial quarter, if any. Thereafter, fees will be payable on the first day of each calendar quarter based on the asset value of the account as of the last business day of the prior quarter. Additional deposits and withdrawals to the account are subject to the same fee procedures. However, no advisory fees will be charged on any mutual funds, unit investment trusts, annuities, or any other products which were purchased within the past two years if your advisory representative was paid a commission in their role as a registered representative.

This program is only offered on a wrap fee basis in which commissions and transaction fees are included within the advisory fees paid by the client. Additional information about this

program and the fees charged can be found in Part 2A Appendix 1 of Form ADV with which we provide all interested parties.

#### *Pension Consulting Fees*

Management fees for consulting services to pension and 401k plans are as follows:

<u>Plan Assets</u>	<u>Fee based on plan assets</u>
\$0 to 50 million	10 – 40 basis points
Over 50 million	5 basis points

Management fees for consulting services to pension and 401k plans where we may also serve in the role of advisory representative to the plan are as follows:

<u>Assets Under Management</u>	<u>Advisory Fee</u>
\$0 to \$5,000,000	0.60%
\$5,000,001 to \$10,000,000	0.50%
\$10,000,001 to \$25,000,000	0.40%
\$25,000,001 to 50,000,000	0.30%
\$50,000,001 and up	0.20%

Pension consulting fees may be paid from plan assets or directly by the plan sponsor as noted in the advisory agreement. For the investment advisory program, you must authorize us to have the custodian/broker-dealer pay us directly by charging your account. This authorization must be provided in writing.

Your custodian/broker-dealer provides you with statements that show the amount paid directly to us. You should verify the calculation of our fees. Your custodian/broker-dealer does not verify the accuracy of fee calculations.

In addition to our fee, you may be required to pay additional charges to other entities such as:

- custodial fees,
- brokerage commissions,
- transaction fees,
- SEC fees,
- internal fees and expenses charged by mutual funds or exchange traded funds (“ETFs”), and
- other fees and taxes on brokerage accounts and securities transactions.

Mutual fund companies, ETFs, and variable annuity issuers charge internal fees and expenses for their products. These fees and expenses are in addition to any advisory fees charged by us. Complete details of these internal fees and expenses are explained in the prospectuses for each investment. You are strongly encouraged to read these explanations before investing any money. You may ask us any questions you have about fees and expenses.

If you purchase mutual funds through the custodian/broker-dealer, you may pay a transaction fee that would not be charged if the transactions were made directly through the mutual fund company. Also, mutual funds held in

accounts at brokerage firms may pay internal fees that are different from funds held at the mutual fund company.

While you may purchase shares of mutual funds directly from the mutual fund company without a transaction fee, those investments would not be part of our advisory relationship with you. This means that they would not be included in our investment strategies, investment performance monitoring, or portfolio reallocations.

Please be sure to read the section entitled “Brokerage Practices,” which follows later in this brochure.

You must pay our advisory fees in advance of receiving our services. Should you terminate the advisory agreement we have entered into within five (5) business days from the date the agreement is executed, you will receive a full refund of any fees paid.

Should either one of us terminate the advisory agreement we have entered into before the end of a billing period, any unearned fees that were deducted from your account will be returned to you by us. The amount refunded to you is calculated by dividing the most recent advisory fee you paid by the total number of days in the quarter. This daily fee is then multiplied by the number of calendar days in the quarter that our agreement was in effect. This amount, which equals the amount we earned for the partial quarter, is subtracted from the total fee you paid in advance to

determine your refund.

You may terminate fixed fee 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, you may terminate upon our receipt of your written notice to terminate. You will be responsible for any time that we spend in providing you advisory services or analyzing your situation.

Our advisory representatives may be registered representatives of American Portfolio Financial Services, Inc. (“APFS”), a registered broker/dealer, member FINRA/SIPC, and investment adviser representatives of American Portfolio Advisors (“APA”) a registered investment advisor. If you choose to implement your financial plan through APFS, commissions may be earned by your financial advisor in addition to any fees paid for advisory services. In addition, the financial advisor may be entitled to a portion of the internal expense fees (such as 12b-1 fees) charged by mutual funds.

Our advisory representatives are also licensed with various insurance companies. Commissions may be earned by our financial advisors if insurance products are purchased through these insurance companies.

Our advisory representatives may also recommend various asset management firms. If you establish an investment

advisory relationship with one of these firms, our financial advisors may share in the advisory fees you pay to these asset management firms.

One of our advisors, Gary Lannen, is also registered as an investment adviser representative of GHD Wealth Management, LLC. If Mr. Lannen is your advisory representative, he shares in the advisory fees you pay to the firm he is representing to you.

The above arrangements present a conflict of interest because they create an incentive to make recommendations based upon the amount of compensation we receive rather than based upon your needs. We will explain the specific costs associated with any recommended investments with you upon request. We also recommend no-load and load-waived mutual funds to further reduce conflicts of interest. Additionally, you have the option to purchase investment and insurance products through other brokers or agents who are not affiliated with us.

### ***Performance-Based Fees***

Performance-based fees are designed to give a portion of the returns of an investment to the investment adviser as a reward for positive performance. The fee is generally a percentage of the profits made on the investments. We do not charge performance-based fees on any of our client accounts.

### ***Types of Clients***

We provide advisory services primarily to individuals and high net worth individuals, including their trusts, estates and retirement accounts, as well as corporations or business entities including their pension and profit sharing plans. As a condition for starting and maintaining an advisory relationship, we generally require a minimum portfolio size of \$100,000.

We, at our sole discretion, may accept clients with smaller portfolios based upon certain factors including anticipated future earning capacity, anticipated future additional assets, account composition, related accounts, and pre-existing client relationships. We may consider the portfolios of your family members to determine if your portfolio meets the minimum size requirement.

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

We select specific investments for your portfolios through the use of fundamental analysis. Fundamental analysis is a method of evaluating a company that has issued a security by attempting to measure the value of its underlying assets. It entails studying overall economic and industry conditions as well as the financial condition and the quality of the company's management. Earnings, expenses, assets, and liabilities are all important in determining the value of a company. The value is then compared to the current price of the



issuing company's security to determine whether to purchase, sell or hold the security.

Our investment strategies may include long-term and short-term purchases and sales. You may place reasonable restrictions on the strategies to be employed in your portfolio and the types of investments to be held in your portfolio.

All investments involve risks that can result in loss:

- loss of principal,
- a reduction in earnings (including interest, dividends and other distributions), and
- the loss of future earnings.

Additionally, these risks may include:

- market risk,
- interest rate risk,
- issuer risk, and
- general economic risk.

Although we manage your portfolio in a manner consistent with your risk tolerances, we cannot guarantee that our efforts will be successful. You should be prepared to bear the risk of loss.

### ***Disciplinary Information***

We have not been the subject of any legal or disciplinary events that would be material to your evaluation of our business or the integrity of our management.

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

As explained under “Fees and Conditions” above, we are licensed as a registered representatives with APFS and as investment advisor representatives with APA. We are also licensed as an insurance agent with various insurance companies. These arrangements present a conflict of interest because they create an incentive to make recommendations based upon the amount of compensation your advisory representative can receive rather than based upon your needs.

As previously noted, we will explain the specific costs associated with any recommended investments with you upon request. We also recommend no-load and load-waived mutual funds to further reduce conflicts of interest. You have the option to purchase investment and insurance products through other brokers or agents who are not affiliated with us.

Our advisory representatives may also recommend various asset management firms. If you establish an investment advisory relationship with one of these firms, our financial advisors may share in the advisory fees you pay to these asset management firms.

Our advisory representative, Gary Lannen, is also registered as an investment adviser representative of GHD Wealth Management, LLC. If Mr. Lannen is your advisory representative, he shares in the advisory

fees you pay to the firm he is representing to you.

Because the compensation we receive may vary depending upon the adviser selected, we may have a conflict of interest in recommending certain advisers to you. To address this potential conflict we consider the following factors in the selection of an unaffiliated manager:

- the management style, performance, reputation, pricing and reporting capabilities of the unaffiliated investment manager;
- your risk tolerance, goals and objectives, as well as investment experience;
- the amount of assets you have available for investment; and
- our familiarity and preference for a particular manager.

You are under no obligation to follow our recommendations.

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

We have adopted a Code of Ethics (“Code”) to address the securities-related conduct of our advisory representatives and employees. The Code includes our policies and procedures developed to protect your interests in relation to the following:

- the duty at all times to place your interests ahead of ours;

- all personal securities transactions of our advisory representatives and employees must be conducted in a manner consistent with the Code and avoid any actual or potential conflict of interest or any abuse of an advisory representative’s or employee’s position of trust and responsibility;
- advisory representatives may not take inappropriate advantage of their positions;
- information concerning the identity of your security holdings and financial circumstances are confidential; and
- independence in the investment decision-making process is paramount.

We will provide a copy of the Code to you or any prospective client upon request.

We do not buy or sell securities for our firm that we also recommend to clients. Our advisory representatives and employees are permitted to buy or sell the same securities for their personal and family accounts that are bought or sold for your account(s). The personal securities transactions by advisory representatives and employees may raise potential conflicts of interest when they trade in a security that is:

- owned by you or
- considered for purchase or sale for you.

We have adopted policies and procedures that are intended to address

these conflicts of interest. These policies and procedures:

- require our advisory representatives and employees to act in your best interest,
- prohibit favoring one client over another, and
- provide for the review of transactions to discover and correct any same-day trades that result in an advisory representative or employee receiving a better price than a client.

Advisory representatives and employees must follow our procedures when purchasing or selling the same securities purchased or sold for you.

### ***Brokerage Practices***

We may recommend that the broker-dealer/custodian for your account be Pershing, LLC (“Pershing”). Pershing will assist us in servicing your accounts. We are independently owned and operated and not affiliated with Pershing. Our use of Pershing is, however, a beneficial business arrangement for us and for Pershing. Information regarding the benefits of this relationship is described below.

In recommending Pershing as custodian and as the securities brokerage firm responsible for executing transactions for your portfolios, we consider at a minimum Pershing’s:

- existing relationship with us,

- financial strength,
- reputation,
- reporting capabilities,
- execution capabilities,
- pricing, and
- types and quality of research.

The determining factor in the selection of Pershing to execute transactions for your accounts is not the lowest possible transaction cost, but whether Pershing can provide what is in our view the best qualitative execution for your account.

Pershing provides us with access to its institutional trading and custody services, which includes:

- brokerage,
- custody,
- research, and
- access to mutual funds and other investments that are otherwise generally available only to institutional investors or would require a significantly higher minimum initial investment.

We are not required to place a minimum volume of transactions or maintain a minimum dollar amount of client assets to receive these services.

Pershing does not charge separately for holding our clients accounts, but may be compensated by you through other transaction-related fees associated with the securities transactions it executes for your accounts.

Pershing also makes available to us other products and services that benefit us but may not benefit you directly. Some of these products and services assist us in managing and administering our client accounts, such as software and other technology that:

- provide access to account data such as:
  - duplicate trade confirmations,
  - bundled duplicate account statements, and
  - access to an electronic communication network for client order entry and account information;
- facilitate trade execution, including:
  - access to a trading desk serving advisory participants exclusively and
  - access to block trading which provides the ability to combine securities transactions and then allocate the appropriate number of shares to each individual account;
- provide research, pricing information and other market data;
- facilitate payment of our fees from client accounts; and
- assist with back-office functions, record keeping and client reporting; and
- receipt of compliance publications.

Pershing also makes available to us other services intended to help us manage and further develop our business. These services may include:

- consulting,
- publications and conferences on practice management,
- information technology,
- business succession,
- regulatory compliance, and
- marketing.

Pershing may also make available or arrange for these types of services to be provided to us by independent third parties. Pershing may discount or waive the fees it would otherwise charge for some of the services it makes available to us. It may also pay all or a part of the fees of a third party providing these services to us. Thus, we receive economic benefits as a result of our relationship with Pershing, because we do not have to produce or purchase the products and services listed above.

Because the amount of our compensation or the products or services we receive may vary depending on the custodian/broker-dealer we recommend to be used by our clients, we may have a conflict of interest in making that recommendation. Our recommendation of specific custodian/broker-dealers may be based in part on the economic benefit to us and not solely on the nature, cost or quality of custody and brokerage services provided to you and our other clients. We nonetheless strive to act in your best interests at all times.

Commissions and other fees for transactions executed through Pershing

may be higher than commissions and other fees available if you use another custodian/broker-dealer firm to execute transactions and maintain custody of your account. We believe, however, that the overall level of services and support provided to our clients by Pershing outweighs the benefit of possibly lower transactions cost which may be available under other brokerage arrangements.

Many of the services described above may be used to benefit all or a substantial number of our accounts, including accounts not maintained at or through Pershing. We do not attempt to allocate these benefits to specific clients. Access to Pershing, its systems, trading platform, and research is through APFS.

We may engage in bunched trading, which is the purchase or sale of a security for the accounts of multiple clients in a single transaction. If a bunched trade is executed, each participating client receives a price that represents the average of the prices at which all of the transactions in a given bunch were executed. Executing a bunched trade allows transaction costs to be shared equally and on a pro rata basis among all of the participating clients. If the order is not completely filled, the securities purchased or sold are distributed among participating clients on a pro rata basis or in some other equitable manner.

Bunched trades are placed only when we reasonably believe that the combination of the transactions provides better prices for clients than had individual

transactions been placed for clients. Transactions for nondiscretionary client accounts are not bunched with transactions for discretionary client accounts. Transactions for the accounts of our employees and advisory representatives may be included in bunched trades. They receive the same average price and pay the same commissions and other transaction costs, as clients. Transactions for the accounts of our advisory representatives or employees will not be favored over transactions for client accounts.

We are not obligated to include any client account in a bunched trade. Bunched trades will not be effected for any client's account if doing so is prohibited or otherwise inconsistent with that client's investment advisory agreement. No client will be favored over any other client.

## ***Review of Accounts***

A comprehensive review of all accounts is conducted by members of the Investment Committee on a quarterly, semi-annually, or annual basis. The reviews focus on consistency of portfolio investments with investment objectives and risk tolerances. In addition, investment constraints are considered and tested with portfolio holdings. These constraints include:

- time horizon,
- liquidity needs,
- tax considerations,

- legal/regulatory constraints and
- any other unique circumstances.

Additionally, accounts are reviewed on a transaction, monthly, quarterly or annual basis, as needed to account for changes in general economic and market conditions, analyst reports, company news and interest rate movement. On a quarterly basis, performance is reviewed by the Investment Committee as a whole to monitor consistency with appropriate benchmarks.

### ***Client Referrals and Other Compensation***

We do not directly or indirectly compensate any person who is not one of our advisory representatives or employees for client referrals.

We receive certain economic benefits as a result of our participation in Pershing's institutional program. Those benefits are described in detail in the preceding section entitled "Brokerage Practices."

Advice that we offer may involve investment in mutual funds. Load and no-load mutual funds may pay annual distribution charges, sometimes referred to as 12b-1 fees. Payment of these fees is included in the expense ratios of the mutual funds. These 12b-1 fees come from fund assets, and thus, indirectly from your assets. 12b-1 fees may be initially paid to APFS, and a portion allocated to us. The receipt of these fees could represent an incentive for us to recommend funds with 12b-1 fees or

higher 12b-1 fees over funds with no fees of lower fees, therefore creating a potential conflict of interest.

We may receive commissions from the sale of insurance products and services, working with various insurance companies. Sales transactions will be completed only by licensed agents. You are under no obligation to purchase any insurance products and/or services through us.

### ***Custody***

We do not act as the qualified custodian for your accounts. You will receive statements from the custodian/broker-dealer that holds your investment account on at least a quarterly basis. We urge you to carefully review these statements. You should verify that the transactions in your account are consistent with your investment goals and the objectives for your account. We also encourage you to contact your advisory representative or our Chief Compliance Officer should you have any questions or concerns regarding your account.

### ***Investment Discretion***

We offer our advisory services on a discretionary basis. This means that we do not need advance approval from you to determine the type and amount of securities to be bought and sold for your accounts. We do not, however, have the ability to choose the broker-dealer through which transactions will be

executed. Additionally, we do not have the ability to withdraw funds from your account (other than to withdraw our advisory fees which, may only be done with your prior written authorization.)

This discretion is used in a manner consistent with the stated investment objectives for your account, if you have given us written authorization to do so. We only exercise discretion in accounts where we have been authorized by you. This authorization is typically included in the investment advisory agreement you enter into with us.

### ***Voting Client Securities***

We do not take any action or give any advice with respect to voting of proxies solicited by or with respect to the issuers of securities in which your accounts may be invested. In addition, we do not take any action or give any advice with respect to any securities held in any accounts that are named in or subject to class action

lawsuits. We will, however, forward to you any information received by us regarding proxies and class action legal matters involving any securities held in your accounts.

### ***Financial Information***

We have no financial commitment that impairs our ability to meet contractual and fiduciary commitments to you and we have not been the subject of a bankruptcy proceeding.

William J. Brown

***Copper Beech Wealth Management***

***33 Bloomfield Hills Parkway***

***Suite 100***

***Bloomfield Hills, MI***

***48304***

***248.203.2030***

Brochure Supplement

March 28, 2011

**This brochure supplement provides information about William Brown that supplements the Copper Beech Wealth Management brochure. You should have received a copy of that brochure. Please contact Scott Berry, Chief Investment Officer, if you did not receive Copper Beech Wealth Management's brochure or if you have any questions about the contents of this supplement.**

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



## ***Educational Background and Business Experience***

William J. Brown

*Year of birth:* 1959

*Formal education includes:*

- University of Michigan; BBA  
1981

*Business background includes:*

- Copper Beech Wealth Management – Managing Member/Chief Compliance Officer (09/09 – Present)
- American Portfolio Financial Services, Inc (“APFS”); Registered Representative (11/09 – Present)
- American Portfolio Advisors, Inc. (“APA”) – Investment Adviser Representative (11/09 – Present)
- Brown, Thomas & Co., L.L.C.; Managing Member(01/02 – 09/09)
- FSC, Registered Representative (08/06 – 11/09)
- Lincoln Financial Advisors Corporation, Registered Representative (06/98-08/06)

*Professional Designations include:*

ChFC - The Chartered Financial Consultant® (ChFC) designation program focuses on the comprehensive financial planning process as an

organized way to collect and analyze information on a client's total financial situation; to identify and establish specific financial goals; and to formulate, implement, and monitor a comprehensive plan to achieve those goals.

The ChFC program provides financial planners and others in the financial services industry with in-depth knowledge of the skills needed to perform comprehensive financial planning for their clients.

Candidates must pass an examination for the following six required courses and two elective courses to earn the ChFC designation:

### Required Courses

- Financial Planning: Process and Environment
- Fundamentals of Insurance Planning
- Income Taxation
- Planning for Retirement Needs
- Investments
- Fundamentals of Estate Planning
- Financial Planning Applications

### Elective Courses

- The Financial System in the Economy
- Estate Planning Applications

➤ Financial Decisions for Retirement

As a general rule, candidates should plan to spend 50-70 hours studying for each course. The program can be completed as quickly as a candidate desires, but most students complete their designation requirements within 15-24 months.

Each exam is a two-hour, 100 question, computer-administered exam. National exams are given throughout the year at local testing centers

Candidates must meet experience requirements and ethical standards, including three years of business experience immediately preceding the date of use of the designation are required; an undergraduate or graduate degree from an accredited educational institution qualifies as one year of business experience and, when using formal education as qualifying experience, the remaining two years must immediately precede the date of the award.

Each designee who falls in one of the following categories must complete 30 hours of continuing education every two years. If you do not fall into one of these categories, you are exempt from CE requirements:

- Licensed insurance agent/broker/consultant
- Licensed security representative/registered investment advisor

- Financial consultant, attorney, accountant, employee benefits specialist, and any other individual who provides insurance, employee benefits, financial planning, or estate planning advice and counsel to the public

CLU - The Chartered Life Underwriter® (CLU) designation is a professional credential offer to persons through the CLU program that provides insights into the life insurance business, its importance to the economy, its operation and distribution systems, and its resurging importance for safe and secure investments.

Candidates must pass an examination for the following five required courses and three elective courses to earn the designation:

Required Courses

- Fundamentals of Insurance Planning
- Individual Life Insurance
- Life Insurance Law
- Fundamentals of Estate Planning
- Planning for Business Owners and Professionals

Elective Courses

- Financial Planning: Process and Environment

- Individual Health Insurance
- Income Taxation
- Group Benefits
- Planning for Retirement Needs
- Investments
- Estate Planning Applications

Candidates must pass a test that is a two-hour, 100 question, computer-administered exam. National exams are given throughout the year.

Candidates must meet experience requirements and ethical standards, including three years of business experience immediately preceding the date of use of the designation are required; an undergraduate or graduate degree from an accredited educational institution qualifies as one year of business experience and, when using formal education as qualifying experience, the remaining two years must immediately precede the date of the award.

Each designee who falls in one of the following categories must complete 30 hours of continuing education every two years. If you do not fall into one of these categories, you are exempt from CE requirements:

- Licensed insurance agent/broker/consultant
- Licensed security representative/registered investment advisor
- Financial consultant, attorney, accountant, employee benefits

specialist, and any other individual who provides insurance, employee benefits, financial planning, or estate planning advice and counsel to the public

### ***Disciplinary Information***

William Brown has not been the subject of any legal or disciplinary event.

### ***Other Business Activities***

Mr. Brown is a licensed insurance agent. Mr. Brown is also a registered representative and investment adviser representative of APFS and APA. If transactions are conducted as their representative or agent, he may earn fees and commissions in addition to any fees paid to us.

Advice Mr. Brown offers may involve investment in mutual funds. Load and no-load mutual funds may pay annual distribution charges, sometimes referred to as 12b-1 fees. Payment of these fees is included in the expense ratios of the mutual funds. These 12b-1 fees come from fund assets, and thus, indirectly from your assets. 12b-1 fees may be initially paid to APFS, and a portion allocated to us. The receipt of these fees could represent an incentive for us to recommend funds with 12b-1 fees or higher 12b-1 fees over funds with no fees or lower fees, therefore creating a potential conflict of interest.

The above arrangements present a

conflict of interest because they create an incentive to make recommendations based upon the amount of compensation we receive rather than based upon your needs. We will explain the specific costs associated with any recommended investments with you upon request. We also recommend no-load and load-waived mutual funds to further reduce conflicts of interest. Additionally, you have the option to purchase investment and insurance products through other brokers or agents who are not affiliated with us.

### ***Additional Compensation***

Mr. Brown receives additional compensation for his activities as a registered representative of a broker-dealer and as an insurance agent. This compensation is described under “Other Business Activities” above.

### ***Supervision***

Mr. Brown is supervised by Scott Berry, Chief Investment Officer. Mr. Berry can be reached at 248.203.2030.

We supervise Mr. Brown by requiring that he adhere to our processes and

procedures as described in our firm’s Code of Ethics. We will monitor the advice that Mr. Brown gives to you by performing the following reviews:

- A review of relevant account opening documentation when the relationship is established
- A daily review of account transactions,
- Review custodial information on a quarterly basis to assess account activity,
- Perform annual oversight to ensure that Mr. Brown is aware of your current financial situation, objectives, and individual investment needs
- A review of client correspondence on an as needed basis.

D. Scott Berry

***Copper Beech Wealth Management***

***33 Bloomfield Hills Parkway  
Suite 100  
Bloomfield Hills, MI  
48304  
248.203.2030***

**Brochure Supplement**

March 28, 2011

**This brochure supplement provides information about Scott Berry that supplements the Copper Beech Wealth Management brochure. You should have received a copy of that brochure. Please contact William Brown, Chief Compliance Officer, if you did not receive Copper Beech Wealth Management's brochure or if you have any questions about the contents of this supplement.**

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

## **Educational Background and Business Experience**

Scott Berry

*Year of birth:* 1971

*Formal education includes:*

- Purdue University;  
Management/Finance 1993

*Business background includes:*

- Copper Beech Wealth Management – Chief Investment Officer (09/09 – Present)
- American Portfolio Financial Services, Inc.; Registered Representative (11/09 – Present)
- FSC Securities, Inc.; Register Representative (08/08 – 09/09)
- Morningstar, Inc., Associate Director of Mutual Fund Analysis and Editor of Morningstar Mutual Funds (07/99 – 07/08)

*Professional Designations include:*

Chartered Financial Analyst (CFA) - Candidates must pass each of three six-hour exams, possess a bachelor's degree from an accredited institution (or have equivalent education or work experience) and have 48 months of qualified, professional work experience. They are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## **Disciplinary Information**

Scott Berry has not been the subject of any legal or disciplinary event.

## **Other Business Activities**

Mr. Berry is also a registered representative of APFS and APA. If transactions are conducted as their representative or agent, he may earn fees and commissions in addition to any fees paid to us.

Advice Mr. Berry offers may involve investment in mutual funds. Load and no-load mutual funds may pay annual distribution charges, sometimes referred to as 12b-1 fees. Payment of these fees is included in the expense ratios of the mutual funds. These 12b-1 fees come from fund assets, and thus, indirectly from your assets. 12b-1 fees may be initially paid to APFS, and a portion allocated to us. The receipt of these fees could represent an incentive for us to recommend funds with 12b-1 fees or higher 12b-1 fees over funds with no fees or lower fees, therefore creating a potential conflict of interest.

The above arrangements present a conflict of interest because they create an incentive to make recommendations based upon the amount of compensation we receive rather than based upon your needs. We will explain the specific costs associated with any recommended investments with you upon request. We also recommend no-load and load-waived mutual funds to further reduce

conflicts of interest. Additionally, you have the option to purchase investment and insurance products through other brokers or agents who are not affiliated with us.

### ***Additional Compensation***

Mr. Berry receives additional compensation for his activities as a registered representative of a broker-dealer. This compensation is described under “Other Business Activities” above.

### ***Supervision***

Mr. Berry is supervised by William Brown, Chief Compliance Officer. Mr. Brown can be reached at 248.203.2030.

We supervise Mr. Berry by requiring that he adhere to our processes and

procedures as described in our firm’s Code of Ethics. We will monitor the advice that Mr. Berry gives to you by performing the following reviews:

- A review of relevant account opening documentation when the relationship is established
- A daily review of account transactions,
- Review custodial information on a quarterly basis to assess account activity,
- Perform annual oversight to ensure that Mr. Berry is aware of your current financial situation, objectives, and individual investment needs
- A review of client correspondence on an as needed basis.

Jason J. Demery

***Copper Beech Wealth Management***

***33 Bloomfield Hills Parkway  
Suite 100  
Bloomfield Hills, MI  
48304  
248.203.2030***

**Brochure Supplement**

March 28, 2011

**This brochure supplement provides information about Jason Demery that supplements the Copper Beech Wealth Management brochure. You should have received a copy of that brochure. Please contact Scott Berry, Chief Investment Officer, if you did not receive Copper Beech Wealth Management's brochure or if you have any questions about the contents of this supplement.**

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



## **Educational Background and Business Experience**

Jason Demery

*Year of birth:* 1952

*Formal education includes:*

- University of Detroit; BS, Economics and Finance 1974

*Business background includes:*

- Copper Beech Wealth Management – Investment Advisory Representative (2010 – Present)
- FSC Securities, Inc.; Registered Representative (2006 – 2010)
- Lincoln Financial Advisors Corporation, Registered Representative (1994 – 2006)

## **Disciplinary Information**

Jason Demery has not been the subject of any legal or disciplinary event.

## **Other Business Activities**

Mr. Demery is a licensed insurance agent. You are under no obligation to purchase insurance products through us; however, if transactions are conducted, we may earn commissions in addition to any fees paid to us.

## **Additional Compensation**

Mr. Demery receives additional compensation for his activities as an insurance agent. This compensation is described under “Other Business Activities” above.

## **Supervision**

Mr. Demery is supervised by William Brown, Chief Compliance Officer. Mr. Brown can be reached at 248.203.2030.

We supervise Mr. Demery by requiring that he adhere to our processes and procedures as described in our firm’s Code of Ethics. We will monitor the advice that Mr. Demery gives to you by performing the following reviews:

- A review of relevant account opening documentation when the relationship is established
- A daily review of account transactions,
- Review custodial information on a quarterly basis to assess account activity,
- Perform annual oversight to ensure that Mr. Demery is aware of your current financial situation, objectives, and individual investment needs
- A review of client correspondence on an as needed basis.

Patrick J. Mason

***Copper Beech Wealth Management***

***33 Bloomfield Hills Parkway  
Suite 100  
Bloomfield Hills, MI  
48304  
248.203.2030***

Brochure Supplement

March 28, 2011

**This brochure supplement provides information about Patrick Mason that supplements the Copper Beech Wealth Management brochure. You should have received a copy of that brochure. Please contact William Brown, Chief Compliance Officer, if you did not receive Copper Beech Wealth Management's brochure or if you have any questions about the contents of this supplement.**

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

## **Educational Background and Business Experience**

Patrick Mason

*Year of birth:* 1938

*Formal education includes:*

- Ferris State University, BS  
Business Administration 1960

*Business background includes:*

- Copper Beech Wealth Management – Investment Advisory Representative (09/09 – Present)
- American Portfolio Financial Services, Inc.; Registered Representative (11/09 – Present)
- Brown, Thomas & Co., L.L.C.; Associate (03/08 – 09/09)
- FSC Securities Corporation, Registered Representative (03/08-11/09)
- Octagon Associates, Associate (10/72-03/08)
- Securian Financial, Registered Representative (01/95-03/08)

*Professional Designations include:*

**Chartered Financial Consultant** - The Chartered Financial Consultant® (ChFC) designation program focuses on the comprehensive financial planning process as an organized way to collect and analyze information on a client's total financial situation; to identify and

establish specific financial goals; and to formulate, implement, and monitor a comprehensive plan to achieve those goals.

The ChFC program provides financial planners and others in the financial services industry with in-depth knowledge of the skills needed to perform comprehensive financial planning for their clients.

Candidates must pass an examination for the following six required courses and two elective courses to earn the ChFC designation:

### Required Courses

- Financial Planning: Process and Environment
- Fundamentals of Insurance Planning
- Income Taxation
- Planning for Retirement Needs
- Investments
- Fundamentals of Estate Planning
- Financial Planning Applications

### Elective Courses

- The Financial System in the Economy
- Estate Planning Applications
- Financial Decisions for Retirement

As a general rule, candidates should plan to spend 50-70 hours studying for each course. The program can be completed as quickly as a candidate desires, but

most students complete their designation requirements within 15-24 months. Each exam is a two-hour, 100 question, computer-administered exam. National exams are given throughout the year at local testing centers

Candidates must meet experience requirements and ethical standards, including three years of business experience immediately preceding the date of use of the designation are required; an undergraduate or graduate degree from an accredited educational institution qualifies as one year of business experience and, when using formal education as qualifying experience, the remaining two years must immediately precede the date of the award.

Each designee who falls in one of the following categories must complete 30 hours of continuing education every two years. If you do not fall into one of these categories, you are exempt from CE requirements:

- Licensed insurance agent/broker/consultant
- Licensed security representative/registered investment advisor
- Financial consultant, attorney, accountant, employee benefits specialist, and any other individual who provides insurance, employee benefits, financial planning, or estate planning advice and counsel to the public

**The Chartered Life Underwriter® (CLU)** designation is a professional

credential for persons involved in the protection, accumulation, preservation, and distribution of the economic values of human life.

The CLU program provides insights into the life insurance business, its importance to the economy, its operation and distribution systems, and its resurging importance for safe and secure investments.

### Curriculum

Candidates must pass an examination for the following five required courses and three elective courses to earn the designation:

#### Required Courses

- Fundamentals of Insurance Planning
- Individual Life Insurance
- Life Insurance Law
- Fundamentals of Estate Planning
- Planning for Business Owners and Professionals

#### Elective Courses

- Financial Planning: Process and Environment
- Individual Health Insurance
- Income Taxation
- Group Benefits
- Planning for Retirement Needs
- Investments
- Estate Planning Applications

As a general rule, candidates should plan to spend 50-70 hours studying for each course. The program can be completed

as quickly as a candidate desires, but most students complete their designation requirements within 15-24 months.

### Examination Requirements

Each exam is a two-hour, 100 question, computer-administered exam.

### Additional Requirements

Candidates must meet experience requirements and ethical standards, including three years of business experience immediately preceding the date of use of the designation are required; an undergraduate or graduate degree from an accredited educational institution qualifies as one year of business experience and, when using formal education as qualifying experience, the remaining two years must immediately precede the date of the award.

### Continuing Education Requirements

Each designee who falls in one of the following categories must complete 30 hours of continuing education every two years. If you do not fall into one of these categories, you are exempt from CE requirements:

- Licensed insurance agent/broker/consultant
- Licensed security representative/registered investment advisor
- Financial consultant, attorney, accountant, employee benefits specialist, and any other individual

who provides insurance, employee benefits, financial planning, or estate planning advice and counsel to the public

### ***Disciplinary Information***

Patrick Mason has not been the subject of any legal or disciplinary event.

### ***Other Business Activities***

Mr. Mason is a licensed insurance agent. You are under no obligation to purchase insurance products through us; however, if transactions are conducted, we may earn commissions in addition to any fees paid to us.

Mr. Mason is also a registered representative of APFS and APA. You are under no obligation to purchase or sell securities or advisory services through us; however, if transactions are conducted, we may earn commissions in addition to any fees paid to us.

### ***Additional Compensation***

Mr. Mason receives additional compensation for his activities as a registered representative of a broker-dealer and as an insurance agent. This compensation is described under “Other Business Activities” above.

### ***Supervision***

Mr. Mason is supervised by William

Brown, Chief Compliance Officer. Mr. Brown can be reached at 248.203.2030.

We supervise Mr. Mason by requiring that he adhere to our processes and procedures as described in our firm's Code of Ethics. We will monitor the advice that Mr. Mason gives to you by performing the following reviews:

- A review of relevant account opening documentation when the relationship is established
- A daily review of account transactions,
- Review custodial information on a quarterly basis to assess account activity,
- Perform annual oversight to ensure that Mr. Mason is aware of your current financial situation, objectives, and individual investment needs
- A review of client correspondence on an as needed basis.

Gary D. Lannen

***Copper Beech Wealth Management***

***33 Bloomfield Hills Parkway  
Suite 100  
Bloomfield Hills, MI  
48304  
248.203.2030***

**Brochure Supplement**

February 27, 2012

**This brochure supplement provides information about Gary Lannen that supplements the Copper Beech Wealth Management brochure. You should have received a copy of that brochure. Please contact William Brown, Chief Compliance Officer, if you did not receive Copper Beech Wealth Management's brochure or if you have any questions about the contents of this supplement.**

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

## **Educational Background and Business Experience**

Gary Lannen

*Year of birth:* 1956

*Formal education includes:*

- West Michigan University, BA – Business Administration 1978

*Business background includes:*

- Copper Beech Wealth Management – Investment Advisor Representative (12/09 – Present)
- GHD Wealth Management- Investment Adviser Representative (04/11 – present)
- American Portfolio Financial Services, Inc.; Registered Representative (11/09 – Present)
- FSC Securities Corporation, Inc.; Registered Representative (08/06 – 11/09)
- Lincoln Financial Advisors, Registered Representative (02/03 – 08/06)

## **Disciplinary Information**

Gary Lannen has not been the subject of any legal or disciplinary event.

## **Other Business Activities**

Mr. Lannen is a licensed insurance agent. He is an investment adviser

representative of GHB Wealth Management. Mr. Lannen is also a registered representative and investment adviser representative of APFS and APA. If transactions are conducted as their representative or agent, he may earn fees and commissions in addition to any fees paid to us.

Advice Mr. Lannen offers may involve investment in mutual funds. Load and no-load mutual funds may pay annual distribution charges, sometimes referred to as 12b-1 fees. Payment of these fees is included in the expense ratios of the mutual funds. These 12b-1 fees come from fund assets, and thus, indirectly from your assets. 12b-1 fees may be initially paid to APFS, and a portion allocated to us. The receipt of these fees could represent an incentive for us to recommend funds with 12b-1 fees or higher 12b-1 fees over funds with no fees of lower fees, therefore creating a potential conflict of interest.

The above arrangements present a conflict of interest because they create an incentive to make recommendations based upon the amount of compensation we receive rather than based upon your needs. We will explain the specific costs associated with any recommended investments with you upon request. We also recommend no-load and load-waived mutual funds to further reduce conflicts of interest. Additionally, you have the option to purchase investment and insurance products through other brokers or agents who are not affiliated with us.



## ***Additional Compensation***

Mr. Lannen receives additional compensation for his activities as a registered representative of a broker-dealer and as an insurance agent. This compensation is described under “Other Business Activities” above.

## ***Supervision***

Mr. Lannen is supervised by William Brown, Chief Compliance Officer. Mr. Brown can be reached at 248.203.2030.

We supervise Mr. Lannen by requiring that he adhere to our processes and procedures as described in our firm’s Code of Ethics. We will monitor the advice that Mr. Lannen gives to you by performing the following reviews:

- A review of relevant account opening documentation when the relationship is established
- A daily review of account transactions,
- Review custodial information on a quarterly basis to assess account activity,
- Perform annual oversight to ensure that Mr. Lannen is aware of your current financial situation,

objectives, and individual investment needs

- A review of client correspondence on an as needed basis.