



## RAM Investment Partners, LLC

dba

### Avier Wealth Advisors

Form ADV Part 2A

January 22, 2015

This Brochure, which is given to clients and prospective clients, provides information about the qualifications and business practices of RAM Investment Partners, LLC. The information in this brochure has not been approved or verified by the United State Securities and Exchange Commission or by any state securities authority. If you have any questions about the contents of this brochure, please contact us at the telephone number listed below.

RAM Investment Partners, LLC is an SEC Registered Investment Advisor. However, registration does not imply a certain level of skill or training.

**RAM Investment Partners, LLC**

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Additional information about RAM Investment Partners, LLC is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by using a unique identifying number, known as a CRD number. Our CRD number is 161077.

## 2. Material Changes

Our Brochure is available on our website, [www.ram-invest.com](http://www.ram-invest.com). You may also request a copy at any time by contacting our Chief Compliance Officer, Luellen H. Lockwood, MBA, CPA at 425.467.1011 or 888.200.7759 or via email at [lu@ram-invest.com](mailto:lu@ram-invest.com).

RAM Investment Partners, LLC updates this ADV Part 2A annually, or more frequently in the event of certain material changes. This section outlines and summarizes the specific changes made to this Brochure since our last update.

The following changes have been made to this disclosure brochure since our annual update on February 28, 2014 filing:

- We are no longer offering the Income Overlay Strategy,
- We no longer have any affiliation with Bob Bedritis,
- We have updated the ownership information in Item 4 to more accurately reflect the current ownership percentages.
- We have instituted an annual minimum management fee in Item 5.
- We have changed the fee schedule for held-away assets in Item 5.
- All state life and disability insurance licenses for RAM Investment Partners, LLC and affiliated persons were cancelled as of March 15, 2014, and we no longer offer life or disability policies through Highland Capital, on which we could receive a commission.
- We are now offering a Separately Managed Account Program to certain clients.
- We have changed our business name to Avier Wealth Advisors as of January 22, 2015.
- Kathryn Henningsen is no longer an employee of our firm as of January 19, 2015.

Going forward, we will ensure that you receive a summary of any material changes to our brochure within 120 days of our company's fiscal year-end. We may also provide updated disclosure information about material changes on a more frequent basis. Any summaries of changes will include the date of our initial filing until we do an annual update of our brochure.

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#### **4. Advisory Business**

In this Brochure, we use the terms Avier, us, we, and our to refer to RAM Investment Partners, LLC (dba Avier Wealth Advisors). As discussed in this item, we provide investment advisory services to individuals, families, pension and profit-sharing plans, trusts, corporations and business entities. In this Brochure, we refer to clients or prospective clients as either the client, you or your.

#### **Overview, History and Ownership**

RAM Investment Partners, LLC was founded by David K. Welty, CFP® (“Dave”) and Taylor E. Drake, CFA (“Taylor”) on January 23, 2012, by combining their individual companies. RAM Investment Partners, LLC is a Limited Liability Company under Washington State law. As of January 1, 2014, Retirement Asset Management, LLC [Dave’s company] owns 76.1% of RAM Investment Partners, LLC, ProVest Capital Management, LLC [Taylor’s company] owns 21.4%, and Taylor personally owns 2.5%. Our main office is located in Bellevue, Washington, and our branch office is located at 4900 Meadows Road, Suite 130, Lake Oswego, OR 97035. To better reflect the demographics of our client base going forward, we have changed our primary business name to Avier Wealth Advisors. We will still retain Retirement Asset Management as an additional business name, but it will no longer be our primary business name. Throughout this disclosure document, the acronym “RAM” has now been replaced with “Avier.”

#### **Types of Advisory Services**

Avier offers financial planning and investment advisory services to a wide range of individuals and families, Pension and Profit-sharing Plans, Corporations, and Businesses. We strive:

- to integrate the goals and objectives of our client, using assumptions that they provide, to create a financial plan. This process includes the completion of a risk tolerance/suitability questionnaire, which assists us with the selection of a portfolio optimization model.
- to give recommendations which focus on attempting to accomplish or client’s goals based on the information you provide.

We are committed to protecting the confidence and trust that our clients have placed in us and upholding our fiduciary responsibility of always placing your best interest before that of our firm and our employees.

#### **DESCRIPTION OF ADVISORY SERVICES**

When providing investment advice, we generally recommend the purchase of various mutual funds and exchange-traded funds/notes (“ETFs” and “ETNs”). We may also manage individual stocks or bonds for our clients depending on the particular needs and circumstances of the client.

All of our advice is tailored to your individual needs and goals. Through our financial planning process, we develop a customized plan. We are willing to accept direction from clients regarding specific investments and will hold specific securities in a client’s account as requested. We are also willing to report on

investments held away from us, as requested. Different fees may apply in these various instances; please refer to Item 5 for additional details.

We offer 6 portfolio management strategies:

- Conservative
- Moderate Growth
- Balanced
- Growth and Income
- Aggressive
- Tactical

Within these strategies, we use Mutual Funds and ETFs/ETNs, which may contain asset classes of domestic and international equities, emerging markets, fixed income and diversifiers. In most instances, we use open-ended mutual funds. These strategies and holdings may be further “customized,” based on your particular set of circumstances, as described below.

#### **Separately Managed Account Program**

For certain clients, we offer a separately managed account program (SMA), which uses an actively managed strategy. We manage the SMA and select the underlying subadvisors for the program based on our due diligence process. We will go through an analysis of your risk tolerance and investment objectives, as well as making sure that you fully understand the risks, tax implications and potential loss associated with this program. In addition, we will explain the subadvisor implementation process. Each subadvisor will have discretionary trading authority on the specific accounts that they individually manage and authority to deduct management fees via a limited power of attorney. Fees for this program are described in Item 5 below.

#### **Concentrated Stock Overlay Strategy**

For certain clients, we offer a Concentrated Stock Overlay strategy. We utilize covered call transactions on specific stock holdings in which you may have a large or concentrated position. This strategy applies to holdings you have transferred in to us. We will go through an extensive analysis of your risk tolerance and investment objectives, as well as making sure that you fully understand the risks and potential loss associated with this strategy. Prior to investing in this strategy, we will also provide you a copy of OCC’s book, “Characteristics and Risks of Standardized Options.” There are not any additional management fees charged for this strategy.

Once you have established a relationship with us, management of your account(s) is done through an interactive process. Depending upon your needs, you are encouraged to meet with your Financial Advisor on a regular basis, whether that is quarterly, semi-annually or annually. If there are any significant changes in your financial situation, needs or investment objectives, please contact us promptly.

We provide discretionary advisory services for your assets that are specifically subject to our Investment Management Agreement (the “Agreement”). You may place investment restrictions and guidelines on your account(s). Schedule A of our Agreement may be used for this particular purpose. All of our

portfolios are invested primarily in open-ended mutual funds and ETFs. On occasion, a closed-end mutual fund, ETN, or other appropriate investment may be purchased. You may also transfer legacy holdings into your account. You, along with your Financial Advisor, will decide how those assets will be integrated in the structure of the portfolio that we will manage for you.

For held-away assets, we offer the ability to incorporate those holdings in your asset allocation strategy. Held-away assets are defined as those assets held at custodians with whom Avier does not have a contractual or custodial relationship, including any employer's retirement plans. We do not have discretionary authority on these held-away assets, so it is your responsibility to implement any of our recommendations in these accounts. Failure to implement these recommendations could have a significant negative impact on your total portfolio. Transactional and historical data on these assets can be downloaded through a secure connection with a third-party provider and can be integrated into our current portfolio management software. See Item 5 for an explanation of the additional management fees charged for this service.

For a very small number of qualified clients, we may advise on the sub-accounts in a variable life annuity product offered by an unaffiliated national life insurance company via a limited power of attorney assigned to the client's variable annuity. Other than the standard management fees related to the value of these assets, as indicated in Item 5, we do not charge or receive any other compensation for advising on these sub-account assets.

While all of these processes may assist you in making decisions as to investment strategy, amount to invest, or investment pattern, it is not a substitute for expert assistance in the tax or legal fields.

## **DESCRIPTION OF FINANCIAL PLANNING SERVICES**

Clients who desire financial planning services are provided a written plan that includes a personal balance sheet and certain projections. All reports, financial statement projections and analyses are intended exclusively for our clients' use in developing and implementing the financial plan. In view of this limited purpose, they should not be considered complete financial statements. Accordingly, you should understand that such documents cannot be used to obtain credit or for any purpose other than developing your personal financial plan. In addition, any financial planning is based solely on the accuracy and completeness of the information you provide and any projections or other information generated during the financial planning process are hypothetical in nature, do not reflect actual investment results and do not guarantee any future results. Projected and actual results will likely be different because events and circumstances frequently do not occur as expected; such differences may be material. Fees for Financial Planning services are described in Item 5 below.

### **Analysis and Assumptions**

Our analysis will be highly dependent on certain economic assumptions that are made about the future. Therefore, another important step in our process is educating you regarding historical data and key assumptions such as inflation and investment rates of return, as well as an understanding of how significantly these assumptions affect the results of our analysis. We cannot guarantee the reasonableness or accuracy of such assumptions.

**Assets under Management:** As of December 31, 2013, we were actively managing \$263,709,324 of client assets on a discretionary basis and \$4,810,107 on a non-discretionary basis.

## **5. Fees and Compensation**

Our standard fee schedule for new clients is as follows:

Account Value	Quarterly Fee	Annual Fee*
From \$ 0 to \$500,000	.2500%	1.00%
From \$ 500,001 to \$1,500,000	.1875%	0.75%
From \$1,500,001 to \$5,000,000	.1250%	0.50%
From \$5,000,001 and up	.1000%	0.40%

\*Annual minimum fee is \$5,000, billed quarterly.

Existing clients will be “grandfathered,” as their assets will be billed under the management fee schedule as stated in the latest management agreement that they have signed. The above fees also apply to held-away assets (see below) and the value of sub-advised assets held in the True VA variable annuity product offered by Symetra Life Insurance Company.

- Advisory fees are billed quarterly in advance, on the first day of the quarter, and are based on the value of the account on the end of the previous quarter.
- The fees are charged on a tiered basis, once the minimum fee has been met.
- Occasionally, various related client accounts may be grouped together to qualify for reduced advisory fees. This format is called “family billing.”

## **Adjusted Fee Schedules**

Some advisory accounts may be managed at a reduced charge or at no charge. Advisory fees may also be negotiated based upon the size of the account and the nature of the services provided.

## **For New Accounts**

- When a new account is opened, management fees may be pro-rated based on the value of the new assets transferred into the account for the first partial quarter. The initial calculation period will start with the date that the investment process is initiated and will end on the last trading day of that same quarter.
- Should opening assets be received at different times, the pro-rated calculation noted above will apply to each set of opening assets received.
- The management fee calculation for subsequent quarters will follow the method described above, based on the account value on the late business day of the quarter.

### **Significant Contributions and withdrawals**

- Accounts held in custody at TD Ameritrade are billed on a quarterly basis in advance. Pro-rated management fees will be assessed on additional significant contributions received or credited on significant withdrawals taken during the previous quarter for existing accounts.
- We define “significant” as 10% or greater of the value of the account as of the end of the quarter.
- The pro-rated management fees or credit will be posted on the next quarter’s billing statement.

### **Held-Away Accounts**

- The management fee for this service is the same as our standard fee schedule noted above, charged quarterly in advance.
- The management fee will be calculated on the market value of the held-away accounts on the last trading day of each fiscal or calendar quarter. Fiscal quarters are defined as those quarters which end on months other than March, June, September, or December. This fee may be calculated in combination with management fees on other accounts that Avier manages under a limited power of attorney (“family billing”).
- The details of this service are contained in our Agreement. Clients initial the method of payment and then sign this particular section, acknowledging your full understanding of the service.

### **Separately Managed Account Program**

- The management fee for this program will be an annual fee of .75%, charged quarterly in advance, based on the market value of your SMA account at the end of the quarter. This is a stand-alone program for fee purposes and will not be combined with any other accounts we may manage for you that are invested in our other asset allocation strategies for family billing. The processes for new accounts, significant contributions and withdrawals, and terminated accounts described in this section will still apply to the fee calculations for this program.
- Each subadvisor will charge a separate management fee on the specific assets under their management per their subadvisor agreement with us. These fees are detailed in the management agreement addendum you signed upon selecting this program. You will also receive a copy of each subadvisor’s disclosure document.
- Your account will be charged a per-trade cost by the unaffiliated qualified custodian where your account is held, as well as any other costs associated with this program.

It is the responsibility of our clients to verify the accuracy of the fee calculation.

### **Advisory Fees upon Termination**

In cases when the Investment Management Agreement does not span the full billing period, as in the case of termination, the management fees are prorated through the date of termination, including the 30-day notification period. You may terminate the Agreement by notifying us in writing at our principal place of business. If you terminate the relationship within the first five (5) days of the relationship, all management fees charged for the quarter will be refunded. If you terminate the relationship after five (5) days but before the quarter is complete, a prorated refund will be issued for any unearned fees. The proration is based upon the ratio of the number of days that the assets were under management to the number of days in the quarter, and includes the required 30-day notification clause as noted in your Agreement. Our normal procedure for terminated accounts is to confirm the action to you via a letter sent regular mail. If



applicable, a statement reflecting the calculation of the pro-rated management fees is included. These fees are either reimbursed directly into your account or by a company check made payable to the account holder.

### **Discretionary Authority**

We establish a discretionary relationship through the Investment Management Agreement and the account paperwork submitted to the custodian of your assets. A discretionary relationship helps to facilitate the investment process. The Agreement grants trading privileges and allows us to place trades without specific consent from you. For example, it allows us to rebalance your portfolio(s) when necessary. Unless notified of any specific restrictions, we are not limited to which security or mutual fund may be purchased or sold on your behalf or the amount of any security or mutual fund purchased, sold or held in your account so long as the trade(s) conform to your current risk/suitability profile. In exercising discretion, we must act at all times in the best interest of our clients.

Neither Avier nor our Financial Advisors have the authority to withdraw funds or to take custody of funds or securities except for quarterly management fees as authorized in your Agreement with us. You are encouraged to review your monthly/quarterly statements received directly from the custodian for all activity in your account(s) during the period and to compare to reports you may receive from us.

All fees paid to Avier for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds, ETF/ETNs, and other similar pooled investment vehicles. These fees and expenses are described in each fund's prospectus. These funds will generally include a management fee, other fund expenses, and a possible distribution fee. If the fund also imposes sales charges, you may pay an initial or deferred sales charge. However, as an institutional investor, we almost exclusively employ no-load share classes for all of our mutual fund recommendations. You could invest in a mutual fund for ETF/ETN, without our services. In that case, you would not receive the services provided by Avier, through our screening and selection process, which is designed, among other things, to assist you in determining which mutual fund(s) or ETFs are most appropriate to your financial condition and objectives. Accordingly, you should review both the fees charged by the funds and our fees to fully understand the total amount of fees you will pay in relation to the services we offer. See Item 12 for additional information.

### **ERISA Accounts**

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

### **Fees for Financial Planning or other related Services**

On occasion and at the discretion of Avier, hourly or one-time project planning may be offered at the hourly rates indicated below or at a total project price. Advisory clients of Avier typically are not charged separately for financial planning services.

Senior Financial Advisor	\$200/hour
Financial Advisor	\$150/hour
Support Staff	\$ 75/hour

You may also request a total project price, which would be memorialized in the financial planning agreement. However, the project price would not exceed the calculated total of the estimated hours to complete the project multiplied by the appropriate rate as noted above.

Avier may occasionally receive income for expert witness consulting provided in select legal and arbitration proceedings.

Due to policies already in the process of being written and bound for one client, we maintained our life and disability insurances in several states until March 15, 2014. We did receive two small commissions when the policies were issued. As of March 15, 2014, we terminated all company and affiliates insurance licenses in Washington, Oregon and North Carolina. Due to this, we no longer offer any type of insurance policies and do not receive any commissions. We are now a fee-only investment advisor, as we only receive management fees and/or financial planning fees from our clients.

Comparable services may be available elsewhere for less.

### **6. Performance-based Fees and Side-by-side Management**

Per our policy, we do not charge performance-based fees.

### **7. Types of clients**

We provide investment and financial planning services to individuals and families, pension and profit-sharing plans, trusts, corporations and other business entities.

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

In constructing our clients' portfolios, our focus is upon asset allocation across a broad spectrum of asset classes in order to produce risk-adjusted portfolios we believe to be appropriate to each of our clients' risk tolerance. We use various research strategies in our due diligence process, including but not limited

to Morningstar research and multiple analyses of the returns, risks, and fundamentals in the current and prospective funds.

We do this using primarily mutual funds and ETFs. When available, we favor using low-cost institutional-class mutual funds along with funds that have no-loads. Portfolios are monitored proactively and trading occurs as necessary when a funds asset class exposure falls outside our target parameters and when replacing or substituting a position in the portfolio.

We focus our fund investments using managers whose equity strategies are grounded in over 40 years of academic research originating primarily from the University of Chicago, but also the Wharton School of Business, Dartmouth, Yale, MIT and Harvard. This research indicates, among other things, that company size and valuation are important factors in determining investment performance. We seek to efficiently capture available equity returns by structuring globally diversified portfolios using mutual funds whose manager's strategy is based upon this research.

Fixed income and alternative ("diversifiers") asset-classes within our portfolios are geared towards reducing overall volatility in addition to providing income. Here, our focus is on finding mutual funds whose asset classes historically have acted as a counter balance to the equity markets with the goal of reducing overall portfolio risk. Evaluations of relative value and levels of potential interest-rate risk are important analytical elements we use in determining which funds are included in this portion of our portfolios.

## **Risks**

Any investment activity, including investing in securities directly or through mutual funds, ETFs and other pooled vehicles, involves risk of loss that clients should be prepared to bear. All investments carry the risk of loss, including complete loss, and there is no guarantee that any investment strategy will meet its objective. Any past success of a particular investment strategy or methodology does not imply or guarantee future success. We ask that you work with us to help understand your tolerance for risk. Depending on the investment strategy and the type of financial instruments used at any given time to implement that strategy, clients may face the following material investment risks.

**Asset Class & Fund Manager Risk** – The asset classes included in your portfolio may underperform in comparison to the market in general. Mutual fund managers may underperform within their respective asset classes.

**Equity Securities & Market Risk** – Investment in equity securities may be more volatile than other types of investments. Although we hold many thousands of equity securities through the mutual funds, a number of them (especially smaller companies) may become worthless within any given year. Your account could lose money over short periods due to short-term market movements and over longer periods during market downturns.

**Market Trading & Liquidity Risk** – Your investment account faces numerous market trading risks, including the potential lack of an active market for investments held in your account. This includes both the mutual funds and securities held by the mutual funds. Additionally, to meet liquidity needs, mutual

funds may be forced to sell securities at depressed prices in order to create liquidity for redemption requests.

Management Risk – The performance of your account is subject to the risk that our investment strategy may not produce the intended results. Passive Investment Risk – Avier may use passively managed mutual funds which do not attempt to take defensive positions in declining markets.

Leverage and Derivatives Risk – Within the mutual funds, managers may enter into certain transactions that give rise to a form of leveraging, including borrowing. They may also use derivatives which can create leverage. The use of leverage may cause a portfolio to liquidate portfolio positions when it may not be advantageous to do so. Leveraging may make a portfolio more volatile than if the portfolio had not been leveraged. This is because leverage tends to increase a portfolio's exposure to market risk, interest-rate risk, or other risks by increasing assets available for investment. Derivatives such as futures, options, and swap agreements can also lead to losses, particularly when derivatives are used to enhance return rather than offset risk.

Regulatory Risk – The legal, tax, and regulatory environment worldwide in the financial industry is evolving, and changes in regulations affecting the financial industry, including Avier and the issues of financial instruments held in client accounts, may have a material adverse effect on our ability to pursue the investment strategies described above or the value of the instruments held in client accounts. There has been an increase in scrutiny of the financial industry by governmental agencies and self-regulatory organizations. Various national governments have expressed concern regarding the disruptive effects of speculative trading and the need to regulate the financial markets in general. New laws and regulations or actions taken by regulators that restrict our ability to pursue our investment strategies or conduct business with broker-dealers and other advisors or counterparties with whom we work could adversely affect client accounts.

Separately Managed Account Risk – Many of the risks already explained in this section apply to the separately management account program. This program is not appropriate for every investor as it uses an actively managed strategy. The subadvisors that we have selected make active investment decisions on what securities to buy, hold and sell based on their analytical research, forecasts and other criteria. With active management, there may be higher turnover of holdings, thus potentially generating more capital gains and losses, and may not be tax efficient.

Concentrated Stock Overlay Strategy Risk - Many of the risks already explained above apply to the concentrated stock overlay strategy risk. This strategy is not appropriate for every investor. While each position taken in the strategy is "covered," meaning that there is a limited amount of risk, this does not guarantee the strategy will be profitable in all time periods. Also, there is the possibility that the stock could be called away.

Legacy Holdings Risk - Securities that are brought to Avier which are not subsequently sold and diversified fully into our models carry the potential for greater concentration and specific issuer risk in the portfolio that may result in more volatile results and a higher risk of loss than a fully diversified portfolio.

Extraordinary Events – Global terrorist activity and armed conflicts may negatively affect general economic conditions, including sales, profits and productions, and may materially affect prices and/or

impair our trading facilities and infrastructure or the trading facilities and infrastructure of our custodians, counterparties or the exchanges or markets on which we (they) trade.

#### **9. Disciplinary Information**

Avier does not have any disciplinary events to disclose.

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

We may receive client referrals from TD Ameritrade through our participation in TD Ameritrade AdvisorDirect. TD Ameritrade has established Advisor Direct as a means of referring its brokerage customers and other investors seeking fee-based personal investment service or financial planning service to independent investment advisors. Please see Item 14 – Brokerage Practices for further information.

During the year, we may sponsor various client educational events and seminars, where investment strategies, market conditions and other topics are discussed. Periodically, we may co-sponsor these events with some of mutual fund companies with which we have a business relationship. This could create a potential conflict of interest. When choosing mutual funds/companies to use in our clients' portfolios, our primary consideration is the suitability of the fund for our clients, as well as the results of our due diligence on the company and the various funds we are considering.

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

##### **Code of Ethics and Personal Trading**

Avier places the highest priority on maintaining our reputation for integrity and professionalism. That reputation is a vital business asset. The confidence and trust placed in Avier and our employees by our clients is something that we value and endeavor to protect. Thus, we have adopted a Code of Ethics "the "Code"), which sets forth our expectations of appropriate ethical conduct by our employees and related or associated persons.

The Code provides guidance and specific standards of conduct or situations where violations, inadvertent or otherwise, could occur in the conduct of business. Employees must avoid situations where their personal interests conflict with the interests of Avier or our clients. The Code describes appropriate conduct surrounding gifts, outside employment, fiduciary appointments, political activities and personal investments and trading activities. In addition, the Code prohibits dishonest and fraudulent acts and reaffirms our commitment to client confidentiality. Every employee and associated person is required annually to sign a statement acknowledging that he or she agrees to abide by the standards set for the in the Code.

Employee and associated person of Avier may, from time to time, purchase or sell shares of the same securities, which are held in our clients' accounts. Given that the majority of our portfolios are invested in open-ended mutual funds and ETFs, we do not believe there is a material risk that such personal

trades, which may be placed at or near the time of client trades, would in any way be detrimental to our clients. However, since many of our current clients are former telecom employees, we have a pre-clearance requirement and procedure for buys and sells of Verizon, Frontier Communications and CenturyLink by employees and immediate members of their households.

A complete copy of the Code of Ethics may be requested by contacting our Compliance Officer, Lu Lockwood, at 888.200.7759 or 425.467.1011.

#### **Participation or Interest in Client Transactions:**

It is our policy to permit the firm and our employees to buy, sell, and hold the same mutual funds that we also recommend to clients. It is acknowledged and understood that we perform investment services for various clients with varying investment goals and risk profiles. As such, our investment advice may differ between clients and investments made by our employees. Should any buys or sells of any mutual funds occur in the accounts of any of our clients or employees on the same day, all accounts receive the end of day pricing for the mutual fund shares.

We have no obligation to recommend for purchase or sale a mutual fund or security that our principals, affiliates, or employees may purchase, sell, or hold. When a decision is made to liquidate a security from all applicable accounts, priority will always be given to the client's order before those of an employee or associated person to the advisor. In some cases, the trades of clients and advisory personnel will be combined in a single block trade. For mutual fund trades, all trades will receive the end-of-day pricing for the shares. For securities trades, all trades will receive the average price for the shares.

We have procedures to deal with insider trading, employee-related accounts, "front running," and other issues that may present a potential conflict when such a purchase, sales or recommendation are made. In general, these policies and procedures, including the review of employee security transactions and holdings, are intended to eliminate, to the extent possible, the adverse effect of potential conflicts of interest on clients.

#### **Client Referrals**

Please see Item 14 for additional information and discussion of potential conflicts of interest.

#### **12. Brokerage Practices**

We have entered into a custodial contract with TD Ameritrade Institutional, a division of TD Ameritrade, Inc., member FINRA/SIPC/NFA, ("TD Ameritrade"), which is a qualified, unaffiliated custodian and full-service brokerage firm with offices through the United States. TD Ameritrade is an SEC-registered broker-dealer and FINRA member. Clients will sign a separate contract with TD Ameritrade. TD Ameritrade provides custody and brokerage services, monthly/quarterly reporting to clients and daily electronic reporting to us. Each client maintains one or more separate accounts with TD Ameritrade for

this purpose, and pays TD Ameritrade directly for its custody and brokerage services. The amount of TD Ameritrade's fee is included in the contract clients sign with TD Ameritrade. We believe the selection of TD Ameritrade is in the best interest of our clients due to the scope, quality, and price of their services.

Avier does not have any traditional soft-dollar arrangements. However, as discussed below, and in other areas of this document, Avier may receive benefits from relationships with recommended custodians, their affiliates and mutual fund companies we place in client portfolios.

We participate in the TD Ameritrade Institutional program, which provides us with access to its institutional trading and operations services. There is not a minimum level of assets of clients' accounts required to access these types of services. Our participation in the institutional program does not depend on the amount of brokerage transactions directed to TD Ameritrade. By participating in the TD Ameritrade Institutional program, we receive economic benefits that are not typically available to TD Ameritrade retail investors. There is no direct link between our participation in this program and the investment advice we give to our clients. These services and benefits for TD Ameritrade may include:

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

TD Ameritrade also makes available other products and services that benefit us but may not benefit our clients' accounts. These may include software and other technology that

- provide access to client account data,
- facilitate trade execution, including access to an electronic communications network for client order entry and account information,
- provide research pricing information and other market data,
- facilitate payment of Avier's management fees from our clients' accounts (only as authorized by our clients), and
- assist with back office support, recordkeeping and client reporting, including duplicate client statements and confirmations.

Many of these services generally may be used to service all or a substantial number of our accounts, including accounts not held in custody at TD Ameritrade.

TD Ameritrade may also provide us with other services intended to help us manage our business enterprise. These services may include publications on

- regulatory compliance on general market conditions,
- information technology,
- practice management,
- financial planning, and
- marketing.



Through our relationship with TD Ameritrade, we may also receive discounted fees from third-party providers for their products.

TD cannot custody REIT holdings in a non-qualified account. For clients who are in this situation, your REIT investment will be held in custody at the issuing company. You will be provided quarterly statements as well as online access to view your account.

For any of our clients who select the Concentrated Stock Overlay Strategy, you will need to sign an options/margin agreement with TD Ameritrade as well as receive a copy of OCC's book, "Characteristics and Risks of Standardized Options" as referenced in Item 4 of this Brochure.

For clients who have a True VA variable annuity, those assets are held in custody at Symetra Life Insurance Company.

### **Best Execution**

As indicated above, we typically require that clients open brokerage/custodial accounts at custodians not affiliated with us – generally TD Ameritrade. We are not compensated directly for commending custodians to clients, though we may receive indirect economic benefits from those custodians as outlined above. The criteria for suggesting a custodian include reasonableness of commissions and other costs of trading, ability to facilitate trades, access to client records, computer trading support and other operational considerations. These factors will be reviewed from time to time to assure that the best interests of the clients are upheld.

In seeking "best execution" for clients, the key factor is not the lowest possible cost, but whether the transaction represents the best qualitative execution, taking into account the full range of services, including execution capability, technological processes used for submitted trades and other valuation services.

While we acknowledge our duty to seek best execution of trades in client accounts, all trades for accounts held in custody at TD Ameritrade must be executed through TD Ameritrade's trading system. Since all trades for accounts held in custody at TD Ameritrade must be executed through the same broker/dealer, directed brokerage is not available to clients.

From time to time, clients may transfer in securities as part of their opening account balances. When these securities are sold, procedures are in place to confirm that the executed sales price received is within the parameters of best execution as set by us, as the trading department regularly monitors the amount of time it takes to execute a trade, along with the price of the trade.

On a monthly basis, mutual fund and securities valuations are verified via outside independent third party sources that are publicly available, such as Yahoo Finance, MSN Money or Big Charts. The pricing on all mutual funds that are held in each of our set portfolios at the end of the month are checked, along with the pricing for the equity positions for CenturyLink, AT&T, and Verizon, plus three random equity positions. Should there be any pricing variances from those provided through the downloads from TD Ameritrade to the end of the month pricing obtained from the outside sources, any discrepancies will be



resolved immediately with the Pricing Department at TD Ameritrade and corrections will be made in the portfolio management program.

We may occasionally block trade our clients' portfolios. If we block trade mutual fund positions, then all participants of the trade receive end-of-day pricing. If we block trade security positions, then all participants receive the average price received on that day.

As part of our fiduciary duty to our clients, we endeavor at all times to put the interest of our clients first. We want our clients to be aware that the receipt of the above benefits and services from TD Ameritrade may create a potential conflict of interest, as this could indirectly influence our choice of either broker-dealer for custody and brokerage services. Avier reviews its choice of custodian on an annual basis to reaffirm the health of the entity, the quality of executions and the additional services provided by TD Ameritrade. We believe our selection of TD Ameritrade as custodian and broker is in the best interest of our clients because of the scope, quality, and price of TD Ameritrade's services.

We do not permit agency cross transactions or principal transactions. There are policies and procedures in place regarding these restrictions, as well as all of our staff's awareness of the restrictions.

### **Commissions and Fees**

TD Ameritrade retains any commission or (12b-1) fees paid from broker/dealers who executed the trades or any fees from the mutual funds. We do not receive any investment management compensation other than client-paid management fees or possible hourly charges for financial planning (as of March 15, 2014).

### **13. Review of Accounts**

#### **Account Reviews:**

Quarterly performance reports, along with a commentary letter, are prepared and reviewed by Avier before they are delivered to you via electronic upload to a password-protected, secure website or via regular mail.

We periodically review our clients' portfolios, which is normally done on a quarterly basis.

- Comparison of each portfolio to each client's agreed upon target allocation, which is based on each client's current risk/suitability profile form on file.
- If a portfolio is "out of tolerance" to the established parameters, the appropriate Financial Advisor is notified and then makes a determination as to rebalancing the portfolio to cure the out of tolerance issues. The Financial Advisor may also talk to the client and together, they may decide for a variety of reasons to leave the account out of tolerance.
- Client accounts may be reviewed more often depending on market conditions or a change in circumstances or investment suitability.
- Our Compliance Department also monitors our clients' portfolios for consistency with client objectives/risk tolerance and restrictions.

### **Client Reviews:**

We meet with clients regularly to review their asset allocations, risk tolerance, objectives and strategies, either in person, via webinar, or over the phone. These may be conducted annually or more often, based on requests from our clients. For these meetings, we prepare various written analysis reports for each account, which are then reviewed in detail during the meeting(s). In addition, clients receive reports from TD Ameritrade (and other custodians in the case of Held-away Assets, True VA, or REITs), which include the securities positions held in the account and any transactions during the period. Clients may also receive from their custodian additional reports, trade confirmations and tax information such as 1099s and 5498s. It is often possible to receive these reports electronically.

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

#### **TD Ameritrade AdvisorDirect**

As mentioned in Item 12, we may receive client referrals from TD Ameritrade through our participation in TD Ameritrade AdvisorDirect. TD Ameritrade is a discount broker-dealer independent of and unaffiliated with us, so there is no employee or agency relationship between us. TD Ameritrade does not supervise us and has no responsibility for the management of our clients' portfolios or any other advice or services we may offer. In addition to meeting the minimum eligibility criteria for participation in AdvisorDirect, we may have been selected by TD Ameritrade to participate in this program based on the amount and profitability to TD Ameritrade of assets held in, and trades placed for, client accounts maintained with TD Ameritrade.

We pay TD Ameritrade an on-going fee for each successful client referral. This fee is usually a percentage (not to exceed 25%) of the advisory fee that the referred client pays to us ("Solicitation Fee"). We will also pay TD Ameritrade the Solicitation Fee on any advisory fees received from any of a referred client's family members, including a spouse, child or any other immediate family member who resides with the referred client and has hired us on the recommendation of such referred client. We will not charge our clients referred through AdvisorDirect any fees or costs higher than our standard fee schedule offered to our other clients. Also, we will not pass the Solicitation Fee paid to TD Ameritrade to the referred clients. For information regarding additional or other fees paid directly or indirectly to TD Ameritrade, please refer to the TD Ameritrade AdvisorDirect Disclosure and Acknowledgement Form.

Our participation in AdvisorDirect raises potential conflicts of interest. TD Ameritrade will most likely refer clients through AdvisorDirect to investment advisors that encourage their clients to custody their assets at TD Ameritrade and whose client accounts are profitable to TD Ameritrade.

- Consequently, in order to obtain client referrals from TD Ameritrade, we may have an incentive to recommend to clients that the assets under management by us be held in custody with TD Ameritrade and to place transactions for client accounts with TD Ameritrade. In addition, we have agreed not to solicit clients referred to us through AdvisorDirect to transfer their accounts from TD Ameritrade or to establish brokerage or custody accounts at other custodians, except when our fiduciary duties require us to do so.

- However, our participation in AdvisorDirect does not change the way we manage our clients' accounts, including how trading occurs occasionally when asset class exposures fall outside our target parameters and when replacing or substituting a position in the portfolio (as stated in Item 8).
- Further, our participation does not diminish our fiduciary duty to put our clients' best interest first, including our duty to seek best execution of trades for our clients' accounts (as discussed in Item 12).

### **Dimensional Fund Advisors Referrals**

We are an approved investment advisor with Dimensional Fund Advisors ("DFA"). Such approval does not imply any level of skill or training, or that our services will result in any level of portfolio performance or that the referred client will not lose money. Rather, it means Avier has gone through a rigorous due diligence process with DFA.

On the DFA website, potential clients can search for approved investment advisors in their geographic area. If the potential client becomes a client of Avier, there is no fee of any kind paid to DFA. Since there are not any fees due for referrals, the potential conflicts of interest are virtually nil.

### **Outside Solicitor Referrals**

We may pay referral fees to third party solicitors ("third party" or "solicitor" or "referring party") for occasional client introductions, as permitted under Rule 206(4)-3 of the Investment Advisors Act of 1940 and under applicable state law. In all such cases, Avier enters into a written agreement with each such unaffiliated third party and will pay fee to the referring party on an ongoing basis based upon a percentage of the management fees collected with respect to each client that the third party has referred to us. The referring party will disclose the compensation arrangement between Avier and the third party to a prospective client before the client enters into an investment advisory relationship with us. We do not charge clients referred to us by third party solicitors any fees or costs greater than the fees or costs we charge clients who were not referred to us by a third party solicitor.

### **15. Custody**

Avier does not take custody of client assets. However, we are deemed to have custody solely because we have the ability to debit the quarterly management fees directly from clients' accounts, which is authorized by your Investment Management Agreement.

To comply with the requirements of the SEC's custody Rule, our clients receive monthly statements from their custodian, either in paper format or electronic format. For clients holding a True VA variable annuity, they will receive quarterly statement from Symetra Life Insurance Company as well as confirmations whenever trades are placed in their sub-accounts.

These statements are the official records of our clients' accounts. We encourage our clients to compare and verify the information on any statements that we produce with the information on the statements

from the specific custodian. Our clients also have electronic access to their accounts through Investor Access via AdvisorClient via the TD Ameritrade institutional website.

We execute trades for our clients' accounts via a limited power of attorney, which grants trading privileges to us. This gives us discretionary authority to trade our clients' accounts without prior notification of the trades to our clients. Our clients may request to receive trade confirmations and prospectuses from the custodian. This election may be made at any time by our clients, and may be changed at any time by our clients.

These same assets will also be subject to additional fees and expenses as set forth in the prospectuses of the funds in which our clients' accounts are invested, and fees and expenses charged by the custodian, all of which are ultimately borne by our clients.

#### **16. Investment Discretion**

Details regarding the investment discretion that we exercise with respect to our client accounts are included in Item 4 – Advisory Business. Avier usually receives discretionary authority from our clients at the outset of an advisory relationship, as confirmed with the signed Investment Management Agreement and the custodial paperwork to establish the advisory account(s). Discretion means that, without having to obtain prior approval, we may execute investment transactions in a portfolio in order to implement the strategy we have developed with a client. Investment transactions include executing specific purchase, sale or other securities transactions, and establishing specific investment accounts. Investment discretion does not include the ability to obtain possession of the securities in a portfolio other than to process transactions for those securities, including the movement of securities or cash from one portfolio account to another registered in the client's name.

In all such cases, such investment discretion is to be exercised in a manner consistent with the stated investment objectives for a portfolio. When selecting securities and determining amounts for investment, we are guided by the established risk tolerance and other restrictions and requirements clients have provided to us. At all times, clients retain the authority to provide us with direction regarding investments, including limitations as to the types of securities and the timing of transactions.

#### **17. Voting Client Securities**

Avier does not vote proxies for our clients. This is stated in our management agreement, which our clients sign at the outset of their advisory relationship with us. The custodians or their appointed transfer agents send all proxies directly to our clients. You are encouraged to call one of our Financial Advisors at the phone numbers listed in Item I, with any questions related to proxies or proxy voting.

For the Separately Managed Account program, some of the subadvisors may vote proxies and thus maintain the records on how they voted those proxies.

### **18. Financial Information**

We do not require or solicit prepayment of fees six months or more in advance. We are not aware of any financial condition that is reasonably likely to impair our ability to meet our contractual commitments to clients. We have never been the subject of any bankruptcy petition.

### **19. Privacy Policy**

We are committed to building relationships with our current and prospective clients based on trust and confidence. An important part of that relationship includes maintaining the confidentiality of our clients' non-public personal information. Below is our policy regarding the collection and protection of your personal information.

#### **Information We Collect and Maintain**

Avier, as part of our relationship as your investment advisor, will collect information about you for business purposes, such as evaluating your financial needs, processing your requests and transactions and providing you quality service. The personal information we collect includes:

- Information you provide to us on applications, questionnaires and other forms (such as your name, address, social security number, occupation, assets and income);
- Brokerage statements, mutual fund statements or other information you authorize us to receive; or
- Information that we generate to service your account (such as trade tickets and account statements).

#### **Disclosure of Information**

We will not disclose any non-public personal information to any non-affiliated third parties, except in the following circumstances:

- As necessary to provide the service that you have requested or authorized, or to maintain and service your account;
- As required by regulatory authorities or law enforcement officials who have jurisdiction over us, or
- To the extent reasonably necessary to prevent fraud and unauthorized transactions.

#### **Protecting the Confidentiality and Security of Your Personal Information**

We restrict access to non-public personal information about you to only those employees and service providers who need to know that information to provide products or services to you. Firm employees are subject to a strict employment policy as well as our Code of Ethics regarding confidentiality.

All other persons are restricted from accessing that information. We maintain physical, electronic and procedural safeguards that comply with federal standards to guard your non-public personal information.

We respect and value that you have entrusted us with your private financial information. Avier is committed to preserving that trust by protecting and respecting the privacy of all our clients to the best of our ability. We will not disclose your non-public personal information unless it is required by law, with your direct consent, or as necessary to provide you with our services. We have not and will not sell your personal information to anyone, even if our formal client relationship ends.

## **20. Business Continuity Plan**

Avier is very aware of the issues that any type of interruption/disaster may create for our clients, our staff and our company. We have adopted a business continuity plan that is designed to address:

- safeguarding the health and lives of our personnel in the event of a disaster;
- minimizing the impact of any significant business disruption on our clients' ability to conduct business with us, including accessing their records and assets; and
- restoring the firm's ability to operate normally in the shortest practical time.

We have a Business Continuity Plan and procedures in place regarding various scenarios of business disruptions that involve notifying our employees and our clients of the situation at hand. We will use multiple forms of communications, including email, notices on our website, web conferences, telephone, and recorded messages on a second voicemail (if our telephone system is not available). We have two different secure computer back-up systems, where our data (including important client documents and corporate books and records) is stored locally as well as outside of our geographic location.

For additional information, please contact our Compliance Department at 425.467.1011 or 888.200.7759.

Part 2B Form ADV: **Brochure Supplement, January 2015**  
**Item 1 – Cover Page**

David K. Welty, CFP® Co-Founder and Managing Director  
RAM Investment Partners, LLC dba  
Avier Wealth Advisors

10655 NE 4<sup>th</sup> Street, Suite 508  
Bellevue, WA 98004  
425.467.1011 | 888.200.7759



*This brochure supplement provides information about David Welty that supplements the RAM Investment Partners, LLC Part 2A Brochure. Please contact Luellen Lockwood, CCO at 425-467-1011 if you did not receive a copy of that Brochure or if you have any questions about the contents of this supplement. Additional information about David Welty is available on the SEC's website at <http://www.advisorinfo.sec.gov>.*

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

**David K. Welty**

Year of Birth: 1960

**Education:**

Mesa State College; BS Geology

**Business Experience:**

- 2012 to Present: RAM Investment Partners, LLC - Co-Manager and Managing Director
- 2002 to Present: Retirement Asset Management, LLC - President
- 2000 to 11/2006: Raymond James Financial Services – Registered Representative (Retirement Asset Management served as Branch Office during this time)
- 1996 to 1/2000: FSC Securities Corporation - Registered Representative

**Certifications and Professional Designations:**

- Certified Financial Planner®: 2006: See last page for certification requirements.

**Item 3 – Disciplinary Information**

RAM Investment Partners, LLC is required to disclose all material facts regarding any legal or disciplinary events that would materially impact a client's evaluation of David Welty. No events have occurred that are applicable to this item.

**Item 4 – Other Business Activities**

RAM Investment Partners, LLC is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. David Welty is not actively engaged in any such activities.

**Item 5 – Additional Compensation**

David Welty receives compensation for providing advisory services solely from his responsibilities at RAM Investment Partners, LLC and from no other source.

**Item 6 – Supervision**

Taylor Drake our CIO, in concert with Luellen Lockwood, our CCO, is responsible for all supervision and monitoring of investment advice offered to clients by Mr. Welty. They can be reached at 425-467-1011. While the underlying securities within accounts are continually monitored, these accounts are reviewed at least quarterly. Accounts are reviewed in the context of each client's stated investment objectives and guidelines.



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**Item 1 – Cover Page**

Taylor E. Drake, CFA – Co-Founder and Chief Investment Officer  
RAM Investment Partners, LLC dba  
Avier Wealth Advisors

10655 NE 4<sup>th</sup> Street, Suite 508  
Bellevue, WA 98004  
425.467.1011 | 888.200.7759



*This brochure supplement provides information about Taylor Drake that supplements the RAM Investment Partners, LLC Part 2A Brochure. Please contact Luellen Lockwood, CCO at 425-467-1011 if you did not receive a copy of that Brochure or if you have any questions about the contents of this supplement. Additional information about Taylor Drake is available on the SEC's website at <http://www.advisorinfo.sec.gov>.*

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

**Taylor E. Drake**

Year of Birth: 1964

**Education:**

Brigham Young University; BA Economics, with Minor in Japanese

**Business Experience:**

- 4/2012 to Present: RAM Investment Partners, LLC - Co-Manager and Chief Investment Officer
- 1/2012 to 4/2012: Retirement Asset Management, LLC - Chief Investment Officer
- 2010 to Present: ProVest Capital Management LLC - Principal
- 2003 to 2010: Wealth Strategies Group, LLC - Principal
- 2001 to 2003: WS Griffith Securities - Registered Representative
- 1995 to 2000: Morley Financial Services - Portfolio Manager and Director of Product Development
- 1994 to 1995: US Bank - Investment Banking Associate Director
- 1987 to 1994: Mellon Bank, Tokyo - International Investment Banking Associate

**Certifications and Professional Designations:**

- Chartered Financial Analyst: 2000: See last page for certification requirements.

**Item 3 – Disciplinary Information**

RAM Investment Partners, LLC is required to disclose all material facts regarding any legal or disciplinary events that would materially impact a client's evaluation of Taylor Drake. No events have occurred that are applicable to this item.

**Item 4 – Other Business Activities**

Mr. Drake occasionally provides expert witness services in civil and /or regulatory proceedings related to the investment industry. The time spent on such activities varies by case, but has generally not exceeded 15% of Mr. Drake's time. Any income generated by these services is paid to RAM rather than directly to Mr. Drake.

**Item 5 – Additional Compensation**

Taylor Drake receives compensation for providing advisory services solely from his responsibilities at RAM Investment Partners, LLC and from no other source.

**Item 6 – Supervision**

Dave Welty, our Managing Director, in concert with Luellen Lockwood, our CCO, is responsible for all supervision and monitoring of investment advice offered to clients by Mr. Drake. They can be reached at 425-467-1011. While the underlying securities within accounts are continually monitored, these accounts are reviewed at least quarterly. Accounts are reviewed in the context of each client's stated investment objectives and guidelines.



Part 2B Form ADV: **Brochure Supplement, January 2015**  
**Item 1 – Cover Page**

**John Christopher Moffatt, CRPC®**  
RAM Investment Partners, LLC dba  
Avier Wealth Advisors

10655 NE 4<sup>th</sup> Street, Suite 508  
Bellevue, WA 98004  
425.467.1011 | 888.200.7759



*This brochure supplement provides information about John Christopher Moffatt that supplements the RAM Investment Partners, LLC Part 2A Brochure. Please contact Luellen Lockwood, CCO at 425-467-1011 if you did not receive a copy of that Brochure or if you have any questions about the contents of this supplement. Additional information about John Christopher Moffatt is available on the SEC's website at <http://www.advisorinfo.sec.gov>.*

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

**John Christopher Moffatt**

Year of Birth: 1950

**Education:**

Attended Pierce College, Los Angeles, California

**Business Experience:**

- 4/2012 to Present: RAM Investment Partners, LLC - Financial Advisor (IAR)
- 11/2006 to 4/2012: Retirement Asset Management, LLC - Financial Advisor (IAR)
- 2002 to 11/2006: Raymond James Financial Services, Inc. - Registered Representative (Retirement Asset Management, LLC served as Branch Office during this time)
- 1976 to 2002: Abbott Laboratories, Inc. - Manager, Diagnostics Division, Western United States, South America/Caribbean/Mexico, and Europe

**Certifications and Professional Designations:**

- Chartered Retirement Planning Counselor <sup>SM</sup>: 2004: See last page for certification requirements.

**Item 3 – Disciplinary Information**

RAM Investment Partners, LLC is required to disclose all material facts regarding any legal or disciplinary events that would materially impact a client's evaluation of John Christopher Moffatt. No events have occurred that are applicable to this item.

**Item 4 – Other Business Activities**

RAM Investment Partners, LLC is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. John Christopher Moffatt is not actively engaged in any such activities.

**Item 5 – Additional Compensation**

John Christopher Moffatt receives compensation for providing advisory services solely from his responsibilities at RAM Investment Partners, LLC and from no other source.

**Item 6 – Supervision**

Dave Welty, our Managing Director, and Taylor Drake, our CIO, are responsible for all supervision and monitoring of investment advice offered to clients by Mr. Moffatt. They can be reached at 425-467-1011. While the underlying securities within accounts are continually monitored, these accounts are reviewed at least quarterly. Accounts are reviewed in the context of each client's stated investment objectives and guidelines.

Part 2B Form ADV: **Brochure Supplement, January 2015**  
**Item 1 – Cover Page**

**Sailaza Easwari Pal, PhD**

RAM Investment Partners, LLC dba  
Avier Wealth Advisors

10655 NE 4<sup>th</sup> Street, Suite 508  
Bellevue, WA 98004  
425.467.1011 | 888.200.7759



*This brochure supplement provides information about Sailaza Easwari Pal that supplements the RAM Investment Partners, LLC Part 2A Brochure. Please contact Luellen Lockwood, CCO at 425-467-1011 if you did not receive a copy of that Brochure or if you have any questions about the contents of this supplement. Additional information about Sailaza Easwari Pal is available on the SEC's website at <http://www.advisorinfo.sec.gov>.*

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

**Sailaza Easwari Pal**

Year of Birth: 1967

**Education:**

- Rutgers University; PhD in Comparative Literature, Fulbright Scholar
- Washington University; Master of Arts

**Business Experience:**

- 4/2012 to Present: RAM Investment Partners, LLC - Financial Advisor (IAR)
- 2004 to 4/2012: Retirement Asset Management, LLC - Financial Advisor (IAR)
- 2004 to 11/2006: Raymond James Financial Services, Inc. – Registered Representative (Retirement Asset Management, LLC served as Branch Office during this time)
- 2002 to 2004: Consulting Services

**Item 3 – Disciplinary Information**

RAM Investment Partners, LLC is required to disclose all material facts regarding any legal or disciplinary events that would materially impact a client's evaluation of Sailaza Easwari Pal. No events have occurred that are applicable to this item.

**Item 4 – Other Business Activities**

RAM Investment Partners, LLC is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Sailaza Easwari Pal is not actively engaged in any such activities.

**Item 5 – Additional Compensation**

Sailaza Easwari Pal does directly receive compensation from outside sources for project management. This is in addition to her compensation for providing advisory services from her responsibilities at RAM Investment Partners, LLC.

**Item 6 – Supervision**

Dave Welty, our Managing Director, and Taylor Drake, our CIO, are responsible for all supervision and monitoring of investment advice offered to clients by Dr. Pal. They can be reached at 425-467-1011. While the underlying securities within accounts are continually monitored, these accounts are reviewed at least quarterly. Accounts are reviewed in the context of each client's stated investment objectives and guidelines.

Part 2B Form ADV: **Brochure Supplement, January 2015**  
**Item 1 – Cover Page**

**Brandon Timothy McKerney, CFP®**  
RAM Investment Partners, LLC dba  
Avier Wealth Advisors

10655 NE 4<sup>th</sup> Street, Suite 508  
Bellevue, WA 98004  
425.467.1011 | 888.200.7759



*This brochure supplement provides information about Brandon Timothy McKerney that supplements the RAM Investment Partners, LLC Part 2A Brochure. Please contact Luellen Lockwood, CCO at 425-467-1011 if you did not receive a copy of that Brochure or if you have any questions about the contents of this supplement. Additional information about Brandon Timothy McKerney is available on the SEC's website at <http://www.advisorinfo.sec.gov>.*

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

**Brandon Timothy McKerney**

Year of Birth: 1986

**Education:**

- University of Washington; BS Sociology

**Business Experience:**

- 4/2012 to Present: RAM Investment Partners, LLC - Financial Advisor (IAR)
- 9/2011 to 4/2012: Retirement Asset Management, LLC - Financial Advisor (IAR)
- 6/2011 to 9/2011: Retirement Asset Management, LLC - Client Services
- 6/2009 to 6/2011: Brighton Jones, LLC - Client Services
- 8/2008 to 6/2009: Retirement Asset Management, LLC - Client Services
- 6/2007 to 8/2008: Seattle Mariners Baseball Organization – Pitcher

**Certifications and Professional Designations:**

- Certified Financial Planner®: 2015: See last page for certification requirements

**Item 3 – Disciplinary Information**

RAM Investment Partners, LLC is required to disclose all material facts regarding any legal or disciplinary events that would materially impact a client's evaluation of Brandon Timothy McKerney. No events have occurred that are applicable to this item.

**Item 4 – Other Business Activities**

RAM Investment Partners, LLC is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Brandon Timothy McKerney is not actively engaged in any such activities.

**Item 5 – Additional Compensation**

Brandon Timothy McKerney receives compensation for providing advisory services solely from his responsibilities at RAM Investment Partners, LLC and from no other source.

**Item 6 – Supervision**

Dave Welty, our Managing Director, and Taylor Drake, our CIO, are responsible for all supervision and monitoring of investment advice offered to clients by Mr. McKerney. They can be reached at 425-467-1011. While the underlying securities within accounts are continually monitored, these accounts are reviewed at least quarterly. Accounts are reviewed in the context of each client's stated investment objectives and guidelines.

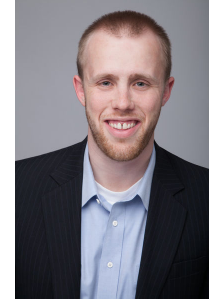
Part 2B Form ADV: **Brochure Supplement, January 2015**

**Item 1 – Cover Page**

**Lars Lee Phillips**

RAM Investment Partners, LLC dba  
Avier Wealth Advisors

10655 NE 4<sup>th</sup> Street, Suite 508  
Bellevue, WA 98004  
425.467.1011 | 888.200.7759



*This brochure supplement provides information about Lars Lee Phillips that supplements the RAM Investment Partners, LLC Part 2A Brochure. Please contact Luellen Lockwood, CCO at 42- 467-1011 if you did not receive a copy of that Brochure or if you have any questions about the contents of this supplement. Additional information about Lars Lee Phillips McKerney is available on the SEC's website at <http://www.advisorinfo.sec.gov>.*

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

**Lars Lee Phillips**

Year of Birth: 1988

**Education:**

- University of Washington; BA Business Administration (Formal Options in Finance and Marketing)

**Business Experience:**

- 4/2012 to Present: RAM Investment Partners, LLC – Associate Advisor
- 1/2012 to 4/2012: Retirement Asset Management, LLC – Associate Advisor
- 1/2010 to 1/2012: Retirement Asset Management, LLC - Client Services

**Item 3 – Disciplinary Information**

RAM Investment Partners, LLC is required to disclose all material facts regarding any legal or disciplinary events that would materially impact a client's evaluation of Lars Lee Phillips. No events have occurred that are applicable to this item.

**Item 4 – Other Business Activities**

RAM Investment Partners, LLC is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Lars Lee Phillips is not actively engaged in any such activities.

**Item 5 – Additional Compensation**

Lars Lee Phillips receives compensation for providing advisory services solely from his responsibilities at RAM Investment Partners, LLC and from no other source.

**Item 6 – Supervision**

Dave Welty, our Managing Director, and Taylor Drake, our CIO, are responsible for all supervision and monitoring of investment advice offered to clients by Mr. Phillips. They can be reached at 425-467-1011. While the underlying securities within accounts are continually monitored, these accounts are reviewed at least quarterly. Accounts are reviewed in the context of each client's stated investment objectives and guideline

Part 2B Form ADV: **Brochure Supplement, January 2015**  
**Item 1 – Cover Page**

**Stephen Willi Zeller**

RAM Investment Partners, LLC dba  
Avier Wealth Advisors

10655 NE 4<sup>th</sup> Street, Suite 508  
Bellevue, WA 98004  
425.467.1011 | 888.200.7759



*This brochure supplement provides information about Stephen Willi Zeller that supplements the RAM Investment Partners, LLC Part 2A Brochure. Please contact Luellen Lockwood, CCO at 425-467-1011 if you did not receive a copy of that Brochure or if you have any questions about the contents of this supplement. Additional information about Stephen Willi Zeller is available on the SEC's website at <http://www.advisorinfo.sec.gov>.*

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

**Stephen Willi Zeller**

Year of Birth: 1959

**Education:**

- University of Washington; BA Economics

**Business Experience:**

- 4/2012 to Present: RAM Investment Partners, LLC - Portfolio Implementation Specialist
- 11/2006 to 4/2012: Retirement Asset Management, LLC - Portfolio Implementation Specialist
- 5/2006 to 11/2006: Raymond James Financial Services, Inc. – Portfolio Implementation Specialist (Retirement Asset Management, LLC served as Branch Office)
- 2000 to 5/2006: The Pacific Financial Group, Inc. - Trader

**Item 3 – Disciplinary Information**

RAM Investment Partners, LLC is required to disclose all material facts regarding any legal or disciplinary events that would materially impact a client's evaluation of Stephen Willi Zeller. No events have occurred that are applicable to this item.

**Item 4 – Other Business Activities**

RAM Investment Partners, LLC is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Stephen Willi Zeller is not actively engaged in any such activities.

**Item 5 – Additional Compensation**

Stephen Willi Zeller receives compensation solely for providing advisory services and from his other responsibilities at RAM Investment Partners, LLC and from no other source.

**Item 6 – Supervision**

Dave Welty, our Managing Director, and Taylor Drake, our CIO, are responsible for all supervision and monitoring of investment advice offered to clients by Mr. Zeller. They can be reached at 425-467-1011. While the underlying securities within accounts are continually monitored, these accounts are reviewed at least quarterly. Accounts are reviewed in the context of each client's stated investment objectives and guidelines.

Part 2B Form ADV: **Brochure Supplement, January 2015**  
**Item 1 – Cover Page**

**Luellen Hubbard Lockwood, MBA, CPA, EA**  
RAM Investment Partners, LLC dba  
Avier Wealth Advisors

10655 NE 4<sup>th</sup> Street, Suite 508  
Bellevue, WA 98004  
425.467.1011 | 888.200.7759



*This brochure supplement provides information about Luellen Hubbard Lockwood that supplements the RAM Investment Partners, LLC Part 2A Brochure. Please contact Luellen Lockwood, CCO at 425-467-1011 if you did not receive a copy of that Brochure or if you have any questions about the contents of this supplement. Additional information about Luellen Hubbard Lockwood is available on the SEC's website at <http://www.advisorinfo.sec.gov>.*

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

**Luellen Hubbard Lockwood**

Year of Birth: 1956

**Education:**

- University of Massachusetts; Master of Business Administration (with honors)
- University of South Florida; BA Business Administration

**Business Experience:**

- 4/2012 to Present: RAM Investment Partners, LLC – Chief Operating Officer/Chief Compliance Officer
- 9/2007 to 4/2012: Retirement Asset Management, LLC – Chief Operating Officer/Chief Compliance Officer
- 12/2005 to 8/2007: Apex Facility Resources, Inc. – General Manager/Chief Financial Officer
- 7/1998 to 12/2005: The Pacific Financial Group, Inc. (registered investment advisor) – CFO (Controller: 7-11/1998)

**Certifications and Professional Designations:**

- 1992: Certified Public Accountant (licensed in the State of Washington)
- 1986: Enrolled Agent (Issued by the Internal Revenue Service)

**Item 3 – Disciplinary Information**

RAM Investment Partners, LLC is required to disclose all material facts regarding any legal or disciplinary events that would materially impact a client's evaluation of Luellen Hubbard Lockwood. No events have occurred that are applicable to this item.

**Item 4 – Other Business Activities**

RAM Investment Partners, LLC is required to disclose any outside business activities or occupation for compensation that could potentially create a conflict of interest with clients. Luellen Hubbard Lockwood is not actively engaged in any such activities.

**Item 5 – Additional Compensation**

Luellen Hubbard Lockwood receives compensation solely from providing advisory services and from her other responsibilities at RAM Investment Partners, LLC and from no other source.

**Item 6 – Supervision**

Dave Welty, our Managing Director, and Taylor Drake, our CIO, are responsible for all supervision and monitoring of investment advice offered to clients by Ms. Lockwood. They can be reached at 425-467-1011. While the underlying securities within accounts are continually monitored, these accounts are reviewed at least quarterly. Accounts are reviewed in the context of each client's stated investment objectives and guidelines.



## **Reference Page for all certification designations**

**Certified Financial Planner:** The program is administered by the Certified Financial Planner Board of Standards, Inc. Those with the CFP® designation have demonstrated competency in all areas of finance related to financial planning. Candidates complete studies on over 100 topics, including stocks, bonds, taxes, insurance retirement planning and estate planning. In addition to passing the CFP certification exam, candidates must also complete qualifying work experience and agree to adhere to the CFP Board's code of ethics and professional responsibility and financial planning standards.

**Chartered Financial Analyst:** The Chartered Financial Analyst charter is a professional designation established in 1962 and awarded by CFA Institute. To earn the CFA charter, candidates must pass three sequential, six-hour examinations, which takes most candidates between two and five years. The three levels of the CFA Program test a wide range of investment topics, including ethical and professional standards, fixed-income analysis, alternative and derivative investments, and portfolio management and wealth planning. In addition, CFA charter holders must have at least four years of acceptable professional experience in the investment decision-making process and must commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct.

### **High Ethical Standards**

The CFA Institute Code of Ethics and Standards of Professional Conduct, enforced through an active professional conduct program, require CFA charterholders to:

- Place their clients' interests ahead of their own
- Maintain independence and objectivity
- Act with integrity
- Maintain and improve their professional competence
- Disclose conflicts of interest and legal matters

### **Global Recognition**

Passing the three CFA exams is a difficult feat that requires extensive study (successful candidates report spending an average of 300 hours of study per level). Earning the CFA charter demonstrates mastery of many of advanced skills needed for investment analysis and decision making in today's quickly evolving global financial industry. As a result, employers and clients are increasingly seeking CFA charterholders – often making the charter a prerequisite for employment. Additionally, regulatory bodies in 22 countries and territories recognize the CFA charter as a proxy for meeting certain licensing requirements, and more than 125 colleges and universities around the world have incorporated a majority of the CFA Program curriculum into their own finance courses.

### **Comprehensive and Current Knowledge**

The CFA Program curriculum provides a comprehensive framework of knowledge for investment decision making and is firmly grounded in the knowledge and skills used every day in the investment profession. The three levels of the CFA Program test a proficiency with a wide range of fundamental and advanced investment topics, including ethical and professional standards, fixed-income and equity analysis, alternative and derivative investments, economics, financial reporting standards, portfolio management, and wealth planning.

**Chartered Retirement Planning Counselor:** The College for Financial Planning® awards the CRPC® designation. Those with the CRPC® designation have studied a variety of principles in the retirement planning field, as well as learning the retirement process from start to finish, addressing issues such as estate planning and asset management. In addition to passing the CRPC certification exam, candidates must agree to agree to adhere to the Code of Ethics, which includes agreeing to abide by the Standards of Professional Conduct and Terms and Conditions.



**Certified Public Accountant:** Certified Public Accountant is the statutory title of qualified accountants in the US who have passed the Uniform Certified Public Accountant Exam and have met additional state education and experience requirements for certification as a CPA. The Washington State Board of Accountancy monitors the professional performance and ethical behavior of all Washington State CPA's. 120 hours of continuing education, including 4 hours of ethics, is required every 3 years.

**Enrolled Agent** (Issued by the Internal Revenue Service): An Enrolled Agent is a tax professional recognized by the US federal government to represent taxpayers in dealings with the IRS. To become an Enrolled Agent, an applicant must pass the Special Enrollment Exam. 72 hours of continuing education is required every 3 years.