

## **Brochure Supplement**

January 31, 2015

### **Iron Street Research, Inc. a/k/a Tactical Trading Signal**

SEC File No. 801-60876

**Jack Schwartz**  
**CEO & President**

111 South 5th Street  
Salina, KS 67401

phone: 785-823-3035  
email: [ironstreet@nextfinancial.com](mailto:ironstreet@nextfinancial.com)  
website: [www.tacticaltradingsignal.com](http://www.tacticaltradingsignal.com)

This brochure supplement provides information about Jack Schwartz that supplements the Iron Street Research, Inc., brochure. You should have received a copy of that brochure. If you did not receive a Iron Street Research, Inc., brochure or if you have any questions about the contents of this supplement, please contact us at [jack@ironstreetresearch.com](mailto:jack@ironstreetresearch.com).

Additional information about Iron Street Research, Inc., is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2: Educational Background and Business Experience

Jack Schwartz (b. 1957) is the CEO and President of Iron Street Research, Inc.

### A. Educational Background

B.S., Fort Hays University

1979

### B. Professional Designations and Licenses

Chartered Financial Professional (CHFP)

Chartered Market Analyst (CMA)

Chartered Trust and Estate Planner (CTEP)

Chartered Asset Manager (CAM)

Licensed Independent Registered Representative

Licenses: Series 7, 24, 51, 63 and 65

Kansas Life and Health Licenses

### C. Business Background

CEO & President, Iron Street Research, Inc.

09/2000–Present

Self-Employed under JMS Financial Services

1993–Present

### D. Professional Designations - Qualifications and Related Criteria

#### D.1. Qualifications for Chartered Financial Planner (ChFP)

The ChFP was established in 2004 as an entry-level designation program for the International Federation of Financial Standards Association (IFFSA). The ChFP programme is targeted at the entry-level financial planners in the region. It is provided on a classroom-based, part-time basis and designed for professionals employed in the Financial Services industry. The program has been successfully launched in many countries in the Asia Pacific region.

#### D.2. Qualifications for Chartered Market Analyst (CMA), Chartered Trust and Estate Planner (CTEP), Chartered Asset Manager (CAM)

The Chartered Market Analyst (CMA), Chartered Trust and Estate Planner (CTEP), Chartered Asset Manager (CAM) designations are offered through the American Academy of Financial Management® (AAFM®). The AAFM is an independent worldwide Board of Standards and Accreditation Council for management professionals. It is a global SRO self-regulatory organization that recognizes the highest criteria in academic standards, industry experience, ethics, and continuing education mandates as dictated by the IBANEZ and PEEL USA Supreme Court decisions dicta on financial board certification and credentials.©

AAFM International Board of Standards is listed and disclosed in various governmental registries around the world such as the Dept of Education, Dept of Labor and financial regulatory educational registry. AAFM has members in 150+ countries. AAFM is a professional association member of the ACBSP Accreditation Council for Business Schools and programs and the AACSB™ International - The Association to Advance Collegiate Schools of Business. The AAFM is the first financial organization in the world to achieve direct alliance with government-recognized business school accreditation agency. With recent conferences and summits in Argentina, Shanghai, Mexico, Geneva, Singapore, and the Caribbean, AAFM is at the forefront of International Finance, Law, & Economics. Because AAFM has a global recognition policy with the ACBSP and the AACSB International, this educational recognition represents the Top 2 Government Recognized Accreditation Agencies Worldwide for Business Schools and represent 560 of the top business schools.

With AAFM liaison and representative offices in China, India, Africa, Arabia, West Indies, EU, UK, Singapore, Philippines, and Latin America, the AAFM Certification Board of Standards is the only truly worldwide graduate certification standards body for financial executives, managers, analysts, planners, faculty, investment executives and counselors. Further, AAFM is the first purely financial certification organization to work directly with the US, Arabian, India and Chinese Governmental bodies to improve education, standards, quality, and assessment. Further, AAFM has a legal coexistence agreement with the CFP™ Board of Standards and The CFA Institute (formerly the AIMR™ Worldwide) in which the AAFM brand, select certifications, and various credentials are protected trademarks globally. AAFM is also disclosed and listed in the US Dept. of Labor, Dept of Education guides, Financial Regulatory Websites, the US Government Occupational Handbook, and with the Bureau of Labor and Statistics. Further, the AAFM Board of Standards is listed in the the United Nations Civil Society Registry along with other top financial and accounting organizations.

**AAFM Certification Requirements** AAFM is the first to integrate "double accredited" government-sanctioned education and a path to earning professional designation, certification and chartered status. AAFM requires qualifications such as two of the following:

1. An ABA, AACSB, ACBSP, or EQUIS accredited financial, investment, accounting, tax or economics related degree and 3–5+ years of professional experience.
2. Must have a government recognized degree: licenses, degree, MBA/MASTERS or law degree, PhD, CPA, recognized designations, and specialization work; or
3. Complete a related degree and exams from an AAFM-approved and accredited university program.
4. Complete online Executive Certification Training Programs with the Law School.

**AAFM Certification Process** To receive certification in one of AAFM's programs, applicants must:

1. Submit AAFM Certification Application.

2. Show they have approved accredited education from an AAFM qualified education provider any accredited program of ACBSP, ABA, AACSB, IACBE, EQUIS.
3. Submit good faith evidence that they applied, enrolled, and completed degree and exams from an accredited or government-sanctioned program.
4. Submit evidence of their work experience and any diplomas, licenses, designations, certifications, government work/training, teaching work, research, or other awards.
5. Digitally sign application agreement, submit certification fee, and agree to adhere to AAFM Ethics Code, Standards of Conduct, and Regulations for Use of the AAFM® Marks.

The application will be reviewed and qualification will be determined by the AAFM's Board of Standards' legal offices.

### Item 3: Disciplinary Information

Jack Schwartz has disciplinary action to report. Public information concerning Mr. Schwartz's registration as an investment advisor representative may be found by accessing the SEC's public disclosure site at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 4: Other Business Activities

Mr. Schwartz is licensed with NEXT Financial Group, Inc. ("NFGI") as a registered representative of NFGI's broker dealer affiliate and as investment advisor representative of NFGI's investment advisor affiliate. Services provided by Mr. Schwartz are provided through NEXT Financial Group, Inc. d/b/a JMS Financial Services and receives compensation for doing so. ISR has primarily been a subscription service and has limitations due to SEC exemption as Internet Advisor. Since ISR has these limitations, ISR provides JMS Financial Services with technical models and data to manage clients' assets through NEXT Financial Group, Inc.

Mr. Schwartz is an insurance agent for certain insurance carriers. With respect to the provision of financial planning services, Mr. Schwartz may recommend insurance products offered by such carriers for whom he functions as an agent and receives a commission for doing so. Clients are advised of a potential conflict of interest in that there is an economic incentive to recommend insurance and other investment products of such carriers. Clients are also advised that Mr. Schwartz strives to put his clients' interests first and foremost. Other than for insurance products that require a securities license, such as variable insurance products, clients may utilize any insurance carrier or insurance agency they desire. For products requiring a securities and insurance license, clients may be limited to those insurance carriers that have a selling agreement with ISR professionals' employing broker-dealer, NFGI.

## **Item 5: Additional Compensation**

Other than as described in Item 4 above, Mr. Schwartz does not receive any additional compensation.

## **Item 6: Supervision**

Jack Schwartz is the President and CEO of Iron Street Research, Inc. Supervision of Mr. Schwartz is performed by himself in his capacity as Chief Compliance Officer, through reviews of internal transaction and security holdings reports, electronic and physical correspondence, and other internal reports as mandated by the firm and its regulatory authorities. Mr. Schwartz can be reached at 785-823-3035.