

# Network Investment Advisors, Inc. Wrap Fee Program Brochure

*This brochure provides information about the qualifications and business practices of Network Investment Advisors, Inc. If you have any questions about the contents of this brochure, please contact us at (631) 366-1999 or by email at: [moss@network-cap.com](mailto:moss@network-cap.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.*

*Additional information about Network Investment Advisors, Inc. is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Network Investment Advisors, Inc.'s CRD number is: 290927.*

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*Registration does not imply a certain level of skill or training.*

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## **Item 2: Material Changes**

Network Investment Advisors, Inc. has not yet filed an annual updating amendment to this Wrap Fee Program Brochure. Therefore there are no material changes to this brochure to report.

## Item 3: Table of Contents

Item 1: Cover Page	
Item 2: Material Changes.....	i
Item 3: Table of Contents.....	ii
Item 4: Advisory Business.....	1
A. Description of the Advisory Firm.....	1
B. Types of Advisory Services.....	1
Portfolio Management Services.....	1
Selection of Other Advisers.....	2
Subadviser Services.....	2
Pension Consulting Services.....	2
Financial Planning.....	2
Subscription Services.....	3
Services Limited to Specific Types of Investments.....	3
C. Client Tailored Services and Client Imposed Restrictions.....	3
D. Wrap Fee Programs.....	3
E. Assets Under Management.....	4
Item 5: Fees and Compensation.....	4
A. Fee Schedule.....	4
Portfolio Management Services Fees.....	4
Performance-based Fees.....	5
Selection of Other Advisers Fees.....	5
Subadviser Services Fees.....	6
Pension Consulting Services Fees.....	6
Financial Planning Fees.....	6
Fixed Fees.....	6
Hourly Fees.....	6
Subscription Fees.....	6
B. Payment of Fees.....	7
Payment of Portfolio Management Fees.....	7
Payment of Performance-based Fees.....	7
Payment of Selection of Other Advisers Fees.....	7
Payment of Subadviser Fees.....	7
Payment of Pension Consulting Services Fees.....	7
Payment of Financial Planning Fees.....	8
Payment of Subscription Fees.....	8
C. Client Responsibility For Third Party Fees.....	8
D. Prepayment of Fees.....	8

E. Outside Compensation For the Sale of Securities to Clients .....	9
1. This is a Conflict of Interest.....	9
2. Clients Have the Option to Purchase Recommended Products From Other Brokers .....	9
3. Commissions are not the Primary Source of Income for NIA.....	9
4. Advisory Fees in Addition to Commissions or Markups .....	9
Item 6: Performance-Based Fees and Side-By-Side Management .....	9
Item 7: Types of Clients .....	10
Item 8: Methods of Analysis, Investment Strategies, and Risk of Investment Loss .....	10
A. Methods of Analysis and Investment Strategies.....	11
Methods of Analysis .....	11
Charting analysis.....	11
Fundamental analysis .....	11
Technical analysis.....	11
Cyclical analysis .....	11
Investment Strategies.....	11
B. Material Risks Involved .....	11
Methods of Analysis .....	11
Fundamental analysis .....	12
Technical analysis.....	12
Cyclical analysis .....	12
Investment Strategies.....	12
C. Risks of Specific Securities Utilized .....	13
Item 9: Disciplinary Information .....	16
A. Criminal or Civil Actions.....	16
B. Administrative Proceedings.....	16
C. Self-regulatory Organization (SRO) Proceedings .....	16
Item 10: Other Financial Industry Activities and Affiliations.....	16
A. Registration as a Broker/Dealer or Broker/Dealer Representative .....	16
B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or Commodity Trading Advisor .....	16
C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests.....	17
D. Selection of Other Advisers or Managers and How This Adviser is Compensated for Those Selections .....	18
Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading.....	18
A. Code of Ethics .....	18
B. Recommendations Involving Material Financial Interests .....	19
C. Investing Personal Money in the Same Securities as Clients.....	19
D. Trading Securities At/ Around the Same Time as Clients' Securities .....	20
Item 12: Brokerage Practices .....	20
A. Factors Used to Select Custodians and/or Broker/Dealers .....	20
1. Research and Other Soft Dollar Benefits.....	20

2.	Brokerage for Client Referrals.....	21
3.	Clients Directing Which Broker/Dealer/Custodian to Use.....	21
B.	Aggregating (Block) Trading for Multiple Client Accounts.....	22
Item 13:	Reviews of Accounts.....	23
A.	Frequency and Nature of Periodic Reviews and Who Makes Those Reviews.....	23
B.	Factors That Will Trigger a Non-Periodic Review of Client Accounts .....	23
C.	Content and Frequency of Regular Reports Provided to Clients.....	23
Item 14:	Client Referrals and Other Compensation .....	24
A.	Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes).....	24
B.	Compensation to Non – Advisory Personnel for Client Referrals.....	24
Item 15:	Custody .....	24
Item 16:	Investment Discretion.....	25
Item 17:	Voting Client Securities (Proxy Voting).....	25
Item 18:	Financial Information.....	26
A.	Balance Sheet.....	26
B.	Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients .....	26
C.	Bankruptcy Petitions in Previous Ten Years .....	26
Item 19:	Requirements For State Registered Advisers.....	26
A.	Principal Executive Officers and Management Persons; Their Formal Education and Business Background .....	26
B.	Other Businesses in Which This Advisory Firm or its Personnel are Engaged and Time Spent on Those (If Any).....	27
C.	How Performance-based Fees are Calculated and Degree of Risk to Clients .....	27
D.	Material Disciplinary Disclosures for Management Persons of this Firm .....	27
E.	Material Relationships That Management Persons Have With Issuers of Securities (If Any) .....	27
Item 2:	Educational Background and Business Experience .....	1
Item 3:	Disciplinary Information .....	4
Item 4:	Other Business Activities.....	4
Item 5:	Additional Compensation.....	5
Item 6:	Supervision .....	5
Item 7:	Requirements For State Registered Advisers.....	6
	INVESTMENT ADVISORY CONTRACT .....	1
	Portfolio Management Services Fees.....	11
	Performance-Based Fees .....	11
	Selection of Other Advisers Fees .....	11
	FINANCIAL PLANNING AGREEMENT.....	0
	Fixed Fees .....	8
	Hourly Fees .....	8
	ADVISER SELECTION & MONITORING CONTRACT .....	2
	Selection of Other Advisers Fees .....	2
	Subscription/User Agreement .....	5

Electronic Delivery Agreement.....	0
Item 2: Material Changes.....	i
Item 3: Table of Contents.....	ii
Item 4: Services Fees and Compensation.....	15
A. Description of Services.....	15
B. Contribution Cost Factors .....	16
C. Additional Fees .....	16
D. Compensation of Client Participation.....	16
Item 5: Account Requirements and Types of Clients.....	16
Item 6: Portfolio Manager Selection and Evaluation .....	17
A. Selecting/Reviewing Portfolio Managers.....	17
1. Standards Used to Calculate Portfolio Manager Performance .....	17
2. Review of Performance Information.....	17
B. Related Persons.....	17
C. Advisory Business.....	17
Wrap Fee Portfolio Management.....	17
Item 6: Performance-Based Fees and Side-By-Side Management.....	18
Services Limited to Specific Types of Investments.....	18
Client Tailored Services and Client Imposed Restrictions .....	19
Wrap Fee Programs.....	19
Amounts Under Management.....	19
Methods of Analysis and Investment Strategies .....	20
Charting analysis.....	20
Fundamental analysis.....	20
Technical analysis.....	20
Cyclical analysis .....	20
Material Risks Involved.....	20
Fundamental analysis.....	20
Technical analysis.....	20
Cyclical analysis .....	21
Risks of Specific Securities Utilized.....	21
Voting Client Proxies .....	23
Item 7: Client Information Provided to Portfolio Managers .....	23
Item 8: Client Contact with Portfolio Managers.....	24
Item 9: Additional Information .....	24
D. Disciplinary Action and Other Financial Industry Activities .....	24
Criminal or Civil Actions .....	24
Administrative Proceedings.....	24
Self-regulatory Organization Proceedings .....	24

Registration as a Broker/Dealer or Broker/Dealer Representative .....	24
Registration as a Futures Commission Merchant, Commodity Pool Operator, or Commodity Trading Advisor .....	25
Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests.....	25
Selection of Other Advisors or Managers and How This Adviser is Compensated for Those Selections.....	25
E. Code of Ethics, Client Referrals, and Financial Information .....	26
Code of Ethics .....	26
Recommendations Involving Material Financial Interests .....	26
Investing Personal Money in the Same Securities as Clients .....	27
Trading Securities At/ Around the Same Time as Clients' Securities .....	27
Frequency and Nature of Periodic Reviews and Who Makes Those Reviews .....	28
Factors That Will Trigger a Non-Periodic Review of Client Accounts .....	28
Content and Frequency of Regular Reports Provided to Clients .....	28
Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes) .....	28
Compensation to Non – Advisory Personnel for Client Referrals .....	28
Balance Sheet.....	28
Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients .....	29
Bankruptcy Petitions in Previous Ten Years .....	29
Item 10: Requirements for State Registered Advisers.....	29
Material Relationships (If Any)With Issuers of Securities .....	29
Subadvisory Agreement.....	30
SOLICITOR'S DISCLOSURE DOCUMENT.....	37
Solicitor Application and Agreement .....	39
General Information .....	39
Broker/Dealer & Investment Adviser Information:.....	39
You must submit all pages of this Solicitor Application and Agreement to: .....	39
Solicitor Agreement .....	40
1. Scope of Solicitor Activities .....	40
2. DOCUMENT DELIVERY OBLIGATIONS.....	41
3. SOLICITOR COMPENSATION.....	41
4. CLIENT TERMINATION / REFUNDS. ....	42
5. SOLICITOR REPRESENTATIONS, WARRANTIES, AND COVENANTS.....	42
6. TERMINATION OF AGREEMENT. ....	43
7. NOTICES. ....	43
8. INDEMNIFICATION.....	44
9. GOVERNING LAW / MODIFICATION / ENTIRE AGREEMENT.....	44
10. ARBITRATION .....	44
11. SOLICITOR MANUAL .....	45
12. CONFIDENTIALITY.....	45
13. COMMUNICATIONS BETWEEN Network Investment Advisors, Inc. AND SOLICITOR.....	45

SOLICITOR'S SIGNATURE BOX .....	46
Policy Statement .....	2
Chief Compliance Officer Appointment .....	2
Fiduciary Statement .....	3
Background .....	3
Firm Statement .....	3
Code of Ethics Statement.....	4
Background .....	4
Introduction.....	4
Prohibited Purchases and Sales.....	4
Insider Trading .....	5
Personal Securities Transactions .....	5
Blackout Periods .....	5
Initial Public Offerings (IPO's).....	5
Limited or Private Offerings .....	5
Initial Public Offerings (IPO's).....	6
Limited or Private Offerings .....	6
Miscellaneous Restrictions.....	6
Margin Accounts .....	6
Short Sales .....	6
Short-Term Trading .....	6
Margin Accounts .....	6
Short Sales .....	6
Short-Term Trading .....	7
Exempted Transactions.....	7
Prohibited Activities .....	7
Conflicts of Interest .....	7
Gifts and Entertainment .....	8
Political and Charitable Contributions .....	8
Service on Board of Directors.....	8
Confidentiality .....	9
Compliance Procedures .....	9
Compliance with Laws and Regulations .....	9
Personal Securities Transactions Procedures and Reporting .....	9
Certification of Compliance.....	11
Initial Certification .....	11
Acknowledgement of Amendments .....	12
Annual Certification.....	12
Reporting Violations.....	12



Compliance Officer Duties .....	12
Training and Education.....	12
Recordkeeping.....	13
Annual Review .....	13
Sanctions.....	13
Definitions .....	13
Privacy Policy & Information Security .....	15
Social Networking Policy .....	16
Social Networking Policy .....	17
Anti-Money Laundering (AML) Policy .....	19
Anti-Money Laundering Program Compliance Officer Appointment .....	19
Giving AML Information to Federal Law Enforcement Agencies and Other Financial Institutions .....	20
FinCEN Requests under PATRIOT Act Section 314.....	20
Checking the Office of Foreign Assets Control (“OFAC”) List.....	20
Customer Identification and Verification.....	21
Clients Who Refuse To Provide Information.....	21
Verifying Information.....	22
Lack of Verification .....	23
Recordkeeping.....	23
Monitoring Accounts for Suspicious Activity .....	23
Emergency Notification to the Government by Telephone.....	24
Red Flags.....	24
Responding to Red Flags and Suspicious Activity .....	25
Suspicious Transactions and BSA Reporting .....	26
Filing a Form SAR-SF.....	26
AML Record Keeping.....	27
SAR-SF Maintenance and Confidentiality.....	27
Responsibility for AML Records and SAR Filing .....	27
Training Programs .....	27
Approval & Signatures.....	28
Supervisor Approval.....	28
AML Compliance Officer Approval.....	28
Anti-Insider Trading Policy .....	29
Background .....	29
Firm Policy.....	29
Compliance Requirements.....	29
Portfolio Management Processes .....	30
Allocation of Investment Opportunities Among Clients.....	30
Consistency of Portfolios with Clients’ Investment Objective .....	30

Disclosures By the Adviser.....	30
Account Statements.....	30
Sub-Adviser / Money Manager Review.....	31
Applicable Regulatory Restrictions.....	31
Proxy Voting Policy.....	32
Proxy Voting Policy Statement.....	32
Proxy Voting Policy Statement.....	32
Proxy Voting Procedures.....	32
Conflicts of Interest.....	32
Record Keeping.....	33
Trading Practices.....	34
Procedures In Place to Satisfy Best Execution Obligation.....	34
Research Processes.....	35
Allocation of Aggregated Trades Among Clients.....	35
Proprietary Trading of the Adviser and Personal Trading Activities of Supervised Person.....	36
A. Proprietary Trading.....	36
B. Investing Personal Money in the Same Securities as Clients.....	36
C. Trading Securities At/ Around the Same Time as Clients' Securities.....	36
Accuracy of Disclosures Made to Investors, Clients, and Regulators.....	37
Account Statements.....	37
Advertisements.....	37
Solicitors.....	37
Trade Errors.....	38
Safeguarding of Client Assets From Conversion or Inappropriate Use By Advisory Personnel.....	40
Account Valuation and Billing.....	41
Customer Complaint Policy.....	42
Firm Policy.....	42
Client Account/Correspondence/Transaction Review Policy.....	43
Firm Policy.....	43
Correspondence:.....	43
Transactions and Account Review.....	43
Custody Policy – Handling of Client Funds and Securities.....	44
Firm Policy.....	44
Compliance Requirements:.....	44
Advisor Representative Registration, Hiring, and Training.....	45
Firm Policy.....	45
Compliance Requirements:.....	45
Form ADV (Part 2A and 2B) Update Procedures.....	46
Background.....	46

ADV PART 2A Firm Brochure.....	46
ADV PART 2B Firm Brochure Supplement .....	47
ADV Update Requirements.....	47
Distribution of Disclosure Document .....	48
(Form ADV 2 or Brochure).....	48
Background .....	48
ADV PART 2A Firm Brochure.....	48
ADV PART 2B Firm Brochure Supplement .....	49
Distribution Requirements.....	50
Performance-based Fee Policy .....	51
Advertising Policy.....	53
Firm Policy.....	53
Compliance Requirements: .....	53
Soft Dollar Arrangements Statement.....	54
Background .....	54
Firm Statement .....	54
Compliance Requirements.....	54
Review Process .....	55
Record-Keeping Policy .....	56
Responsibility for Records.....	56
Record Retention Requirements .....	56
Remote Office Supervision.....	57
Business Continuity Plan .....	59
Background .....	59
Business Description .....	59
Emergency Information .....	59
Firm Contact Persons.....	59
Support Services.....	59
Firm Policy.....	60
Significant Business Disruptions (SBDs).....	60
Approval and Execution Authority.....	60
Plan Location and Access .....	60
Our brokerage firm contacts:.....	60
Office Locations .....	60
Alternative Physical Location(s) of Employees.....	61
Clients' Access to Funds and Securities .....	61
Data Back-Up and Recovery (Hard Copy and Electronic).....	61
Operational Assessments.....	62
Operational Risk.....	62

Mission Critical Systems.....	62
Our Firm’s Mission Critical Systems .....	62
Trading .....	63
Client Account Information .....	63
Alternate Communications with Clients, Employees, and Regulators .....	63
Clients .....	63
Employees .....	63
Regulators.....	63
Regulatory Reporting .....	63
Regulatory Contact.....	64
Death of Key Personnel.....	64
Updates and Annual Review .....	64
Approval & Signature .....	65
Supervisor Approval.....	65
Business Continuity Plan .....	66
Background .....	66
Business Description .....	66
Emergency Information .....	66
Firm Contact Persons .....	66
Support Services.....	66
Firm Policy.....	67
Significant Business Disruptions (SBDs).....	67
Approval and Execution Authority.....	67
Plan Location and Access .....	67
Office Locations .....	67
Alternative Physical Location(s) of Employees.....	67
Clients’ Access to Funds and Securities .....	68
Data Back-Up and Recovery (Hard Copy and Electronic).....	68
Operational Assessments.....	68
Operational Risk.....	68
Mission Critical Systems.....	68
Alternate Communications with Clients, Employees, and Regulators .....	69
Clients .....	69
Employees .....	69
Regulators.....	69
Regulatory Reporting .....	69
Death of Key Personnel.....	70
Updates and Annual Review .....	70
Approval & Signature .....	71



## Item 4: Services Fees and Compensation

Network Investment Advisors, Inc. (hereinafter “NIA”) offers the following services to advisory clients:

### A. Description of Services

NIA participates in and sponsors wrap fee programs, which means NIA will wrap third party fees (i.e., custodian fees, brokerage fees, mutual fund fees, transaction fees, etc.) for wrap fee portfolio management accounts. NIA will charge clients one fee, and pay all transaction fees using the fee collected from the client. Accounts participating in the wrap fee program are not charged higher advisory fees based on trading activity, but clients should be aware that NIA has an incentive to limit trading activities for those accounts since the firm absorbs those transaction costs.

Certain other fees are not included in the wrap fee and are paid for separately by the client. These include, but are not limited to, margin costs, charges imposed directly by a mutual fund or exchange traded fund, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions.

The fee schedule is set forth below:

Total Assets Under Management	Annual Fees
\$25,000 - \$50,000	1.50%
\$50,001 - \$250,000	1.25%
\$250,001 - \$1,000,000	1.00%
\$1,000,001 - \$2,500,000	0.90%
\$2,500,001 - \$3,500,000	0.80%
\$3,500,001 - \$10,000,000	0.70%
\$10,000,001 – And Up	0.50%

These fees are negotiable depending upon the needs of the client and complexity of the situation and the final fee schedule is attached as Exhibit II of the client contract. NIA uses the last day of previous quarter for purposes of determining the market value of the assets upon which the advisory fee is based.

Advisory fees are withdrawn directly from the client's accounts with client written authorization. Fees are paid quarterly in arrears. Because fees are charged in arrears, no refund policy is necessary.

Clients may terminate the contract without penalty, for full refund, within five business days of signing the contract. Thereafter, clients may terminate the contract with thirty days' written notice.

## **B. Contribution Cost Factors**

The program may cost the client more or less than purchasing such services separately. There are several factors that bear upon the relative cost of the program, including the trading activity in the client's account, the adviser's ability to aggregate trades, and the cost of the services if provided separately (which in turn depends on the prices and specific services offered by different providers).

## **C. Additional Fees**

Clients who participate in the wrap fee program will not have to pay for transaction or trading fees. However, clients are still responsible for all other account fees, such as annual IRA fees to the custodian, transition fees if the account is moved to another broker, or mutual fund fees.

## **D. Compensation of Client Participation**

Neither NIA, nor any representatives of NIA receive any additional compensation beyond advisory fees for the participation of client's in the wrap fee program. However, compensation received may be more than what would have been received if client paid separately for investment advice, brokerage, and other services. Therefore, NIA may have a financial incentive to recommend the wrap fee program to clients.

# **Item 5: Account Requirements and Types of Clients**

NIA generally provides advisory services to the following types of clients:

- ❖ Individuals
- ❖ High-Net-Worth Individuals

There is an account minimum of \$25,000, which may be waived by NIA in its discretion.

## **Item 6: Portfolio Manager Selection and Evaluation**

### **A. Selecting/Reviewing Portfolio Managers**

NIA will not select any outside portfolio managers for management of this wrap fee program. NIA will be the sole portfolio manager for this wrap fee program.

#### ***Standards Used to Calculate Portfolio Manager Performance***

NIA will use industry standards to calculate portfolio manager performance.

#### ***Review of Performance Information***

NIA reviews the performance information to determine and verify its accuracy and compliance with presentation standards. The performance information is reviewed quarterly and is reviewed by NIA

### **B. Related Persons**

NIA and its personnel serve as the portfolio managers for all wrap fee program accounts. This is a conflict of interest in that no outside adviser assesses NIA's management of the wrap fee program. However, NIA addresses this conflict by acting in its clients' best interest consistent with its fiduciary duty as sponsor and portfolio manager of the wrap fee program.

### **C. Advisory Business**

NIA offers portfolio management services to its wrap fee program participants as discussed in Section 4 above.

#### ***Wrap Fee Portfolio Management***

NIA offers ongoing portfolio management services based on the individual goals, objectives, time horizon, and risk tolerance of each client. NIA creates an Investment Policy Statement for each client, which outlines the client's current situation (income, tax levels, and risk tolerance levels) and then constructs a plan (the Investment Policy Statement) to aid in the selection of a portfolio that matches each client's specific situation. Portfolio management includes, but is not limited to, the following:

- |                       |                                |
|-----------------------|--------------------------------|
| • Investment strategy | • Personal investment policy   |
| • Asset allocation    | • Asset selection              |
| • Risk tolerance      | • Regular portfolio monitoring |



NIA evaluates the current investments of each client with respect to their risk tolerance levels and time horizon. Risk tolerance levels are documented in the Investment Policy Statement, which is given to each client.

Portfolio management accounts participating in the wrap fee program will not have to pay for transaction or trading fees. NIA will charge clients one fee, and pay transaction fees using the advisory fee collected from the client. Certain other fees are not included in the wrap fee and are paid for separately by the client. These include, but are not limited to, margin costs, charges imposed directly by a mutual fund or exchange traded fund, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions.

Accounts participating in the wrap fee program are not charged higher advisory fees based on trading activity, but clients should be aware that NIA has an incentive to limit trading activities for those accounts since the firm absorbs those transaction costs. To address this conflict, NIA will always act in the best interest of its clients consistent with its fiduciary duty as an investment adviser.

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

NIA does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

### ***Services Limited to Specific Types of Investments***

NIA generally limits its investment advice to mutual funds, fixed income securities, real estate funds (including REITs), insurance products including annuities, equities, ETFs (including ETFs in the gold and precious metal sectors), treasury inflation protected/inflation linked bonds, non-U.S. securities and venture capital funds. NIA may use other securities as well to help diversify a portfolio when applicable.

### ***Client Tailored Services and Client Imposed Restrictions***

NIA will tailor a program for each individual client. This will include an interview session to get to know the client's specific needs and requirements as well as a plan that will be executed by NIA on behalf of the client. NIA will not use "model portfolios" but rather a specific set of recommendations for each client based on their personal restrictions, needs, and targets.

Clients may impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs. However, if the restrictions prevent NIA from properly servicing the client account, or if the restrictions would require NIA to deviate from its standard suite of services, NIA reserves the right to end the relationship.

### ***Wrap Fee Programs***

NIA sponsors and acts as portfolio manager for this wrap fee program. NIA manages the investments in the wrap fee program, but does not manage those wrap fee accounts any differently than non-wrap fee accounts. The fees paid to the wrap account program will be given to NIA as a management fee.

### ***Amounts Under Management***

NIA has the following assets under management:

Discretionary Amounts:	Non-Discretionary Amounts:	Date Calculated:
\$30,028,000	\$0	November 2018

### ***Methods of Analysis***

NIA 's methods of analysis include Cyclical analysis, Fundamental analysis, Modern portfolio theory and Quantitative analysis.

**Cyclical analysis** involves the analysis of business cycles to find favorable conditions for buying and/or selling a security.

**Fundamental analysis** involves the analysis of financial statements, the general financial health of companies, and/or the analysis of management or competitive advantages.

**Modern portfolio theory** is a theory of investment that attempts to maximize portfolio expected return for a given amount of portfolio risk, or equivalently minimize risk for a given level of expected return, each by carefully choosing the proportions of various asset.

**Quantitative analysis** deals with measurable factors as distinguished from qualitative considerations such as the character of management or the state of employee morale, such as the value of assets, the cost of capital, historical projections of sales, and so on.

### ***Investment Strategies***

NIA uses long term trading, short sales, margin transactions and options trading (including covered options, uncovered options, or spreading strategies).

**Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

### ***Material Risks Involved***

**Cyclical analysis** assumes that the markets react in cyclical patterns which, once identified, can be leveraged to provide performance. The risks with this strategy are two-

fold: 1) the markets do not always repeat cyclical patterns; and 2) if too many investors begin to implement this strategy, then it changes the very cycles these investors are trying to exploit.

**Fundamental analysis** concentrates on factors that determine a company's value and expected future earnings. This strategy would normally encourage equity purchases in stocks that are undervalued or priced below their perceived value. The risk assumed is that the market will fail to reach expectations of perceived value.

**Modern portfolio theory** assumes that investors are risk averse, meaning that given two portfolios that offer the same expected return, investors will prefer the less risky one. Thus, an investor will take on increased risk only if compensated by higher expected returns. Conversely, an investor who wants higher expected returns must accept more risk. The exact trade-off will be the same for all investors, but different investors will evaluate the trade-off differently based on individual risk aversion characteristics. The implication is that a rational investor will not invest in a portfolio if a second portfolio exists with a more favorable risk-expected return profile – i.e., if for that level of risk an alternative portfolio exists which has better expected returns.

**Quantitative analysis** Investment strategies using quantitative models may perform differently than expected as a result of, among other things, the factors used in the models, the weight placed on each factor, changes from the factors' historical trends, and technical issues in the construction and implementation of the models.

### ***Investment Strategies***

NIA 's use of short sales, margin transactions and options trading generally holds greater risk, and clients should be aware that there is a material risk of loss using any of those strategies.

**Long term trading** is designed to capture market rates of both return and risk. Due to its nature, the long-term investment strategy can expose clients to various types of risk that will typically surface at various intervals during the time the client owns the investments. These risks include but are not limited to inflation (purchasing power) risk, interest rate risk, economic risk, market risk, and political/regulatory risk.

**Margin transactions** use leverage that is borrowed from a brokerage firm as collateral. When losses occur, the value of the margin account may fall below the brokerage firm's threshold thereby triggering a margin call. This may force the account holder to either allocate more funds to the account or sell assets on a shorter time frame than desired.

**Options transactions** involve a contract to purchase a security at a given price, not necessarily at market value, depending on the market. This strategy includes the risk that an option may expire out of the money resulting in minimal or no value, as well as the possibility of leveraged loss of trading capital due to the leveraged nature of stock options.

**Short sales** entail the possibility of infinite loss. An increase in the applicable securities' prices will result in a loss and, over time, the market has historically trended upward.

**Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

### ***Risks of Specific Securities Utilized***

NIA 's use of short sales, margin transactions and options trading generally holds greater risk of capital loss. Clients should be aware that there is a material risk of loss using any investment strategy. The investment types listed below (leaving aside Treasury Inflation Protected/Inflation Linked Bonds) are not guaranteed or insured by the FDIC or any other government agency.

**Mutual Funds:** Investing in mutual funds carries the risk of capital loss and thus you may lose money investing in mutual funds. All mutual funds have costs that lower investment returns. The funds can be of bond "fixed income" nature (lower risk) or stock "equity" nature.

**Equity** investment generally refers to buying shares of stocks in return for receiving a future payment of dividends and/or capital gains if the value of the stock increases. The value of equity securities may fluctuate in response to specific situations for each company, industry conditions and the general economic environments.

**Fixed income** investments generally pay a return on a fixed schedule, though the amount of the payments can vary. This type of investment can include corporate and government debt securities, leveraged loans, high yield, and investment grade debt and structured products, such as mortgage and other asset-backed securities, although individual bonds may be the best-known type of fixed income security. In general, the fixed income market is volatile and fixed income securities carry interest rate risk. (As interest rates rise, bond prices usually fall, and vice versa. This effect is usually more pronounced for longer-term securities.) Fixed income securities also carry inflation risk, liquidity risk, call risk, and credit and default risks for both issuers and counterparties. The risk of default on treasury inflation protected/inflation linked bonds is dependent upon the U.S. Treasury defaulting (extremely unlikely); however, they carry a potential risk of losing share price value, albeit rather minimal. Risks of investing in foreign fixed income securities also include the general risk of non-U.S. investing described below.

**Exchange Traded Funds (ETFs):** An ETF is an investment fund traded on stock exchanges, similar to stocks. Investing in ETFs carries the risk of capital loss (sometimes up to a 100% loss in the case of a stock holding bankruptcy). Areas of concern include the lack of transparency in products and increasing complexity, conflicts of interest and the possibility of inadequate regulatory compliance. Precious Metal ETFs (e.g., Gold, Silver, or Palladium Bullion backed "electronic shares" not physical metal) specifically may be negatively impacted by several unique factors, among them (1) large sales by the official

sector which own a significant portion of aggregate world holdings in gold and other precious metals, (2) a significant increase in hedging activities by producers of gold or other precious metals, (3) a significant change in the attitude of speculators and investors.

**Real estate** funds (including REITs) face several kinds of risk that are inherent in the real estate sector, which historically has experienced significant fluctuations and cycles in performance. Revenues and cash flows may be adversely affected by: changes in local real estate market conditions due to changes in national or local economic conditions or changes in local property market characteristics; competition from other properties offering the same or similar services; changes in interest rates and in the state of the debt and equity credit markets; the ongoing need for capital improvements; changes in real estate tax rates and other operating expenses; adverse changes in governmental rules and fiscal policies; adverse changes in zoning laws; the impact of present or future environmental legislation and compliance with environmental laws.

**Annuities** are a retirement product for those who may have the ability to pay a premium now and want to guarantee they receive certain monthly payments or a return on investment later in the future. Annuities are contracts issued by a life insurance company designed to meet requirement or other long-term goals. An annuity is not a life insurance policy. Variable annuities are designed to be long-term investments, to meet retirement and other long-range goals. Variable annuities are not suitable for meeting short-term goals because substantial taxes and insurance company charges may apply if you withdraw your money early. Variable annuities also involve investment risks, just as mutual funds do.

**Venture capital funds** invest in start-up companies at an early stage of development in the interest of generating a return through an eventual realization event; the risk is high as a result of the uncertainty involved at that stage of development.

**Options** are contracts to purchase a security at a given price, risking that an option may expire out of the money resulting in minimal or no value. An uncovered option is a type of options contract that is not backed by an offsetting position that would help mitigate risk. The risk for a “naked” or uncovered put is not unlimited, whereas the potential loss for an uncovered call option is limitless. Spread option positions entail buying and selling multiple options on the same underlying security, but with different strike prices or expiration dates, which helps limit the risk of other option trading strategies. Option transactions also involve risks including but not limited to economic risk, market risk, sector risk, idiosyncratic risk, political/regulatory risk, inflation (purchasing power) risk and interest rate risk.

**Non-U.S.** securities present certain risks such as currency fluctuation, political and economic change, social unrest, changes in government regulation, differences in accounting and the lesser degree of accurate public information available.

**Past performance is not a guarantee of future returns. Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

### ***Voting Client Proxies***

NIA will not ask for, nor accept voting authority for client securities. Clients will receive proxies directly from the issuer of the security or the custodian. Clients should direct all proxy questions to the issuer of the security.

## **Item 7: Client Information Provided to Portfolio Managers**

All client information material to managing the portfolio (including basic information, risk tolerance, sophistication level, and income level) is provided to the portfolio manager. The portfolio manager will also have access to that information as it changes and is updated.

## **Item 8: Client Contact with Portfolio Managers**

NIA places no restrictions on client ability to contact its portfolio managers. NIA's representative, Moss Kauffman can be contacted during regular business hours and contact information is on the cover page of Moss Kauffman's Form ADV Part 2B brochure supplement.

## **Item 9: Additional Information**

### **A. Disciplinary Action and Other Financial Industry Activities**

#### ***Criminal or Civil Actions***

There are no criminal or civil actions to report.

#### ***Administrative Proceedings***

There are no administrative proceedings to report.

#### ***Self-regulatory Organization Proceedings***

There are no self-regulatory organization proceedings to report.

#### ***Registration as a Broker/Dealer or Broker/Dealer Representative***

Neither NIA nor its representatives are registered as or have pending applications to become a broker/dealer or as representatives of a broker/dealer.

#### ***Registration as a Futures Commission Merchant, Commodity Pool Operator, or Commodity Trading Advisor***

Neither NIA nor its representatives are registered as or have pending applications to become a Futures Commission Merchant, Commodity Pool Operator, or Commodity Trading Advisor.

***Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests***

Neither NIA nor its representatives have any material relationships to this advisory business that would present a possible conflict of interest.

***Selection of Other Advisors or Managers and How This Adviser is Compensated for Those Selections***

NIA does not utilize nor select other advisors or third party managers. All assets are managed by NIA management.

<b>B. Code of Ethics, Client Referrals, and Financial Information</b>
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***Code of Ethics***

We have a written Code of Ethics that covers the following areas: Prohibited Purchases and Sales, Insider Trading, Personal Securities Transactions, Exempted Transactions, Prohibited Activities, Conflicts of Interest, Gifts and Entertainment, Confidentiality, Service on a Board of Directors, Compliance Procedures, Compliance with Laws and Regulations, Procedures and Reporting, Certification of Compliance, Reporting Violations, Compliance Officer Duties, Training and Education, Recordkeeping, Annual Review, and Sanctions. Our Code of Ethics is available free upon request to any client or prospective client.

***Recommendations Involving Material Financial Interests***

NIA does not recommend that clients buy or sell any security in which a related person to NIA or NIA has a material financial interest.

***Investing Personal Money in the Same Securities as Clients***

From time to time, representatives of NIA may buy or sell securities for themselves that they also recommend to clients. This may provide an opportunity for representatives of NIA to buy or sell the same securities before or after recommending the same securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest. NIA will always document any transactions that could be construed as conflicts of interest and will never engage in

trading that operates to the client's disadvantage when similar securities are being bought or sold.

### ***Trading Securities At/Around the Same Time as Clients' Securities***

From time to time, representatives of NIA may buy or sell securities for themselves at or around the same time as clients. This may provide an opportunity for representatives of NIA to buy or sell securities before or after recommending securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest; however, NIA will never engage in trading that operates to the client's disadvantage when similar securities are being bought or sold.

### ***Frequency and Nature of Periodic Reviews and Who Makes Those Reviews***

Client accounts are reviewed at least quarterly only by Moss Kauffman. Moss Kauffman is the chief advisor and is instructed to review clients' accounts with regards to their investment policies and risk tolerance levels. All accounts at NIA are assigned to this reviewer.

### ***Factors That Will Trigger a Non-Periodic Review of Client Accounts***

Reviews may be triggered by material market, economic or political events, or by changes in client's financial situations (such as retirement, termination of employment, physical move, or inheritance).

### ***Content and Frequency of Regular Reports Provided to Clients***

Each client will receive at least quarterly from the custodian, a written report that details the client's account including assets held and asset value which will come from the custodian.

### ***Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)***

NIA does not receive any economic benefit, directly or indirectly from any third party for advice rendered to NIA clients.

NIA participates in the institutional advisor program (the "Program") offered by TD Ameritrade. TD Ameritrade offers to independent investment advisor services which include custody of securities, trade execution, clearance and settlement of transactions. NIA receives some benefits from TD Ameritrade through its participation in the Program.

As disclosed above, NIA participates in TD Ameritrade's institutional advisor program and NIA may recommend TD Ameritrade to clients for custody and brokerage services.



There is no direct link between NIA's participation in the Program and the investment advice it gives to its clients, although NIA receives economic benefits through its participation in the Program that are typically not available to TD Ameritrade retail investors. These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving NIA participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have NIA's fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to NIA by third party vendors. TD Ameritrade may also pay for business consulting and professional services received by NIA's related persons. Some of the products and services made available by TD Ameritrade through the Program may benefit NIA but may not benefit its client accounts. These products or services may assist NIA in managing and administering client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help NIA manage and further develop its business enterprise. The benefits received by NIA or its personnel through participation in the Program do not depend on the amount of brokerage transactions directed to TD Ameritrade. As part of its fiduciary duties to clients, NIA endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by NIA or its related persons in and of itself creates a conflict of interest and may indirectly influence the NIA's choice of TD Ameritrade for custody and brokerage services.

### ***Compensation to Non – Advisory Personnel for Client Referrals***

NIA does not directly or indirectly compensate any person who is not advisory personnel for client referrals.

### ***Balance Sheet***

NIA does not require nor solicit prepayment of more than \$1,200 in fees per client, six months or more in advance and therefore does not need to include a balance sheet with this brochure.

### ***Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients***

Neither NIA nor its management have any financial conditions that are likely to reasonably impair our ability to meet contractual commitments to clients.

### ***Bankruptcy Petitions in Previous Ten Years***

NIA has not been the subject of a bankruptcy petition in the last ten years.

