



# *Jaffe Tilchin Institutional Consulting*

*15350N. Florida Avenue  
Tampa, FL 33613  
813.963.2500*

[www.jaffetilchin.com](http://www.jaffetilchin.com)

## *Disclosure Brochure Institutional Services*

*March 27, 2019*

This brochure provides information about the qualifications and business practices of Jaffe Tilchin Institutional Consulting. If you have any questions about the contents of this brochure, please contact us at 813.963.2500. 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.

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

Additional information about Jaffe Tilchin Institutional Consulting also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**ADV Part 2A Disclosure Brochure**

## ***Item 2: Material Changes***

**Jaffe Tilchin Investment Partners, LLC (“Jaffe Tilchin, we, us, our, ours”) has made no material changes to our disclosure brochures since the last update dated March 2018.**

Currently, our brochure may be requested by contacting our Chief Compliance Officer , at 813.963.2500 or [Scott@jaffetilchin.com](mailto:Scott@jaffetilchin.com). We will provide you with a new brochure at any time without charge.

Additional information about us is available via the SEC’s website: [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). This website also provides information about any persons affiliated with Jaffe Tilchin who are registered as investment adviser representatives (“your advisory representative”) of Jaffe Tilchin. Information on our investment adviser representatives who work with your account can be found in our brochure supplements.

*Jaffe Tilchin Investment Partners, LLC*

*SEC File Number 801-67720*

*CRD Number 143608*

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## ***Item 4: Advisory Business***

Jaffe Tilchin Investment Partners is a Limited Liability Company organized under the laws of Florida. Scott Jaffe & Louis Tilchin founded the Tampa-based investment advisory firm in 2007 and are the principal owners.

Jaffe Tilchin Investment Partners is a member of the Jaffe Tilchin Wealth Management family of companies. Jaffe Tilchin Institutional Consulting is a separate operating division of Jaffe Tilchin Investment Partners. Jaffe Tilchin Investment Partners provides retail investment advisory services.

Information about the advisory services offered by Jaffe Tilchin Investment Partners and the accompanying fees and charges can be found in the related Retail Services Disclosure Brochure.

### ***General Institutional Consulting***

We serve as investment consultant for 401(k) plans, 403(b) plans, Defined Contribution Plans, Defined Benefit Plans, Cash Management Accounts, Non-Qualified Deferred Comp Plans, Endowments and Foundations, providing the following services for benefit of participants and their beneficiaries:

- plan needs assessment,
- investment policy statement review or creation,
- recommendation of investment options,
- monitoring investment performance,
- periodic fee review,
- coordination of investment committee services,
- facilitation of provider selection, and
- plan design.

### ***Needs and Restrictions***

In managing your investment portfolio, we consider your:

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

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

### *Assets under Management*

As of February 28, 2019, through both our institutional and retail asset management services, we managed approximately \$653,405,596 in client assets on a discretionary basis where we made all of the investment decisions. We managed approximately \$26,997,068 on a non-discretionary basis where clients made investment decisions based on our recommendations.

## ***Item 5: Fees and Compensation***

Our fee schedule is described below:

<b>Plan Asset Balance</b>	<b>Annual Fee<sup>1</sup></b>
Up to \$5,000,000	1.00%
\$5,000,001 to \$15,000,000	0.75%
\$15,000,001 to \$30,000,000	0.65%
\$30,000,001 to \$60,000,000	0.50%
\$60,000,001 to \$100,000,000	0.45%

<sup>1</sup>*Fees are negotiable at our sole discretion.*

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

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

We do not participate in or benefit from these charges.

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

fees and expenses.

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

All advisory fees are billed quarterly, in advance as contractually agreed upon. Advisory fees are based upon market value of the plan assets on the last business day of the preceding calendar quarter as determined by the plan custodian.

You may terminate your advisory agreement within thirty (30) business days from the date the agreement is executed, without penalty. After the first five business days, should any party terminate the agreement before the end of a billing period, any fees that have been paid but not earned by us will be refunded.

Our investment adviser representatives are also registered representatives of APW Capital, Inc. (“APW”), a registered broker-dealer (member FINRA/SIPC). They are also licensed with various insurance companies. They may earn commissions if investment or insurance products are purchased through them in those capacities. This does not apply within the context of a consulting relationship.

### ***Item 6: Performance-Based Fees***

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

### ***Item 7: Types of Clients***

We offer consulting services to 401(k), 403(b), Defined Contribution Plans, Defined Benefit Plans, Cash Management Accounts, Non-Qualified Deferred Comp Plans, Endowments and Foundations. There are no conditions for starting and maintaining an advisory relationship.

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

We use both quantitative and qualitative analysis when reviewing performance, managers, and plan assessments. This includes but is not limited to assessing a manager’s investment philosophy, strength of the organization and its people,

Consistency of performance, and style purity of the product.

All investments involve risks that can result in loss:

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

Additionally, these risks may include:

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

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

### ***Item 9: Disciplinary Information***

Jaffe Tilchin has not been the subject of any civil, criminal or regulatory action or disciplinary event that would be material to your evaluation of our business or the integrity of our management. Lou Tilchin and Scott Jaffe have previously been named in customer complaints which were settled. These are more fully described in the supplements to this brochure. Additional information is available at <https://brokercheck.finra.org>.

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

In addition to their position with Jaffe Tilchin, your advisory representative may also be a registered representative of APW Capital, Inc., a registered broker-dealer (member FINRA/SIPC). You are under no obligation to purchase or sell securities through your advisory representative in conjunction with their association with APW. If you do so, however, they may earn compensation in the form of commissions or investment advisory fees.

Jaffe Tilchin Investment Partners, LLC is affiliated with Jaffe Tilchin Wealth Management, through common ownership. Jaffe Tilchin Wealth Management is an insurance agency and offers commissionable insurance products.

In addition, a related person of Jaffe Tilchin Investment Partners, LLC is also associated with RCR Financial, an unaffiliated insurance agency. This individual will receive commissions from insurance products purchased through RCR Financial.

Certain advisory representatives are also licensed as insurance agents.

You are under no obligation to purchase insurance products from Jaffe Tilchin Wealth Management, RCR Financial, or any advisory representative. If you choose to purchase insurance, these firms and individuals will receive commissions in addition to the advisory fees you pay to us.

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

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

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

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

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

We have adopted policies and procedures that are intended to address these conflicts of interest. These policies and procedures:

- require our advisory representatives and employees to act in your best interest,
- prohibit favoring one client over another, and
- provide for the review of transactions to discover and correct any same-day trades



that result in an advisory representative or employee receiving a better price than a client.

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

## ***Item 12: Brokerage Practices***

We will generally recommend Fidelity Brokerage Services, LLC (“Fidelity”) and/or TD Ameritrade Institutional, a division of TD Ameritrade, Inc. (“TD Ameritrade”) (collectively or separately, “Custodian”) to you for custody and brokerage services although we may agree to employ the services of one or more other custodians.

We are independently owned and operated and not affiliated with the Custodian we recommend. Our use of the Custodian is, however, a beneficial business arrangement for us and for the Custodian. Information regarding the benefits of this relationship is described below.

Our recommendation of a specific custodian is based in part on our existing relationships; the custodian’s financial strength; reputation; breadth of investment products; and, the cost and quality of custody and brokerage services provided to you and our other clients.

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

In addition to brokerage and custody services, services customarily made available to advisers include access to investments generally available to institutional investors; research; software; and, educational opportunities. Custodians may also make available or arrange for these types of services to be provided to us by independent third parties. Custodians may discount or waive the fees they would otherwise charge for some of the services they make available to us. They may also pay all or a part of the fees of a third party providing these services to us.

We receive economic benefits as a result of our relationship with the custodians because we do not have to produce or purchase the products and services listed above. These services are not contingent upon us committing any specific amount of business to the custodians in trading commissions. We do not enter into soft-dollar arrangements with custodians or brokers.

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

The custodians do not charge separately for holding our client accounts, but may be compensated by you through other transaction-related fees associated with the securities transactions they execute for your account.

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

Many of the services described above may be used to benefit all or a substantial number of our accounts, including accounts not maintained at the Custodian. We do not attempt to allocate these benefits to specific clients.

Third party asset managers may require the use of certain custodians. Please refer to the Brokerage Practices sections of their respective brochures for more information. We may also receive economic and non-economic benefit from third-party asset managers we utilize in the form of the support products and services it makes available to use, such as research, technology or administrative support. The availability of these products and services are not based upon us giving particular investment advice, such as buying particular securities for our clients. The total advisory fee the client pays will not be higher because we accept these benefits.

### ***Directed Custodian***

We do not accept directed custodian. You may choose Fidelity or TD Ameritrade as the custodian of your account(s).

### ***Bunched Trading***

We may engage in bunched trading, which is the purchase or sale of a security for the

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

Bunched trades are placed only when we reasonably believe that the combination of the transactions provides better prices for clients than had individual transactions been placed for clients. Transactions for nondiscretionary client accounts are not bunched with transactions for discretionary client accounts.

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

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

### ***Item 13: Review of Accounts***

All client accounts are monitored on an ongoing basis with a formal review conducted at least annually or as agreed upon with individual clients. The reviews focus on the consistency of portfolio investments with each client's stated objectives and risk tolerances. The reviews also consider investment restrictions requested by individual clients, investment time horizons, liquidity needs, tax considerations, and other circumstances unique to each client.

Changes in your investments and your investment strategies will be recommended by us as they are deemed appropriate.

Account reviews may also be triggered by other factors such as changes in general economic and market conditions, analyst reports, issuer news and interest rate movement. Louis Tilchin, Managing Partner, and Scott Jaffe, Director of Investment Management, assign reviewers based upon their familiarity with your accounts.

Typically, advisory representatives review their own client accounts.

You will receive statements from the custodian at least quarterly. These statements identify your current investment holdings, the cost of each of those investments, and their current market values. You will also receive performance analysis reports prepared by us which describe the returns realized on the investments in your account.

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

We may enter into written agreements with certain unaffiliated investment advisers and other professionals (such as CPAs, attorneys, etc.) to compensate them for referring clients to us. We will pay these individuals (referred to as “solicitors”) a percentage of the advisory fee that you pay us if it is determined that you have become a client of ours as a result of their direct or indirect efforts.

The payments we make to a solicitor will not result in an increase in the amount of the advisory fee that the referred client will pay.

Our solicitation or referral arrangements will comply with applicable laws that govern:

- the nature of the services provided;
- the fees to be paid;
- disclosure of solicitor arrangements to clients; and
- client consents, as required.

We may receive certain economic benefits as a result of Jaffe Tilchin Investment Partner’s participation in the Custodian’s institutional program. Those benefits are described in detail in the preceding section entitled “Brokerage Practices.”

## ***Item 15: Custody***

Your assets are maintained with a qualified custodian. You will receive statements from the custodian that holds your investment account on at least a quarterly basis. We urge you to carefully review these statements and compare them to the account statements that we may provide you. You should verify that the transactions in your account are consistent with your investment goals and the objectives for your account. We also encourage you to contact your advisory representative or our Chief Compliance Officer should you have any questions or concerns regarding your account.

### ***Item 16: Investment Discretion***

We offer our consulting services on a nondiscretionary basis. We do not have the ability to effect trades in your investment accounts. We also do not have the ability to choose the broker- dealer through which transactions will be executed.

### ***Item 17: Voting Client Securities***

We are expressly precluded from taking any action or rendering any advice to you with respect to the voting of proxies solicited by, or with respect to, the issuers of any securities. You expressly retain the authority and responsibility with respect to voting proxies for the Plan or will delegate discretion with respect to voting such proxies to a third- party.

### ***Item 18: Financial Information***

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



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**Louis Tilchin**

ADV Part 2B  
Brochure Supplement

March 15, 2017

**This brochure supplement provides information about Louis Tilchin that supplements the Jaffe Tilchin Investment Partners, LLC brochure. You should have received a copy of that brochure. Please contact M. Scott Jones, Chief Compliance Officer, if you did not receive Jaffe Tilchin Investment Partners, LLC's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Louis Tilchin, CRD Number 1495823, is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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



**Louis Tilchin**

*Year of birth:* 1964

*Formal education:*

- Florida State University  
BS Degree - Business Administration

*Business background:*

- Jaffe Tilchin Investment Partners, LLC (also doing business as Jaffe Tilchin Institutional Consulting and Jaffe Tilchin Wealth Management ) (04/2007 to Present), Managing Partner & Investment Advisor Representative
- Jaffe Tilchin Wealth Management, (04/2007 to Present), Owner
- APW Capital, Inc. (04/2009 – Present), Registered Representative
- J.W. Cole Financial, Inc. (09/2003 – 04/2009), Registered Representative
- Jonathan Roberts Advisory Group (01/2002 to 09/2003), Investment Advisor Representative

## ***Disciplinary Information***

Lou Tilchin has not been the subject of any criminal or regulatory action. As a registered representative of Pruco, Mr. Tilchin was previously named in three customer complaints and a suit in state court which were settled by Pruco. No finding or action has been entered against Mr. Tilchin. Additional information is available at [www.brokercheck.finra.org](http://www.brokercheck.finra.org).

## ***Other Business Activities***

Jaffe Tilchin Investment Partners, LLC is affiliated with Jaffe Tilchin Wealth Management, through common ownership. Jaffe Tilchin Wealth Management is an insurance agency and offers commissionable insurance products.

Mr. Tilchin is also associated with RCR Financial, an unaffiliated insurance agency. He will receive commissions from insurance products purchased through RCR Financial.

In addition, Mr. Tilchin is is a registered representative of APW Capital, Inc., a registered broker/dealer. He is also a licensed insurance agent offering insurance products and services through unaffiliated insurance companies.

As a licensed insurance agent and a registered representative of a broker-dealer, Mr. Tilchin may receive commissions or other compensation from the sale of insurance and securities products to you. If you choose to implement your financial plan through APW Capital, Inc., Mr. Tilchin may receive compensation in addition to sharing in the advisory fees you pay. This additional compensation may present a conflict of interest because it creates an incentive to recommend certain investments over others that may not offer similar compensation. You are not required to do business with Mr. Tilchin in any of these capacities.

Mr. Tilchin is also a majority partner of Jaffe Tilchin Wealth Management, and has been since the firm was founded. As such, Mr. Tilchin shares in the responsibilities of the firm and is entitled to customary benefits of ownership such as distributions of income or profit. As a majority partner he devotes the majority of his time each month to this business, which is located at 15350 N. Florida Ave., Tampa, FL 33613. Jaffe Tilchin Wealth Management provides investment and insurance services to individuals and businesses. We mitigate this conflict by disclosing it to our clients and potential clients.

## ***Additional Compensation***



Mr. Tilchin receives additional compensation for his activities as a registered representative of a broker-dealer and as an insurance agent. This compensation is described under “Other Business Activities” above. Mr. Tilchin receives no additional compensation beyond the consulting fees charged for consulting services provided to qualified and non-qualified plans.

## ***Supervision***

Mr. Tilchin is supervised by M. Scott Jones, Chief Compliance Officer. Mr. Jones can be reached at 813.963.2500.

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

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



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**Scott Jaffe**

ADV Part 2B  
Brochure Supplement

March 15, 2017

**This brochure supplement provides information about Scott Jaffe that supplements the Jaffe Tilchin Investment Partners, LLC brochure. You should have received a copy of that brochure. Please contact M. Scott Jones, Chief Compliance Officer, if you did not receive Jaffe Tilchin Investment Partners, LLC's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Scott Jaffe, CRD Number 1536635, is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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



**Scott Jaffe**

*Year of birth:* 1960

*Formal education:*

- Indiana University  
BS Degree - Finance
- Penn State University  
Master of Business Administration

*Business background:*

- Jaffe Tilchin Investment Partners, LLC (also doing business as Jaffe Tilchin Institutional Consulting and Jaffe Tilchin Wealth Management) (04/2007 to Present), Director of Investment Management & Investment Advisor Representative
- Jaffe Tilchin Wealth Management, (04/2007 to Present), Owner
- APW Capital, Inc. (04/2009 – Present), Registered Representative
- J.W. Cole Financial, Inc. (04/2007 – 04/2009), Registered Representative
- Citigroup Global Markets, Inc. (02/1997 – 04/2007), Registered Representative
- Salomon Smith Barney, Inc. (02/1997 to 04/2007), Senior Portfolio Manager

## ***Disciplinary Information***

Scott Jaffe has not been the subject of any civil, criminal or regulatory action or disciplinary event. Mr. Jaffe has been named in one customer complaint which was settled. No finding or action has been entered against Mr. Jaffe. Additional information is available at <https://brokercheck.finra.org>.

## ***Other Business Activities***

Jaffe Tilchin Investment Partners, LLC is affiliated with Jaffe Tilchin Wealth Management, through common ownership. Jaffe Tilchin Wealth Management is an insurance agency and offers commissionable insurance products.

In addition to his association with Jaffe Tilchin, Mr. Jaffe is a registered representative of APW Capital, Inc., a registered broker/dealer. He is also a licensed insurance agent offering insurance products and services through unaffiliated insurance companies.

As a licensed insurance agent and a registered representative of a broker-dealer, Mr. Jaffe may receive commissions or other compensation from the sale of insurance and securities products to you. If you choose to implement your financial plan through APW Capital, Inc., Mr. Jaffe may receive compensation in addition to sharing in the advisory fees you pay. This additional compensation may present a conflict of interest because it creates an incentive to recommend certain insurance and securities over others that may not offer similar compensation. You are not required to do business with Mr. Jaffe in any of these capacities.

Mr. Jaffe is also a majority partner of Jaffe Tilchin Wealth Management, and has been since the firm was founded. As such, Mr. Jaffe shares in the responsibilities of the firm and is entitled to customary benefits of ownership such as distributions of income or profit. As a majority partner he devotes the majority of his time each month to this business, which is located at 15350 N. Florida Ave., Tampa, FL 33613. Jaffe Tilchin Wealth Management provides investment and insurance services to individuals and businesses. We mitigate this conflict by disclosing it to our clients and potential clients.

## ***Additional Compensation***

Mr. Jaffe receives additional compensation for his activities as a registered representative of a broker-dealer and as an insurance agent. This compensation is described under “Other Business Activities” above. Mr. Jaffe receives no additional compensation beyond the consulting fees charged for consulting services provided to qualified and non-qualified plans.

## ***Supervision***

Mr. Jaffe is supervised by M. Scott Jones, Chief Compliance Officer. Mr. Jones can be reached at 813.963.2500.

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

to you by performing the following reviews:

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



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**M. Scott Jones, CLU**

ADV Part 2B  
Brochure Supplement

March 15, 2017

**This brochure supplement provides information about M. Scott Jones that supplements the Jaffe Tilchin Investment Partners, LLC brochure. You should have received a copy of that brochure. Please contact M. Scott Jones, Chief Compliance Officer, if you did not receive Jaffe Tilchin Investment Partners, LLC's brochure or if you have any questions about the contents of this supplement.**

**Additional information about M. Scott Jones, CRD Number 1364944, is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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



**M. Scott Jones, CLU**

*Year of birth:* 1960

*Formal education:*

- Florida State University  
BS Degree – Risk Management & Insurance

*Business background:*

- Jaffe Tilchin Investment Partners, LLC (also doing business as Jaffe Tilchin Institutional Consulting and Jaffe Tilchin Wealth Management) (04/2007 to Present), Chief Compliance Officer & Investment Advisor Representative
- APW Capital, Inc. (04/2009 – Present), Registered Representative
- J.W. Cole Financial, Inc. (09/2003 – 04/2009), Registered Representative
- Jonathan Roberts Advisory Group; (01/2002 to 12/2007), Investment Advisor Representative

*Professional Designations:*

**The Chartered Life Underwriter® (CLU)** designation is a professional credential for persons providing advisory services related to risk management.

The CLU® designation is awarded by The American College after successful completion of eight college-level courses, generally requiring 400 hours of study and examinations for each course. Designees must meet experience and continuing education requirements and must adhere to a high ethical standard.



## ***Disciplinary Information***

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

## ***Other Business Activities***

In addition to his association with Jaffe Tilchin, Mr. Jones is a registered representative of APW Capital, Inc., a registered broker/dealer. He is also a licensed insurance agent offering insurance products and services through unaffiliated insurance companies.

As a licensed insurance agent and a registered representative of a broker-dealer, Mr. Jones may receive commissions or other compensation from the sale of insurance and securities products to you. If you choose to implement your financial plan through APW Capital, Inc., Mr. Jones may receive compensation in addition to sharing in the advisory fees you pay. This additional compensation may present a conflict of interest because it creates an incentive to recommend certain insurance and securities products over others that may not offer similar compensation. You are not required to do business with Mr. Jones in any of these capacities.

Mr. Jones is also a minority partner of Jaffe Tilchin Wealth Management, and has been since 4/1/18. As such, Mr. Jones shares in the responsibilities of the firm and is entitled to customary benefits of ownership such as distributions of income or profit. As a minority partner he devotes less than five hours per month to this business, which is located at 15350 N. Florida Ave., Tampa, FL 33613. Jaffe Tilchin Wealth Management provides investment and insurance services to individuals and businesses. We mitigate this conflict by disclosing it to our clients and potential clients.

## ***Additional Compensation***

Mr. Jones receives additional compensation for his activities as a registered representative of a broker-dealer and as an insurance agent. This compensation is described under “Other Business Activities” above. Mr. Jones receives no additional compensation beyond the consulting fees charged for consulting services provided to qualified and non-qualified plans.

## ***Supervision***

Mr. Jones is supervised by Louis Tilchin, Managing Partner. Mr. Tilchin can be reached at 813.963.2500.

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

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



# *Jaffe Tilchin Investment Partners, LLC.*

*15350 N. Florida Avenue  
Tampa, FL 33613*

*813.963.2500*

[www.jaffetilchin.com](http://www.jaffetilchin.com)

**Marc Ardizzone**

**ADV Part 2B  
Brochure Supplement**

**March 15, 2017**

**This brochure supplement provides information about Marc Ardizzone that supplements the Jaffe Tilchin Investment Partners, LLC brochure. You should have received a copy of that brochure. Please contact M. Scott Jones, Chief Compliance Officer, if you did not receive Jaffe Tilchin Investment Partners, LLC's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Marc Ardizzone, CRD Number 5497421, is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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



**Marc Ardizzone**

*Year of birth:* 1981

*Formal education:*

- University of Tampa  
MBA – Corporate Finance, 2008

*Business background:*

- Jaffe Tilchin Investment Partners, LLC (also doing business as Jaffe Tilchin Wealth Management and Jaffe Tilchin Institutional Consulting) (02/08 to Present), Investment Advisor Representative (3/14 to present) Director of Operations

## ***Disciplinary Information***

Marc Ardizzone has not been the subject of any legal or disciplinary event.

## ***Other Business Activities***

Mr. Ardizzone is also a minority partner of Jaffe Tilchin Wealth Management, and has been since 10/1/16. As such, Mr. Ardizzone shares in the responsibilities of the firm and is entitled to customary benefits of ownership such as distributions of income or profit. As a minority partner he devotes less than five hours per month to this business, which is located at 15350 N. Florida Ave., Tampa, FL 33613. Jaffe Tilchin Wealth Management provides investment and insurance services to individuals and businesses. We mitigate this conflict by disclosing it to our clients

and potential clients.

### ***Additional Compensation***

Mr. Ardizzone does not receive any additional compensation related to the advisory services provided to you.

### ***Supervision***

Mr. Ardizzone is supervised by M. Scott Jones, Chief Compliance Officer. Mr. Jones can be reached at 813.963.2500.

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

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



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**Michael DeGenova, CRPS®**

**ADV Part 2B  
Brochure Supplement**

**March 15, 2017**

**This brochure supplement provides information about Michael DeGenova that supplements the Jaffe Tilchin Investment Partners, LLC brochure. You should have received a copy of that brochure. Please contact M. Scott Jones, Chief Compliance Officer, if you did not receive Jaffe Tilchin Investment Partners, LLC's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Michael DeGenova, CRD Number 4317221, is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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



**Michael DeGenova, CRPS®**

*Year of birth:* 1976

*Formal education:*

- University of Tampa  
BS 1998

*Business background:*

- Jaffe Tilchin Institutional Consulting; (02/2012 – Present), Director of Institutional Consulting
- Jaffe Tilchin Investment Partners, LLC (also doing business as Jaffe Tilchin Institutional Consulting and Jaffe Tilchin Wealth Management) (05/10 to Present), Investment Adviser Representative
- APW Capital, Inc. (05/10 – Present), Registered Representative
- Smith Barney; (10/00 to (05/10), Financial Advisor

*Professional Designations:*

**Chartered Retirement Plans Specialist<sup>SM</sup> or CRPS®**

Individuals who hold the CRPS® designation have completed a course of study encompassing design, installation, maintenance and administration of retirement plans. Additionally, individuals must pass an end-of-course examination that tests their ability to synthesize complex concepts and apply theoretical concepts to real-life situations.

All designees have agreed to adhere to Standards of Professional Conduct and are subject to a disciplinary process.

Designees renew their designation every two-years by completing 16 hours of continuing education, reaffirming adherence to the Standards of Professional Conduct and complying with self-disclosure requirements.

### ***Disciplinary Information***

Michael DeGenova has not been the subject of any legal or disciplinary event.

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

In addition to his association with Jaffe Tilchin, Mr. DeGenova is a registered representative of APW Capital, Inc., a registered broker/dealer. He is also a licensed insurance agent offering insurance products and services through unaffiliated insurance companies. Mr. DeGenova is also the President of 12 Financial LLC, a provider of insurance services

As a registered representative of a broker-dealer and as an insurance agent, Mr. DeGenova may receive commissions or other compensation from the sale of securities and insurance products to you. (For example, Mr. DeGenova may receive “12b-1 fees,” which are fees paid by mutual fund companies for the on- going marketing of their investment products). This additional compensation may present a conflict of interest because it creates an incentive to recommend certain investments over others that may not offer similar compensation. You are not required to do business with Mr. DeGenova in any of these capacities.

Mr. DeGenova is also a minority partner of Jaffe Tilchin Wealth Management, and has been since 10/1/16. As such, Mr. DeGenova shares in the responsibilities of the firm and is entitled to customary benefits of ownership such as distributions of income or profit. As a minority partner he devotes less than five hours per month to this business, which is located at 15350 N. Florida Ave., Tampa, FL 33613. Jaffe Tilchin Wealth Management provides investment and insurance services to individuals and businesses. We mitigate this conflict by disclosing it to our clients and potential clients.

### ***Additional Compensation***

Mr. DeGenova receives additional compensation for his activities as a registered representative of a broker- dealer. This compensation is described under “Other Business Activities” above. Mr. DeGenova receives no additional compensation beyond the consulting fees charged for consulting services provided to qualified and non- qualified plans.



## ***Supervision***

Mr. DeGenova is supervised by M. Scott Jones, Chief Compliance Officer. Mr. Jones can be reached at 813.963.2500.

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

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



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**David G. Pearlman**

ADV Part 2B  
Brochure Supplement

July 3, 2019

**This brochure supplement provides information about David G. Pearlman that supplements the Jaffe Tilchin Investment Partners, LLC brochure. You should have received a copy of that brochure. Please contact M. Scott Jones, Chief Compliance Officer, if you did not receive Jaffe Tilchin Investment Partners, LLC's brochure or if you have any questions about the contents of this supplement.**

**Additional information about David G. Pearlman, CRD Number 4077379, is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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



**David G. Pearlman**

*Year of birth:* 1970

*Formal education:*

- Indiana University  
BA Degree – Psychology

*Business background:*

- Jaffe Tilchin Investment Partners, LLC (also doing business as Jaffe Tilchin Institutional Consulting and Jaffe Tilchin Wealth Management), Tampa, FL (05/2019 to Present), Financial Advisor, Investment Adviser Representative
- Wells Fargo Advisors, Tampa, FL (01/2015 to 05/2019), Financial Advisor, Assistant Vice President, Investment Adviser Representative
- Merrill Lynch, Clearwater, FL (11/2012 to 01/2015), Financial Advisor, Investment Adviser Representative
- Morgan Stanley Smith Barney, Tampa, FL (04/2007 to 11/2012), Financial Advisor, Investment Adviser Representative

### ***Disciplinary Information***

David G. Pearlman has not been the subject of any legal or disciplinary event.

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

In addition to his association with Jaffe Tilchin, Mr. Pearlman is a registered representative of APW Capital, Inc., a registered broker/dealer. He is also a licensed life, health and variable annuity insurance agent offering insurance

products and services through unaffiliated insurance companies.

As a licensed insurance agent and a registered representative of a broker-dealer, Mr. Pearlman receives commissions or other compensation from the sale of insurance and securities products to you. If you choose to implement your financial plan through APW Capital, Inc., Mr. Pearlman will receive compensation in addition to sharing in the advisory fees you pay. This additional compensation presents a potential conflict of interest because it creates an incentive to recommend certain insurance and securities products over others that may not offer similar compensation. You are not required to do business with Mr. Pearlman in any of these capacities.

In addition to the above, Mr. Pearlman serves as President of the Jewish Association of North Tampa DBA Congregation Kol Ami, serves on the Board of Directors Florida Holocaust Museum in St. Petersburg and is an Advisory Board Member for the Jewish National Fund, North Florida Region.

### ***Additional Compensation***

Mr. Pearlman receives additional compensation for his activities as a registered representative of a broker-dealer and as an insurance agent. This compensation is described under “Other Business Activities” above. Mr. Pearlman receives no additional compensation beyond the consulting fees charged for consulting services provided to qualified and non-qualified plans.

### ***Supervision***

Mr. Pearlman is supervised by Louis Tilchin, Managing Partner. Mr. Tilchin can be reached at 813.963.2500.

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

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