

Registered as: Vision Retirement, LLC | CRD No. 173064 | Doing Business As: The Lanza Financial Group



The Lanza Financial Group

RETIREMENT • INVESTMENT • ESTATE PLANNING • SINCE 1984

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Form ADV Part 2A – Firm Disclosure Brochure

December 19, 2024

This Form ADV Part 2A (“Disclosure Brochure”) provides information about the qualifications and business practices of The Lanza Financial Group (“Advisor”). If you have any questions about the contents of this Disclosure Brochure, please contact us at (201) 447-4997. The information in this Disclosure Brochure has not been approved or verified by the U.S. Securities and Exchange Commission (“SEC”) or by any state securities authority. Registration of an investment advisor does not imply any specific level of skill or training. This Disclosure Brochure provides information about Advisor to assist you in determining whether to retain the Advisor. Additional information about Advisor and its advisory persons are available on the SEC’s website at www.adviserinfo.sec.gov by searching for our firm name or by our CRD# 173064.

Item 2 – Material Changes

This is the initial filing of The Lanza Financial Group (DBA) disclosure brochure. Annually, a complete disclosure brochure will be offered to Clients if there are material changes within 120 days from the firm's fiscal year-end.

- This version of the ADV 2A is only used by Investment Adviser Representatives using The Lanza Financial Group DBA name.

At any time, you may view the current Disclosure Brochure on-line at the SEC's Investment Adviser Public Disclosure website at www.adviserinfo.sec.gov by searching for our firm name or by our CRD# 173064. You may also request a copy of this Disclosure Brochure at any time, by contacting us at (201) 447-4997.

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Item 4 – Advisory Services

Firm Information

The Lanza Financial Group offers Advice, Integrated Financial Planning and Investment Management. Our approach to delivering comprehensive financial services always starts and ends with you, our clients. We begin this process by listening to you and discussing your lifestyles, goals, wishes, dreams and family situations. Through a consultative process we then learn the details of your financial picture so we can construct and deliver a customized plan along with your personal Financial Action Checklist. Our experienced team of professionals fully evaluates your situation to prepare personal solutions that integrate investment planning, tax reduction planning, retirement income and distribution planning, and family wealth planning. We then schedule to meet with you on a regular basis to discuss and update your financial situation. We pride ourselves in our constant calendars of client services and regular client communications to keep you informed of economic news and appropriate tax law and estate planning rule updates.

Principal Owners

The Lanza Financial Group is a DBA (doing business as) name for Vision Retirement, LLC, a registered investment advisor owned 50/50 by Paul D. Muller and Joseph M. Lanza.

Joseph M. Lanza - Managing Member, Financial Advisor & President of The Lanza Financial Group



Joseph M. Lanza has been in the financial services industry for over 30 years. After graduating from Fordham University and studying Global Economics at Lincoln Center, he began his career in 1984 as a financial advisor with American Capital. After working in the financial services industry for 34 years, in 2018, Mr. Lanza joined LPL Financial. He is an LPL Branch Manager and holds Series 6, 7, 63, 24 and 53 securities registrations with LPL Financial as well as being licensed to sell Life/Health Insurance and Fixed/Variable Annuities. In 2024, he partnered with Paul D. Muller.

Paul D. Muller, CFP, AEP - Managing Member, Financial Advisor & Chief Compliance Officer



Paul graduated from the State University of New York at Albany with a degree in Economics and has over 25 years of experience in the financial industry. He's a Certified Financial Planner Professional (CFP®), Accredited Estate Planner (AEP®) and holds FINRA series 6, 7, 24, 63 and 65 securities registrations through LPL Financial. Paul has also been a seven-time recipient of the Five Star Award. In 2024 he partnered with Joseph M. Lanza.

Asset Management Services

Advisor offers discretionary¹ asset management in addition to financial planning services primarily to individuals, high net worth individuals, and small business owners (each referred to as a “client”). Investment accounts are maintained at LPL Financial, a FINRA²/SIPC³ member broker/dealers to serve as the custodian for client funds (“Custodian”). There is generally no minimum investment amount required to open or maintain an account. Investment advice is not limited to certain types of investments. Advisory services are tailored to the individual needs of clients who may impose restrictions on investing in certain securities or types of securities.

¹ Client grants Advisor ongoing and continuous authority to execute its investment recommendations without the Client's prior approval of each specific transaction. Under this authority, Client shall allow Advisor to purchase and sell securities and instruments in this Account(s), arrange for delivery and payment in connection with the foregoing, select and retain sub-advisors, and act on behalf of the Client in all matters necessary or incidental.

² FINRA (Financial Regulatory Authority) is dedicated to investor protection and market integrity through effective and efficient regulation of the securities industry. FINRA is not part of the government but an independent, not-for-profit organization authorized by Congress to protect America's investors by making sure the securities industry operates fairly and honestly. <http://www.finra.org>.

³ SIPC (Securities Investors Protection Corporation) was created under the Securities Investor Protection Act as a non-profit membership corporation. SIPC oversees the liquidation of member broker-dealers that close when the broker-dealer is bankrupt or in financial trouble, and customer assets are missing. <http://sipc.org>.

Wrap Fee Programs

A wrap fee program is an account type where multiple fees are combined as a single “wrapped” fee. Advisor acts as the portfolio manager and sponsor for the transaction fees (ticket charges), that are included as part of the asset management fee. Depending on the level of trading anticipated, a client could pay more or less in total fees than if the Client paid their own transaction fees. Advisor has an incentive to minimize trading to reduce the fees incurred; however, trade frequency will be based on the client’s best interest regardless of the ticket charges. Please see Appendix 1 –Wrap Fee Program Brochure, which is included as a supplement to this Disclosure Brochure.

Investment “Watch Dog” Service

- Reviewing your investments and designing a personalized portfolio appropriate to your needs
- Year-long, continual monitoring of your investments
- Quarterly, semi-annual or annual meetings to: review and evaluate your investment performance, update your overall financial objectives and if necessary, reallocate your portfolio as agreed upon by you
- Quarterly Statements
- Independent Advice
- Commission-free transactions on most stocks, bonds or mutual funds traded in your account (certain transaction fees may apply)
- Recommendations regarding positioning of funds within your employer provided retirement plans such as 401(k)s
- Quarterly “market watch” letter detailing our firm’s research, analysis and view of the current state of the investment markets

Tax Reduction Planning

- Comprehensive review of your tax return to highlight opportunities for maximizing tax reduction strategies
- Quarterly review of your tax situation and planning to incorporate any new tax law changes
- Free consultation with your tax preparer
- Recommendations of tax solutions including tax advantaged investments
- Staying up-to-date on and presenting new tax laws that can affect your situation

Retirement Income & Distribution Planning

- Analysis of your income needs now and in the future
- Continual development and implementation of recommendations to fund your income needs and help maintain a comfortable standard of living
- Recommendations regarding the best distribution strategy for your employer retirement plans and IRAs
- Analysis of the beneficiaries of your IRAs and how to establish an Inherited IRA

Family Wealth Planning

- Analysis of your current estate plan and concerns
- Free consultation with your attorney
- Assistance in transferring assets to your Living Trust or other trusts
- Providing guidance with the appropriate and necessary steps in the event of the death of a loved one

Client Services & Communications

- Quarterly Newsletter to keep you apprised of the most current planning options
- Quarterly, semi-annual or annual reviews
- Special reports on how to help reduce your taxes and other important topics
- Special Gold Medal Service Events, including client appreciation events (where you may bring up to 2 guests)

Financial Planning

Advisor provides personal financial planning tailored to the individual needs of a client such as tax planning, investment planning, retirement planning, business planning, education planning, life and disability insurance needs, long-term care needs and cash flow/budget planning. The services consider information collected from the client such as financial status, investment objectives and tax status, among other data. Fees for such services are based on the service provided and detailed in the client agreement.

The financial plan (written or unwritten) can include recommendations as to general types of insurance products, investment products, investment strategies or specific securities which may be appropriate for the client to purchase given his/her financial situation and objectives. The client is under no obligation to act upon the investment adviser's recommendations. However, if the client desires to purchase insurance, or securities in order to implement his/her financial plan, investment advisor representatives can provide insurance products or securities in their separate capacity as an insurance agent or a registered representative of a broker/dealer.

Retirement Plan Rollovers

When Advisor provides investment advice to clients regarding retirement plan accounts or individual retirement accounts the firm is a fiduciary within the meaning of Title I of the Employee Retirement Income Security Act and/or the Internal Revenue Code, as applicable, which are laws governing retirement accounts. The way Advisor make money creates some conflicts with a client's interests, so Advisor operates under a special rule that requires the firm to act in a client's best interest and not put the firm's interests ahead of a client.

Advisor can also provide educational services to retirement plan participants with assets that could potentially lead to a recommendation to roll-over plan assets to an Individual Retirement Account (IRA) advisory account. An employee generally has four (4) options for their retirement plan when they leave an employer:

- Leave the money in his/her former employer's plan, if permitted;
- Rollover the assets to his/her new employer's plan, if one is available and permitted;
- Rollover to an Individual Retirement Account (IRA); or,
- Cash out the account value, which has significant tax considerations.

Advisor has an incentive to recommend a rollover based on the compensation received, which is mitigated by the fiduciary duty to act in a client's best interest.

Client Account Management

Prior to engaging Advisor to provide investment advisory services, each client is required to enter into an investment advisory agreement with the Advisor that defines the terms, conditions, authority and responsibilities of the Advisor and the Client.

Assets Under Management

Assets under management shall be reported following the Advisor's December 31, 2023 fiscal year end or sooner.

Discretionary Assets	Non-Discretionary Assets
\$127,436,032	\$14,710,301
\$142,146,333	

Clients may request more current information at any time by contacting the Advisor.

Item 5 – Fees and Compensation

The following paragraphs detail the fee structure and compensation methodology for services provided by the Advisor. Each client engaging the Advisor for services described herein shall be required to enter into a written agreement with the Advisor.

Asset Management Fees

Investment advisory fees are up to 1.25%, but can be more depending on the scope and complexity of the services to be provided and the amount of time and expertise required. Fees are calculated by the custodian and are payable quarterly in advance or subject to a custom billing schedule. For example, $[\text{Quarter End Net Value} \times \text{Advisory Fee}] / 360 \times 90 \text{ Days} = \text{Advance Billing}$. Clients will be provided with a statement, at least quarterly, from the Custodian reflecting deduction of the investment advisory fee. In addition, the Custodian will provide the Client a report itemizing the fee, including the calculation period covered by the fee, the account value and the methodology used to calculate the fee. Clients provide written authorization permitting Advisor to be paid directly from their account[s] held by the Custodian as part of the investment advisory agreement and separate account forms provided by the Custodian.

Mutual Fund Share Classes

The share class represents the amount a client will be charged for buying shares of a mutual fund, when the fee will be paid and the amount of annual fees to be paid. Section 206 of the Investment Advisers Act of 1940 ("Advisers Act") imposes a fiduciary duty to act in a client's best interests and specifically prohibits investment advisers, directly or indirectly, from engaging in any transaction,

practice, or course of business which operates as a fraud or deceit upon any client or prospective client. However, the fiduciary duty to which advisors are subject is not specifically defined in the Advisers Act or the Commission rules but reflects a Congressional recognition “of the delicate fiduciary nature of an investment advisory relationship” as well as a Congressional intent to eliminate, or at least expose, all conflicts of interest which might incline an investment adviser, consciously or unconsciously, to render advice which was not disinterested.

- The purpose of 12b-1 fees, as approved by the SEC, are to cover marketing expenses and shareholder services such as the support services.
- The more beneficial share class depends on an analysis of all fees including ticket charges and expected 12b-1 fees.

Investing in a 12b-1 fee paying share class can be less expensive for a client than investing in a share class with a lower expense ratio if the ticket charges on the lower-cost share class exceed the amount of ongoing 12b-1 fees. Depending on the anticipated trading volume, and the asset management fee that is determined based on account size, complexity and time requirements, investment advisor representatives have a fiduciary duty to determine the mutual fund share class that is in the best interest of each client as part of the overall fee analysis.

For a wrap fee account, a different conflict of interest is introduced because the advisor now has an incentive to not trade as frequently (reverse churning) to avoid the ticket charges which can compromise the active management of an advisory account. This conflict is mitigated by an investment adviser representative’s fiduciary duty to act in a client’s best interest while also considering the higher asset management fee charged for wrap fee accounts.

In addition, all fees paid to Advisor for investment advisory services or part of the Advisor Wrap Fee Program are separate and distinct from the expenses charged by mutual funds and exchange-traded funds to their shareholders, if applicable. These fees and expenses are described in each fund’s prospectus. These fees and expenses will generally be used to pay management fees for the funds, other fund expenses, account administration (e.g., custody, brokerage and account reporting), and a possible distribution fee. A client could invest in these products directly, without the services of Advisor, but would not receive the services provided by Advisor which are designed, among other things, to assist the client in determining which products or services are most appropriate for each Client’s financial situation and objectives. Accordingly, the client should review both the fees charged by the fund[s] and the fees charged by Advisor to fully understand the total fees to be paid.

Advisor will seek to determine the most advantageous share class available to each client. While institutional share classes are usually the lowest cost alternative, under certain circumstances clients may be better served to pay a higher annual expense ratio and avoid a transaction fee on each trade. When selecting a mutual fund for a client’s advisory account, the Investment Advisor Representative has a fiduciary duty to select the share class that helps manage the overall fee structure of the account. The overall fee structure includes such fees as: Asset Management Fees, Expense ratio, which includes 12b-1 fees, generally .25% for A shares and/or trade ticket charges.

Hourly Consulting

The hourly consulting fee will be based on the type of services to be provided, experience and expertise, and the sophistication and bargaining power of the client. The maximum hourly fee to be charged any client will not exceed \$400 without extenuating circumstances and approval by the Chief Compliance Officer.

Compensation for Sales of Securities

In the event that a client desires, a client can engage certain investment advisor representatives of Advisor in their individual capacities as registered representatives of LPL Financial to buy or sell securities for commission compensation. In the event a client chooses to purchase investment products through LPL Financial, LPL Financial will charge brokerage commissions to effect securities transactions, a portion of which commissions LPL Financial shall pay to the firm’s representatives, as applicable. The brokerage commissions charged by LPL Financial may be higher or lower than those charged by other broker/dealers.

The recommendation that a client purchase a commission product from LPL Financial presents a conflict of interest, as the receipt of commissions provides an incentive to recommend investment products based on commissions received, rather than on a particular client’s need.

- No client is under any obligation to purchase any commission products from LPL Financial.

- The firm's Chief Compliance Officer, Paul Muller, is available to address any questions that a client or prospective client may have regarding this conflict of interest.

LPL Financial charges brokerage commissions and transaction fees for effecting certain securities transactions (i.e., transaction fees are charged for certain no-load mutual funds, commissions are charged for individual equity and debt securities transactions). LPL enables Advisor to obtain many no-load mutual funds without transaction charges and other no-load funds at nominal transaction charges. LPL Financial commission rates are generally discounted from customary retail commission rates. However, the commission and transaction fees charged by LPL Financial may be higher or lower than those charged by other broker/dealers.

- Clients may direct their brokerage transactions at a firm other than LPL Financial with a different representative.
- Advisory fees are not reduced to offset commissions or markups.

When dealing with investment advisory clients and services, investment adviser representatives have an affirmative duty of care, loyalty, honesty and good faith to act in the best interests of its clients. Investment adviser representatives should fully disclose all material facts concerning any conflict that does arise with these clients, and should avoid even the appearance of a conflict of interest.

Compensation for Insurance Products

Investment advisor representatives who are licensed as insurance agents, can receive commissions and other compensation from insurance companies and insurance intermediaries for the sale of insurance products. Commission rates differ from product to product and carrier to carrier. In addition to commissions, representatives can also receive marketing support, reasonable meals and entertainment, and costs to attend training, conferences, and events hosted by insurance companies and third-party marketing organizations that are contracted with and receive compensation from the insurance company.

Insurance commissions and other benefits are significant sources of compensation and are paid separately from advisory fees on assets in a client's managed securities account. Commissions are generally paid up-front, at the time of sale, unlike asset-based fees which are paid periodically over the course of the relationship. This amount and form of insurance compensation creates a conflict of interest in that investment advisor representatives in their individual capacity as insurance agents are incentivized to recommend insurance products based on the compensation received rather than on a client's needs.

- Insurance agents are not required to offer the products of a specific insurance company.
- Any compensation received is separate from, and does not offset regular advisory fees.
- Advisor will not charge advisory fees on any insurance products.
- Clients have the option to implement recommendations through brokers or agents unaffiliated with Advisor.

Commissions are generally paid up-front, at the time of sale, unlike asset-based fees which are paid periodically over the course of the relationship. This amount and form of insurance compensation creates a conflict of interest in that investment advisor representatives in their individual capacity as insurance agents are incentivized to recommend insurance products based on the compensation received rather than on a client's needs.

Investment Advisor Representatives in their individual capacity of insurance agents are not required to offer the products of a specific insurance company. Any compensation received is separate from and does not offset regular advisory fees. Advisor will not charge advisory fees on any insurance products. Clients are under no obligation to implement any recommendations and have the option to implement such recommendations through brokers or agents of their choice.

Item 6 – Performance-Based Fees and Side-By-Side Management

Advisor does not charge performance-based fees for its investment advisory services. The fees charged by Advisor are as described in "Item 5 – Fees and Compensation" above and are not based upon the capital appreciation of the funds or securities held by any Client. Advisor does not manage any proprietary investment funds or limited partnerships (for example, a mutual fund or a hedge fund) and has no financial incentive to recommend any particular investment options to its Clients.

Item 7 – Types of Clients

The types of clients typically serviced by Advisor are individuals, high net worth individuals and business owners. The services are also available to banks and thrift institutions, pension and profit-sharing plans, including plans subject to Employee Retirement income

Security Act of 1974 (“ERISA”), trusts, estates, charitable organizations, state and municipal government entities, corporations and other business entities.

Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss

Methods of Analysis

Advisor emphasizes continuous and regular account supervision. As part of our Fiduciary Investment Service, we generally offer strategies consisting of individual stocks or bonds, exchange traded funds (“ETFs”), options, mutual funds and other public and private securities or investments.

Tax-efficient Investment Strategy

An investment strategy aimed at maximizing after-tax returns by minimizing the impact of taxes on investment gains. Taxes can significantly erode investment returns, so employing tax-efficient strategies can help investors retain more of their investment gains over the long term. Advisor utilizes tax-advantaged investments such as low turnover funds specifically designed to minimize taxable distributions by harvesting losses, managing turnover, and placing high-tax assets in tax-advantaged accounts.

Technical Analysis

Analysis of past market data; primarily price and volume. Technical analysis attempts to predict a future stock price or direction based on market trends. The assumption is that the market follows discernible patterns and if these patterns can be identified then a prediction can be made. The risk is that markets do not always follow patterns and relying solely on this method may not consider new patterns that emerge over time.

Asset Allocation & Diversification

Asset allocation is the strategy of dividing an investment portfolio among different asset classes such as stocks, bonds, mutual funds, and cash equivalents. The goal of asset allocation is to optimize the risk-return trade-off based on an investor's financial goals, risk tolerance, and investment horizon. Asset allocation involves selecting the appropriate mix of asset classes based on these factors to create a diversified portfolio. Diversification helps spread risk across different investments classes, industry sectors and types of securities, reducing the impact of poor performance in any single asset class.

Investment Strategies

The client’s individual investment strategy is tailored to their specific needs and may include some or all of the previously mentioned securities. Each portfolio will be initially designed to meet a particular investment goal, which we determine to be suitable to the client’s circumstances. Once the appropriate portfolio has been determined, we regularly review and rebalance the portfolio based upon the client’s individual needs, stated goals and objectives. Each client has the opportunity to place reasonable restrictions on the types of investments to be held in the portfolio.

Risk of Loss

Investing in securities involves risk of loss that clients should be prepared to bear. There are different types of investments that involve varying degrees of risk, and it should not be assumed that future performance of any specific investment or investment strategy will be profitable or equal any specific performance level(s). Past performance is not indicative of future results. The firms’ methods of analysis and investment strategies do not represent any significant or unusual risks however all strategies have inherent risks and performance limitations such as:

- **Market Risk** – The risk that the value of securities may go up or down, sometimes rapidly or unpredictably, due to factors affecting securities markets generally or particular industries. This is a risk that will affect all securities in the same manner caused by some factor that cannot be controlled by diversification.
- **Interest Rate Risk** – The risk that fixed income securities will decline in value because of an increase in interest rates; A bond or a fixed income fund with a longer duration will be more sensitive to changes in interest rates than a bond or bond fund with a shorter duration.
- **Credit Risk** – The risk that an investor could lose money if the issuer or guarantor of a fixed income security is unable or unwilling to meet its financial obligations.
- **Business Risk** – The measure of risk associated with a particular security. It is also known as unsystematic risk and refers to

the risk associated with a specific issuer of a security. Generally speaking, all businesses in the same industry have similar types of business risk. More specifically, business risk refers to the possibility that the issuer of a particular company stock or a bond may go bankrupt or be unable to pay the interest or principal in the case of bonds.

- **Taxability Risk** – The risk that a security that was issued with tax-exempt status could potentially lose that status prior to maturity. Since municipal bonds carry a lower interest rate than fully taxable bonds, the bond holders would end up with a lower after-tax yield than originally planned.
- **Call Risk** – The risk specific to bond issues and refers to the possibility that a debt security will be called prior to maturity. Call risk usually goes hand in hand with reinvestment risk because the bondholder must find an investment that provides the same level of income for equal risk. Call risk is most prevalent when interest rates are falling, as companies trying to save money will usually redeem bond issues with higher coupons and replace them on the bond market with issues with lower interest rates.
- **Inflationary Risk** – The risk that future inflation will cause the purchasing power of cash flow from an investment to decline.
- **Liquidity Risk** – The possibility that an investor may not be able to buy or sell an investment, as and when desired or sufficient quantities because opportunities are limited.
- **Reinvestment Risk** – The risk that falling interest rates will lead to a decline in cash flow from an investment when its principal and interest payments are reinvested at lower rates.
- **Social/Political Risk** – The possibility of nationalization, unfavorable government action or social changes resulting in a loss of value.
- **Legislative Risk** – The risk of a legislative ruling resulting in adverse consequences.
- **Currency/Exchange Rate Risk** – The risk of a change in the price of one currency against another.
- **Strategic Risk** – The risk that a third-party investment advisor may have a performance or continuity compromise.
- **Pandemic Risk** – Large-scale outbreaks of infectious disease that can greatly increase morbidity and mortality over a wide geographic area, crossing international boundaries, and causing significant economic, social, and political disruption.

Types of Investments

Advisor generally manages Client portfolios that consist of mutual funds, Exchange Traded Equities (ETFs) and individual securities.

- **Cash Positions**
Based on a perceived or anticipated market conditions and/or events, certain assets will be taken out of the market and held in a defensive cash position. The firm invests cash balances in money market funds, FDIC Insured Certificates of Deposit, high-grade commercial paper and/or government-backed debt instruments. Cash positions are subject to the agreed upon advisory fee as they are managed as part of the overall active investment strategy. The firm does not hold cash positions for an extended period of time.
- **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 environment.
- **Exchange Traded Funds (ETFs)**
An ETF is a portfolio of securities invested to track a market index similar to an index mutual fund, but the shares are traded on an exchange like an equity. An ETF share price fluctuates intraday depending on market conditions instead of having a net asset value (NAV) that is calculated once at the end of the day. The shares may trade at a premium or discount; and as a result, investors pay more or less when purchasing shares and receive more or less than when selling shares. The supply of ETF shares is regulated through a mechanism known as creation and redemption that involves large, specialized investors, known as authorized participants (APs). Authorized participants are large financial institutions with a high degree of buying power,

such as market makers, banks or investment companies that provide market liquidity. When there is a shortage of shares in the market, the authorized participant creates more (creation). Conversely, the authorized participant will reduce shares in circulation (redemption) when supply falls short of demand. Multiple authorized participants help improve the liquidity of a particular ETF and stabilize the share price. To the extent that authorized participants cannot or are otherwise unwilling to engage in creation and redemption transactions, shares of an ETF tend to trade at a significant discount or premium and may face trading halts and delisting from the exchange. The performance of ETFs is subject to market risk, including the complete loss of principal. ETFs also have a trading risk based on cost inefficiency if the ETFs are actively traded and a liquidity risk if the ETFs has a large price spread and low trading volume. In addition, investors buying or selling shares in the secondary market pay brokerage commissions, which may be a significant proportional cost not incurred by mutual funds.

- **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.

- **Mutual Funds**

A pool of funds collected from many investors for the purpose of investing in securities such as stocks, bonds, money market instruments and similar assets.

- **Open-End Mutual Funds**

A type of mutual fund that does not have restrictions on the amount of shares the fund will issue and will buy back shares when investors wish to sell. 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.

- **Closed-End Mutual Funds**

A type of mutual fund that raises a fixed amount of capital through an initial public offering (IPO). The fund is then structured, listed and traded like a stock on a stock exchange. Clients should be aware that closed-end funds available within the program are not readily marketable. In an effort to provide invest or liquidity, the funds may offer to repurchase a certain percentage of shares at net asset value on a periodic basis. Thus, clients may be unable to liquidate all or a portion of their shares in these types of funds.

- **Alternative Strategy Mutual Funds**

Certain mutual funds available in the program invest primarily in alternative investments and/or strategies. Investing in alternative investments and/or strategies may not be suitable for all investors and involves special risks, such as risks associated with commodities, real estate, leverage, selling securities short, the use of derivatives, potential adverse market forces, regulatory changes and potential illiquidity. There are special risks associated with mutual funds that invest principally in real estate securities, such as sensitivity to changes in real estate values and interest rates and price volatility because of the fund’s concentration in the real estate industry.

Additional types of investments will be considered per Client for asset allocation and risk management purposes.

Item 9 – Disciplinary Information

There are no legal, regulatory or disciplinary events involving Advisor or any of its management persons. Additional information about Advisor and investment advisor representatives is available on the Investment Adviser Public Disclosure website at www.adviserinfo.sec.gov.

Item 10 – Other Financial Industry Activities and Affiliations

Broker/Dealer Affiliation

As noted in Item 5, certain Advisory Persons are also a registered representative of LPL Financial (LPL), a registered broker/dealer (CRD No. 6413), member FINRA, SIPC. In one's separate capacity as a registered representative, certain Advisory Persons will typically receive commissions for the implementation of recommendations for commissionable transactions. Clients are not obligated to implement any recommendation provided by such Advisory Persons.

- Clients can choose to engage a registered investment advisors of Advisor in their capacity as a registered representative of the unaffiliated LPL Financial broker/dealer, to implement investment recommendations on a commission basis.

Insurance Agency Affiliations

Investment advisor representatives can also be licensed insurance professionals. Implementations of insurance recommendations are separate and apart from one's role with Advisor. As an insurance professional, certain Advisory Persons receive customary commissions and other related revenues from the various insurance companies whose products are sold. Commissions generated by insurance sales do not offset regular advisory fees. This causes a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any recommendations made by the investment advisor representative in their capacity as an insurance agent.

- Investment advisor representatives of Advisor can also serve as insurance agents/brokers. They offer insurance products and receive customary fees as a result of insurance sales.

This chart is intended to explain the potential capacity a Financial Advisor can serve and the type of compensation received.

Capacity	Compensation
Investment Advisor Representatives	Advisory Fee
Registered Representative	Commissions
Insurance Agent	Commissions

Conflicts of interests can arise as these securities and insurance sales create an incentive to recommend products based on the compensation adviser and/or our supervised persons may earn and may not necessarily be in the best interests of the client. Such potential conflicts of interest are subject to review by the Chief Compliance Officer.

Futures & Commodities

Neither Advisor nor any of the management persons are registered or has a registration pending to register as a futures commission merchant, commodity pool operator, a commodity trading advisor, or an associated person of the foregoing entities.

Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

Code of Ethics

Advisor has implemented a Code of Ethics (the "Code") that defines our fiduciary commitment to each Client. This Code applies to all persons associated with Advisor (our "Supervised Persons"). The Code covers a range of topics that address employee ethics and conflicts of interest. To request a copy of our Code, please contact us at (201) 447-4997.

The Code of Ethics serves to establish a standard of business conduct for all employees that are based upon fundamental principles of openness, integrity, honesty and trust. The code of ethics includes guidelines regarding personal securities transactions of its employees and investment advisor representatives.

- As disclosed in the Conflicts of Interests section, the code of ethics permits employees and investment advisor

representatives or related persons to invest for their own personal accounts in the same or different securities that an investment advisor representative may purchase for client accounts.

- Neither The Lanza Financial Group nor a related person recommends to clients, or buys or sells for client accounts, securities in which they or a related person has a material financial interest.

An investment advisor representative is considered a fiduciary. As a fiduciary, it is an investment advisor's responsibility to provide fair and full disclosure of all material facts and to act solely in the best interest of each client. The fiduciary duty is considered the core underlying principle for a Code of Ethics which also includes Insider Trading and Personal Securities Transactions Policies and Procedures.

- All supervised persons must conduct business with the highest level of ethical standards and to comply with all federal and state securities laws at all times.
- Upon employment or affiliation, all supervised persons will sign an acknowledgement that they have read, understand, and agree to comply with the Code of Ethics.

This disclosure is provided to give all clients a summary of our Code of Ethics. However, if a client or a potential client wishes to review our Code of Ethics in its entirety, a copy will be provided upon request.

Personal Trading with Material Interest

Advisor allows our Supervised Persons to purchase or sell the same securities that may be recommended to and purchased on behalf of Clients. Advisor does not act as principal in any transactions. In addition, the Advisor does not act as the general partner of a fund, or advise an investment company. Advisor does not have a material interest in any securities traded in Client accounts.

Personal Trading in Same Securities as Clients

Advisor allows our Supervised Persons to purchase or sell the same securities that may be recommended to and purchased on behalf of Clients. Owning the same securities we recommend (purchase or sell) to you presents a conflict of interest that, as fiduciaries, we must disclose to you and mitigate through policies and procedures. As noted above, we have adopted the Code to address insider trading (material non-public information controls); gifts and entertainment; outside business activities and personal securities reporting. When trading for personal accounts, Supervised Persons have a conflict of interest if trading in the same securities. This risk is mitigated by Advisor requiring reporting of personal securities trades by its Access Persons for review by the Chief Compliance Officer ("CCO") and the fiduciary duty to act in the best interests of a client and acting accordingly. We have also adopted written policies and procedures to detect the misuse of material, non-public information.

Personal Trading at Same Time as Client

While Advisor allows our Supervised Persons to purchase or sell the same securities that may be recommended to and purchased on behalf of Clients, such trades are typically aggregated with client orders or traded afterwards. At no time will Advisor, or any Supervised Person of Advisor, transact in any security to the detriment of any client.

Item 12 – Brokerage Practices

Recommendation of Custodian[s]

Investment advisor representatives of Advisor, in their capacity as registered representatives of LPL, will recommend LPL Financial for brokerage transactions.

- The Lanza Financial Group does not maintain discretionary authority in determining the broker/dealer with whom orders for the purchase and sale of securities are placed for execution.
- The Lanza Financial Group does not have discretion regarding the commission structure at which such transactions are affected.

Sweep Program

Investment strategies that include a cash allocation will be held in a sweep program at the custodian. A sweep program automatically moves uninvested cash into a money market fund or other cash management accounts, allowing the funds to earn interest while waiting to be reinvested. Sweep programs are typically automatic, recurring, and designed to reduce the need for manual transfers, increase

financial efficiency, and minimize administrative burdens. While sweep programs offer benefits, a common disadvantage is generally a lower interest rate than might be available elsewhere.

Soft Dollars

Advisor does not have any soft dollar arrangements. Support services are however provided from LPL without cost, at a discount, and/or at a negotiated rate, and may include the following:

- investment-related research;
- pricing information and market data;
- software and other technology that provide access to client account data;
- compliance and/or practice management-related publications;
- consulting services;
- attendance at conferences, meetings, and other educational and/or social events;
- marketing support;
- computer hardware and/or software; and,
- other products and services used in furtherance of investment advisory business operations.

These support services are not considered “soft dollar” because they are provided to The Lanza Financial Group based on the overall relationship without regard to a minimum production standard or the amount of assets under management.

Brokerage Referrals

Advisor does not receive any compensation from any third party in connection with the recommendation for establishing a brokerage account.

Directed Brokerage

All Clients trades a directed to a broker/dealer determined by Advisor. Clients do not have the ability to direct trades to a different broker/dealer. Advisor does not have any broker/dealer affiliates or other economic relationships that create a material conflict of interest.

Principal or Cross Transactions

The Advisor does not engage in principal transactions (i.e., trade of any security from or to the Advisor’s own account) or cross transactions with other Client accounts (i.e., purchase of a security into one Client account from another Client’s account[s]).

Best Execution

Best Execution is the legal obligation to seek the best possible execution terms for a securities transaction. SEC rules require broker/dealers to provide quarterly reports on routing of customer orders and require markets to supply monthly reports on execution quality. In seeking best execution, the determinative factor is not the lowest possible cost, but whether the transaction represents the best qualitative execution, taking into consideration the full range of a broker-dealer’s services, including the value of research provided, execution capability, commission rates, and responsiveness. Accordingly, although Advisor will seek competitive rates, for the benefit of all clients, it may not necessarily obtain the lowest possible commission rates.

Aggregating and Allocating Trades

The primary objective in placing orders for the purchase and sale of securities for Client accounts is to obtain the most favorable net results considering such factors as price, size of order, difficulty of execution, confidentiality and the skill required of the broker. Advisor may aggregate orders in a block trade or trades when securities are purchased or sold through the same broker-dealer for multiple (discretionary) accounts in the same trading day. If a block trade cannot be executed in full at the same price or time, the securities actually purchased or sold by the close of each business day must be allocated in a manner that is consistent with the initial pre-allocation or other written statement. This must be done in a way that does not consistently advantage or disadvantage any particular Client accounts.

Advisor and its related persons may aggregate transactions in equity and fixed income securities for a client with other clients to improve the quality of execution. When transactions are so aggregated, the actual prices applicable to the aggregated transactions will be averaged, and the client account will be deemed to have purchased or sold its proportionate share of the securities involved at the average price obtained. Advisor and its related persons may determine not to aggregate transactions, for example, based

on the size of the trades, number of client accounts, the timing of trades, and the liquidity of the securities and the discretionary or non-discretionary nature of the trades. If Advisor or its related persons do not aggregate orders, some clients purchasing securities around the same time may receive a less favorable price than other clients. This means that this practice of not aggregating may cost clients more money.

Item 13 – Review of Accounts

Account reviews are conducted on an ongoing basis by the Chief Compliance Officer. All clients are advised that it remains their responsibility to advise of any changes in their investment objectives and/or financial situation. All clients (in person or via telephone) are encouraged to review financial planning issues (to the extent applicable), investment objectives and account performance with their investment advisor representative on at least an annual basis.

The Advisor may also conduct account reviews based on the occurrence of a triggering event, such as a change in client investment objectives and/or financial situation, market corrections and by client request. Clients are provided, at least quarterly, with written transaction confirmation notices and regular written summary account statements directly from the broker-dealer, custodian and/or program sponsor for their accounts.

Frequency of Reviews

Securities in Client accounts are monitored on a regular and continuous basis. Formal reviews are generally conducted at least annually or more or less frequently depending on the needs of the Client.

Causes for Reviews

Client accounts are reviewed at least annually. Reviews may be conducted more or less frequently at the Client's request. Accounts may be reviewed as a result of major changes in economic conditions, known changes in the Client's financial situation, and/or large deposits or withdrawals in the Client's account. The Client is encouraged to notify Advisor if changes occur in the Client's personal financial situation that might adversely affect the Client's investment plan. Additional reviews may be triggered by material market, economic or political events.

Review Reports

The Client will receive statements no less than quarterly from the Custodian. These statements are sent directly from the Custodian to the Client. The Client may also establish electronic access to the Custodian's website so that the Client may view these reports and their account activity. Client statements will include all positions, transactions and fees relating to the Client's account[s]. The Advisor may also provide Clients with periodic reports regarding their holdings, allocations, and performance.

Item 14 - Client Referrals and Other Compensation

Compensation Received by Advisor

Advisor and employees can receive additional compensation from product sponsors. However, such compensation may not be tied to the sales of any products.

- Gifts valued at less than \$100 annually
- An occasional dinner
- Ticket to a sporting event
- Reimbursement in connection with educational meetings
- Client workshops or events
- Marketing events or advertising initiatives

Such additional compensation can represent a conflict of interest; however, investment advisor representatives have a fiduciary duty to act in the client's best interest. Advisor does not receive any other economic benefit for providing investment advice or other advisory service from someone who is not a client.

Client Referrals from Solicitors

If a Client is referred to Advisor, a referral fee will be paid in accordance with the requirements of Rule 206(4)-3 of the Investment Advisers Act of 1940, and any corresponding state securities law requirements. Any such referral fee shall be paid solely from the investment management fees earned by Advisor, and shall not result in any additional charge to the client.

Industry Professionals

When it is in the best interests of the client, Advisor can introduce the services of other professionals for certain non-investment purposes (i.e., attorneys and accountants). Introductions represent a conflict of interest because they create a relationship where the other professional has an implied obligation to introduce potential new clients to Advisor. Clients are under no obligation to engage the services of any such professional. If the client engages any such professional, and a dispute arises, any recourse will be exclusively from and against the engaged professional.

Item 15 – Custody

Advisor does not accept or maintain actual custody of any client accounts. All clients must place their assets with a qualified Custodian. Clients are required to engage the Custodian to retain their funds and securities and direct Advisor to utilize that Custodian for the Client's security transactions. The custodian sends statements at least quarterly to clients showing all disbursements in account including the amount of the advisory fees paid to advisor, the value of client assets upon which advisor's fee was based, and the specific manner in which advisor's fee was calculated.

- Payment of fees may result in the liquidation of a client's positions if there are insufficient funds in the account.
- Fees are assessed on all assets in the account(s), including securities, cash or money market balances.
- Margin debits do not reduce the value of the assets in the account for billing purposes.

Clients should review the fee calculated and deducted by the custodian to ensure that the fees were calculated correctly.

Item 16 – Investment Discretion

Asset management services are provided on a discretionary basis. Prior to exercising discretionary authority, the client is required to appoint Advisor as the client's attorney and agent in fact to buy sell securities on their behalf without permission per trade.

Item 17 – Voting Client Securities

Advisor does not accept proxy-voting responsibility for any client. The Advisor can assist in answering questions relating to proxies, however, the Client retains the sole responsibility for proxy decisions and voting.

Item 18 – Financial Information

Advisor does not require or solicit prepayment of more than \$1,200 in fees per client, six months or more in advance. There are no financial conditions that are reasonably likely to impair the firm's ability to meet contractual commitments to clients. At no time has Advisor been the subject of a bankruptcy petition or other adverse financial situation(s) that would reasonably impair the ability of Advisor to meet all obligations to its Clients.



The Lanza Financial Group

RETIREMENT • INVESTMENT • ESTATE PLANNING • SINCE 1984

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Form ADV Part 2A – Appendix 1 (“Wrap Fee Brochure”)

December 19, 2024

This Form ADV2A - Appendix 1 (“Wrap Fee Brochure”) provides information about the qualifications and business practices for The Lanza Financial Group (“Advisor” or the “Advisor”) services when offering services pursuant to a wrap program. This Wrap Fee Brochure shall always be accompanied by the Advisor Disclosure Brochure, which provides complete details on the business practices of the Advisor. If you did not receive the complete Advisor Disclosure Brochure or you have any questions about the contents of this Wrap Fee Brochure or the Advisor Disclosure Brochure, please contact us at (201) 447-4997. Advisor is an SEC registered investment advisor. The information in this Wrap Fee Brochure has not been approved or verified by the SEC or by any state securities authority. Registration of an investment advisor does not imply any specific level of skill or training. This Wrap Fee Brochure provides information about Advisor to assist you in determining whether to retain the Advisor. Additional information about Advisor and its advisory persons are available on the SEC’s website at www.adviserinfo.sec.gov by searching for our firm name or by our CRD# 173064.

Item 2 – Material Changes

Form ADV 2 - Appendix 1 provides information about a variety of topics relating to an Advisor's business practices and conflicts of interest. In particular, this Wrap Fee Brochure discusses wrap fee programs offering by the Advisor.

Material Changes

There have been no material changes to the content of this Wrap Fee Program Brochure.

Future Changes

From time to time, we may amend this Wrap Fee Brochure to reflect changes in our business practices, changes in regulations and routine annual updates as required by the securities regulators. This complete Wrap Fee Brochure (along with the complete Advisor Disclosure Brochure) or a Summary of Material Changes shall be provided to each Client annually and if a material change occurs in the business practices of Advisor.

At any time, you may view this Wrap Fee Brochure and the current Disclosure Brochure on-line at the SEC's Investment Adviser Public Disclosure website at www.adviserinfo.sec.gov by searching for our firm name or by our CRD# 173064. You may also request a copy of this Disclosure Brochure at any time, by contacting us at (201) 447-4997.

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Item 4 – Services Fees and Compensation

Services

This Wrap Fee Program Brochure is provided along with the complete Disclosure Brochure to provide full details of the business practices and fees when selecting Advisor as your investment advisor. As part of the investment advisory fees noted in Item 5 of the Disclosure Brochure, Advisor includes normal securities transaction fees as part of the overall investment advisory fee. Securities regulations often refer to this combined fee structure as a “Wrap Fee Program”. The Advisor sponsors the Advisor Wrap Fee Program.

The purpose of this Wrap Fee Program Brochure is to provide additional disclosure relating the combination of securities transaction fees into the single “wrapped” investment advisory fee. This Wrap Fee Program Brochure references back to the Advisor Disclosure Brochure in which this Wrap Fee Program Brochure serves as an Appendix.

- Please see Item 4 – Advisory Services of the Disclosure Brochure for details on Advisor’s investment philosophy and related services.

Program Costs

Advisory services provided by Advisor are offered in a wrap fee structure whereby normal securities transaction costs are included in the overall investment advisory fee paid to Advisor. As the level of trading in a client’s account[s] may vary from year to year, the annual cost to the Client may be more or less than engaging for advisory services where the transactions costs are borne separately by the client. The cost of the Wrap Fee Program varies depending on services to be provided to each client, however, the client is not charged more if there is higher trading activity in the client’s account[s]. A Wrap Fee structure creates conflict of interest as the Advisor has an incentive to limit the number of trades placed in the Client’s account[s].

- Please see Item 5 – Fees and Compensation of the Disclosure Brochure for complete details on fees.

Fees

Clients pay Advisor a single annual advisory fee for advisory services and execution of transactions. Clients do not pay brokerage commissions, markups or transaction charges for execution of transactions in addition to the advisory fee. The advisory fee is negotiable between the client and the Advisor and is set out in the advisory agreement. The advisory fee is a percentage based on the value of all assets in the account, including cash holdings.

- The advisory fee may be higher than the fee charged by other investment advisors for similar services.
- Advisor does not accept performance-based fees for program accounts.

The advisory fee is deducted from the account by LPL as the custodian of assets based on a written authorization from the client. LPL calculates and deducts the advisory fee quarterly in advance. If the advisory agreement is terminated before the end of the quarterly period, client is entitled to a pro-rated refund of any pre-paid quarterly advisory fee based on the number of days remaining in the quarter after the termination date. Although clients do not pay a transaction charge for transactions in a program account, clients should be aware that Advisor pays LPL transaction charges. The transaction charges paid by Advisor vary based on the type of transaction (e.g., mutual fund, equity or fixed income security) and range from \$0 to \$50.

Other Types of Fees and Charges

Program accounts will incur additional fees and charges from parties other than the Advisor as noted below. These fees and charges are in addition to the advisory fee paid to Advisor. Advisor does not share in any portion of these third-party fees. LPL, as the custodian and broker/dealer providing brokerage and execution services on program accounts, will impose certain fees and charges. LPL notifies clients of these charges at account opening and makes available a list of these fees and charges on its website at www.lpl.com. LPL will deduct these fees and charges directly from the client’s program account. There are other fees and charges that are imposed by other third parties that apply to investments in program accounts. Some of these fees and charges are described below.

- If a client’s assets are invested in mutual funds or other pooled investment products, clients should be aware that there will be two layers of advisory fees and expenses for those assets. Client will pay an advisory fee to the fund manager and other expenses as a shareholder of the fund. Client will also pay Advisor the advisory fee with respect to those assets. Most of the mutual funds available in the program may be purchased directly. Therefore, clients could generally avoid the second layer of fees by not using the management services of Advisor and by making their own investment decisions.

- Certain mutual funds impose fees and charges such as contingent deferred sales charges, early redemption fees and charges for frequent trading. These charges may apply if client transfers into or purchases such a fund with the applicable charges in a program account.
- Although only no-load and load-waived mutual funds can be purchased in a program account, client should understand that some mutual funds pay asset based sales charges or service fees (e.g., 12b-1 fees) to the custodian with respect to account holdings.
- If client holds a variable annuity as part of an account, there are mortality, expense and administrative charges, fees for additional riders on the contract and charges for excessive transfers within a calendar year imposed by the variable annuity sponsor.

Further information regarding fees assessed by a mutual fund, or variable annuity is available in the appropriate prospectus, which is available upon request from the Advisor or from the product sponsor directly.

Other Important Considerations

The advisory fee is an ongoing wrap fee for investment advisory services, the execution of transactions and other administrative and custodial services. The advisory fee may cost the client more than purchasing the program services separately, for example, paying an advisory fee plus commissions for each transaction in the account. Factors that bear upon the cost of the account in relation to the cost of the same services purchased separately include the type and size of the account, historical and or expected size or number of trades for the account, and number and range of supplementary advisory and client-related services provided to the client.

The advisory fee also may cost the client more than if assets were held in a traditional brokerage account. In a brokerage account, a client is charged a commission for each transaction, and the representative has no duty to provide ongoing advice with respect to the account. If the client plans to follow a buy and hold strategy for the account or does not wish to purchase ongoing investment advice or management services, the client should consider opening a brokerage account rather than a program account.

The Advisor recommending the program to the client receives compensation as a result of the client's participation in the program. This compensation includes the advisory fee and also may include other compensation, such as bonuses, awards or other things of value offered by LPL to the Advisor or its associated persons. The amount of this compensation may be more or less than what the Advisor would receive if the client participated in other LPL programs, programs of other investment advisors or paid separately for investment advice, brokerage and other client services. Therefore, the Advisor may have a financial incentive to recommend a program account over other programs and services. The investment products available to be purchased in the program can be purchased by clients outside of a program account, through broker-dealers or other investment firms not affiliated with Advisor.

Compensation

Advisor is the sponsor and portfolio manager of this Wrap Fee Program. Advisor receives investment advisory fees paid by Clients for participating in the Wrap Fee Program and pays the Custodian for the costs associated with the normal trading activity in the Client's account[s].

Item 5 – Account Requirements and Types of Clients

A minimum account value is not required to open or maintain an account.

- Please see Item 7 – Types of Clients in the Disclosure Brochure for additional information.

Item 6 – Portfolio Manager Selection and Evaluation

Portfolio Manager Selection

Advisor serves as sponsor and as portfolio manager for the services under this Wrap Fee Program. Advisor, through its associated persons, is responsible for the investment advice and management offered to clients. Advisor generally requires that individuals involved in determining or giving investment advice have several years of investment experience. Advisor provides advice on the purchase and sale of various types of investments, such as mutual funds, exchange-traded funds ("ETFs"), variable annuity subaccounts, equities, fixed income securities. Advisor provides advice that is tailored to the individual needs of the client based on the investment objective chosen by the client. Clients may impose restrictions on investing in certain securities or groups of securities by indicating in the written advisory agreement with Advisor.

An advisor recommending the wrap fee program receives compensation as a result of a client's participation in the program. The amount of this compensation may be more than what the person would receive if the client participated in other programs or paid separately for investment advice, brokerage, and other services. Therefore, advisors may have a financial incentive to recommend the wrap fee program over other programs or services. There are no differences between how the wrap fee program is managed and how other accounts are managed. However, Advisor may charge a higher fee for services provided. The program may cost more or less than purchasing such services separately.

Related Persons

Advisor personnel serve as portfolio managers for this Wrap Fee Program. Advisor does not serve as a portfolio manager for any third-party wrap fee programs.

Performance-Based Fees

Advisor does not charge performance-based fees.

Supervised Persons

Advisor Advisory Persons serve as portfolio managers for all accounts, including the services described in this Wrap Fee Brochure. Details of the advisory services provided are included in Item 4.A. of the Disclosure Brochure.

Methods of Analysis

Please see Item 8 of the Disclosure Brochure (included with this Wrap Fee Brochure) for details on the research and analysis methods employed by the Advisor.

Risk of Loss

Investing in securities involves certain investment risks. Securities may fluctuate in value or lose value. Clients should be prepared to bear the potential risk of loss. Advisor will assist Clients in determining an appropriate strategy based on their tolerance for risk and other factors noted above. However, there is no guarantee that a Client will meet their investment goals.

Each Client engagement will entail a review of the Client's investment goals, financial situation, time horizon, tolerance for risk and other factors to develop an appropriate strategy for managing a Client's account[s]. Client participation in this process, including full and accurate disclosure of requested information, is essential for the analysis of a Client's account[s]. The Advisor shall rely on the financial and other information provided by the Client or their designees without the duty or obligation to validate the accuracy and completeness of the provided information. It is the responsibility of the Client to inform the Advisor of any changes in financial condition, goals or other factors that may affect this analysis.

Past performance is not a guarantee of future returns. Investing in securities and other investments involve a risk of loss that each Client should understand and be willing to bear. Clients are reminded to discuss these risks with the Advisor. Please see Item 8.B. – Risk of Loss in the Disclosure Brochure for details on investment risks.

Proxy Voting

Advisor does not accept proxy-voting responsibility for any Client. Clients will receive proxy statements directly from the Custodian. The Advisor will assist in answering questions relating to proxies, however, the Client retains the sole responsibility for proxy decisions and voting.

- Please refer to Item 17 of the Form ADV Part 2A – Disclosure Brochure for the Advisor's proxy voting policies and procedures.

Item 7 – Client Information Provided to Portfolio Managers

Advisor is the sponsor and sole portfolio manager for the Program. The Advisor does not share Client information with other portfolio managers because it is the sole portfolio manager for this Wrap Fee Program. In the Advisor Wrap program, the Advisor is responsible for account management; there is no separate portfolio manager involved. The Advisor obtains the necessary financial data from the client and assists the client in setting an appropriate investment objective for the account. The Advisor obtains this information by having the client complete an advisory agreement and other documentation. Clients are encouraged to contact the Advisor if there have been any changes in the client's financial situation or investment objectives.

The Firm policy requires an annual client meeting (one review every 12 months) to determine if there have been any changes in the client's financial situation, investment objectives, or restrictions. In addition, the meeting should incorporate the account performance,

appropriateness of the account, and any other information determined pertinent to the client situation. The annual meeting may occur by phone, in person, via e-mail, or via video conference and documentation will be maintained to evidence that at a minimum the following topics were reviewed:

- The client's financial status
- Risk Tolerance
- Time Horizon
- Investment Objective and Goals
- Asset Allocation and/or Account Holdings

Please also see the Advisor Privacy Policy (included after this Wrap Fee Program Brochure).

Item 8 – Client Contact with Portfolio Managers

Client should contact Advisor at any time with questions regarding program account.

Item 9 – Additional Information

Disciplinary Information and Other Financial Industry Activities and Affiliations

Advisor values the trust you place in us. As we advise all Clients, we encourage you to perform the requisite due diligence on any advisor or service provider with whom you partner. Our backgrounds are on the Investment Adviser Public Disclosure website at www.adviserinfo.sec.gov by searching for our firm name or by our CRD# 173064.

- Please see Item 9 of the Advisor Disclosure Brochure as well as Item 3 of each Advisory Person's Brochure Supplement (included with this Wrap Fee Program Brochure) for additional information on how to research the background of the Advisor and its Advisory Persons.

Other Financial Activities and Affiliations

Advisor is only in the business of providing investment advice. However, associated persons of Advisor are separately licensed as registered representatives through LPL and dually registered as investment adviser representatives. In this capacity, the associated person can sell securities to clients and receive normal and customary compensation in the form of commissions. Associated persons are also insurance agents. In such capacity, they may offer fixed and variable life insurance products and receive normal and customary commissions as a result of any purchases made by clients.

- Please see Items 10 and 14 of the Form ADV Part 2A – Disclosure Brochure (included with this Wrap Fee Brochure).

Code of Ethics, Review of Accounts, Client Referrals, and Financial Information

Advisor has implemented a Code of Ethics that defines our fiduciary commitment to each Client. This Code of Ethics applies to all persons subject to Advisor's compliance program (our "Supervised Persons"). Complete details on the Advisor Code of Ethics can be found under Item 11 – Code of Ethics, Participation in Client Transactions and Personal Trading in the Disclosure Brochure (included with this Wrap Fee Program Brochure).

Review of Accounts

Investments in Client accounts are monitored on a regular and continuous basis by Advisory Persons of Advisor under the supervision of the Chief Compliance Officer ("CCO"). Details of the review policies and practices are provided in Item 13 of the Form ADV Part 2A – Disclosure Brochure.

Other Compensation

Advisor and its associated persons may receive additional non-cash compensation from product sponsors. However, such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that may be attended by Advisor's employees and associated persons.

Advisor does not directly or indirectly compensate any person who is not a supervised person for client referrals. There are no other economic benefits provided by someone who is not a client for providing investment advice.

Please see Item 14 – Other Compensation in the Form ADV Part 2A – Disclosure Brochure (included with this Wrap Fee Brochure)

for details on additional compensation that may be received by Advisor or its Advisory Persons. Each Advisory Person's Brochure Supplement (also included with this Wrap Fee Brochure) provides details on any outside business activities and the associated compensation.

Client Referrals from Solicitors

Advisor may engage and compensate unaffiliated third-party referral sources (a "solicitor") for Client referrals by agreement, which requires full disclosure of the compensation and conflicts of interest. Such disclosure is provided to the prospective client prior to or at the time of entering into the advisory agreement. If a Client is referred to Advisor, a referral fee will be paid in accordance with the requirements of Rule 206(4)-3 of the Investment Advisers Act of 1940, and any corresponding state securities law requirements. Any such referral fee shall be paid solely from the investment management fees earned by Advisor, and shall not result in any additional charge to the Client.

Financial Information

Neither Advisor, nor its management has any adverse financial situations that would reasonably impair the ability of Advisor to meet all obligations to its Clients. Neither Advisor, nor any of its Advisory Persons, has been subject to a bankruptcy or financial compromise. Advisor is not required to deliver a balance sheet along with this Disclosure Brochure, as the firm does not collect advance fees of \$500 or more for services to be performed six months or more in advance.

- Please see Item 18 of the Form ADV Part 2A – Disclosure Brochure.

Advisor requires that clients direct LPL Financial as the sole and exclusive broker-dealer to execute transactions in the account. LPL Financial is not paid a commission for executing transactions. Because associated persons of the Advisor are registered representatives of LPL Financial, this presents a conflict of interest. Clients should understand that not all advisors require their clients to direct brokerage. By directing brokerage to LPL Financial, clients may be unable to achieve the most favorable execution of client transactions. Therefore, directed brokerage may cost clients more money.

Advisor may receive support services and/or products from LPL Financial, which assist the Advisor to better monitor and service program accounts maintained at LPL Financial. These support services and/or products may be received without cost, at a discount, and/or at another negotiated rate, and may include the following:

- investment-related research
- pricing information and market data
- software and other technology that provide access to client account data
- compliance and/or practice management-related publications
- consulting services
- attendance at conferences, meetings, and other educational and/or social events
- marketing support
- computer hardware and/or software
- other products used by Advisor in furtherance of its investment advisory business operations

Clients do not pay more for services as a result of this arrangement. There is no corresponding commitment made by the Advisor to LPL Financial or any other entity to invest any specific amount or percentage of client assets in any specific securities as a result of the arrangement.

Advisor may aggregate transactions in equity and fixed income securities for a client with other clients to improve the quality of execution. When transactions are so aggregated, the actual prices applicable to the aggregated transactions will be averaged, and the client account will be deemed to have purchased or sold its proportionate share of the securities involved at the average price obtained. Advisor may determine not to aggregate transactions, for example, based on the size of the trades, the number of client accounts, the timing of the trades, the liquidity of the securities and the discretionary or non-discretionary nature of the trades. If Advisor does not aggregate orders, some clients purchasing securities around the same time may receive a less favorable price than other clients. This means that this practice of not aggregating may cost clients more money.

ADV 2B – Individual Disclosure Brochure

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Ridgewood, NJ 07450
(201) 447-4997

December 19, 2024

This brochure supplement provides information about Joseph M. Lanza that supplements the Advisor's disclosure brochure. You should have received a copy of that brochure that describes the investment advisory services offered through Advisor, an investment advisor firm. Please contact the Advisor at the telephone number above if you did not receive the brochure or if you have any questions about the contents of the supplement. Additional information about Joseph M. Lanza is available on the SEC's website at www.adviserinfo.sec.gov.

Item 2 - Educational Background and Business Experience

This section of the brochure supplement includes the supervised person's name, age (or year of birth), formal education after high school, and business background (including an identification of the specific positions held) for the preceding five years.

Joseph M. Lanza
Year of birth: 1961

Education

The following information details your Financial Advisor's formal education. If a degree was attained, the type of the degree will be listed next to the name of the institution. If a degree is not listed, the Financial Advisor attended the institution but did not attain a degree.

Fordham University; Bachelor of Science - Finance & Computer Science
09/01/1979 - 05/31/1984

Business Experience

The following information details your Financial Advisor's business experience for at least the past 5 years.

Vision Retirement, LLC – Doing Business as The Lanza Financial Group
Investment Adviser Representative (50% Owner)
11/2024 - Present

LPL Financial LLC – Registered Representative
09/2018 – Present

LPL Financial LLC – Investment Adviser Representative
09/2018 – Present

Item 3 - Disciplinary Information

This section includes any legal or disciplinary events and material to a client's or prospective client's evaluation of the supervised person.

There are no legal or disciplinary event(s) to disclose.

Item 4 - Other Business Activities

This section includes any relationship between the advisory business and the supervised person's other financial industry activities that creates a material conflict of interest with clients and describes the nature of the conflict and generally how it is addressed. If the supervised person is actively engaged in any investment-related business or occupation, including if the supervised person is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant ("FCM"), commodity pool operator ("CPO"), commodity trading advisor ("CTA"), or an associated person of an FCM, CPO, or CTA, the business relationship, if any, between the advisory business and the other business is disclosed below.

Insurance Licensed and Registered Representative:

Your financial advisor is also a registered representative of LPL Financial and can receive commissions and other types of compensation for the sale of securities. Your financial advisor can also sell insurance and receive commissions for insurance product sales. The potential for the receipt of commissions creates an incentive to recommend investment or insurance products based on the compensation received, rather than on the client's needs. However, your financial advisor may only recommend securities and insurance products that he believes are suitable for you. If you have any questions regarding the compensation your financial advisor receives when recommending a product, you should ask your financial advisor. You are under no obligation to purchase investment products or insurance through your financial advisor.

Item 5 - Additional Compensation

This section includes details regarding if someone who is not a client provides an economic benefit to the supervised person for providing advisory services. For purposes of this Item, economic benefits include sales awards and other prizes, but not the supervised person's regular salary, if any.

Joseph M. Lanza can receive economic benefits based on production such as awards, incentive travel expenses, attendance at conferences, dinners or other entertainment events as well as promotional gifts.

Item 6 – Supervision

This section explains how Advisor supervises the supervised person, including how the advice the supervised person provided to clients is monitored.

Advisor maintains a supervisory structure and system reasonably designed to prevent violations of the Investment Advisers Act of 1940. Your Advisors securities-related activities are supervised by an individual registered as a principal in accordance with FINRA regulations. In addition, compliance staff uses tools that monitor the advisory services provided by your financial advisor, for example, with respect to asset allocation, concentration, and account activity. Paul D. Muller, Chief Compliance Officer, is responsible for administering the policies and procedures for investment advisory activities and for regularly evaluating their effectiveness. Mr. Muller can be reached at (201) 447-2212.

ADV 2B – Individual Disclosure Brochure

Paul D. Muller

CRD No. 2729766

171 East Ridgewood Avenue, Suite 205
Ridgewood, NJ 07450
(201) 447-2212

December 19, 2024

This brochure supplement provides information about Paul D. Muller that supplements the Advisor's disclosure brochure. You should have received a copy of that brochure that describes the investment advisory services offered through Advisor, an investment advisor firm. Please contact Advisor at the telephone number above if you did not receive Advisor's brochure or if you have any questions about the contents of the supplement. Additional information about Paul D. Muller is available on the SEC's website at www.adviserinfo.sec.gov.

Item 2 - Educational Background and Business Experience

This section of the brochure supplement includes the supervised person's name, age (or year of birth), formal education after high school, and business background (including an identification of the specific positions held) for the preceding five years.

Paul D. Muller
Year of birth: 1972

Education

The following information details your Financial Advisor's formal education. If a degree was attained, the type of the degree will be listed next to the name of the institution. If a degree is not listed, the Financial Advisor attended the institution but did not attain a degree.

SUNY Albany – BA Economics 08/15/1993 – 05/15/1995

Business Experience

The following information details your Financial Advisor's business experience for at least the past 5 years.

Vision Retirement, LLC – Investment Adviser Representative, Founder & CEO (50% Owner)
10/2014 - Present

LPL Financial, LLC - Registered Representative
04/2006 – Present

LPL Financial, LLC - Investment Adviser Representative
04/2006 – 10/2014

Professional Designations

The following provides information on professional designation(s) that your Financial Advisor earned.

Certified Financial Planner™ - CFP® 04/2002

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”). The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its:

- (1) high standard of professional education;
- (2) stringent code of conduct and standards of practice; and,
- (3) ethical requirements that govern professional engagements with clients.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor's Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning.

Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one's ability to correctly diagnose financial planning issues and apply one's knowledge of financial planning to real world circumstances.

Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year).

Ethics – Agree to be bound by CFP Board’s Standards of Professional Conduct, a set of documents outlining the ethical and practice standards for CFP® professionals. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients. CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

Continuing Education – Individual who become certified must complete 30 hours of continuing education hours every two years, including two hours on the Code of Ethics and other parts of the Standards of Professional Conduct, to maintain competence and keep up with developments in the financial planning field.

Accredited Estate Planner® - AEP®

Designation: Accredited Estate Planner (AEP). Issuing Organization: National Association of Estate Planners & Councils. Prerequisites/Experience Required: Must be an attorney (JD), accountant (CPA), insurance professional and financial planner (CLU/ChFC, CFP) or trust officer (CTFA). Must be in good standing with their professional organization and not be subject to disciplinary investigation. Must have a minimum of 5 years experience in estate planning in one or more of the prerequisite professions. Educational Requirements: 2 graduate level courses administered by The American College or from another accredited graduate program as part of a master's or doctoral degree unless applicant has 15 or more years experience as an estate planner. Continuing Education: 30 hours every 24 months, including 15 hours in estate planning. Re-certification required annually.

Item 3 - Disciplinary Information

This section includes any legal or disciplinary events and material to a client's or prospective client's evaluation of the supervised person.

There are no legal or disciplinary event(s) to disclose.

Item 4 - Other Business Activities

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Insurance Licensed and Registered Representative:

Your financial advisor is also a broker or registered representative of LPL Financial and may receive commissions and other types of compensation for the sale of securities. Your financial advisor also may sell insurance and may receive commissions for insurance product sales. The potential for the receipt of commissions may give a broker an incentive to recommend investment or insurance products based on the compensation received, rather than on the client's needs. However, your financial advisor may only recommend securities and insurance products that he or she believes are suitable for you. If you have any questions regarding the compensation your financial advisor receives when recommending a product, you should ask your financial advisor. You are under no obligation to purchase investment products or insurance through your financial advisor.

Advisor Tax Prep, LLC

Mr. Muller is the owner of a separate affiliated entity that provides personal income tax preparation services. Such services are available for a separate fee. This service is to better optimize efforts between financial advisors and tax professionals; however, it is also a conflict of interest because Mr. Muller has a financial incentive to introduce client to this service provider

rather than seek out potential similar services for a lesser fee. This conflict of interest is mitigated by Mr. Muller's fiduciary duty to act in a client's best interest.

Item 5 - Additional Compensation

This section includes details regarding if someone who is not a client provides an economic benefit to the supervised person for providing advisory services. For purposes of this Item, economic benefits include sales awards and other prizes, but not the supervised person's regular salary, if any.

Paul D. Muller can receive economic benefits based on production such as awards, incentive travel expenses, attendance at conferences, dinners or other entertainment events as well as promotional gifts.

Item 6 – Supervision

This section explains how Advisor supervises the supervised person, including how the advice the supervised person provided to clients is monitored.

Advisor maintains a supervisory structure and system reasonably designed to prevent violations of the Investment Advisers Act of 1940. Your Advisors securities-related activities are supervised by an individual registered as a principal in accordance with FINRA regulations. In addition, compliance staff uses tools that monitor the advisory services provided by your financial advisor, for example, with respect to asset allocation, concentration, and account activity. Paul D. Muller, Chief Compliance Officer - Advisory, is responsible for administering the policies and procedures for investment advisory activities and for regularly evaluating their effectiveness. Mr. Muller can be reached at (201) 447-2212.

ADV 2B – Individual Disclosure Brochure

Anthony Passerino

CRD No. 2759051

171 E. Ridgewood Avenue, Suite 201
Ridgewood, NJ 07450
(201) 447-4997

December 19, 2024

This brochure supplement provides information about Anthony Passerino that supplements the Advisor's disclosure brochure. You should have received a copy of that brochure that describes the investment advisory services offered through Advisor, an investment advisor firm. Please contact the Advisor at the telephone number above if you did not receive the brochure or if you have any questions about the contents of the supplement. Additional information about Anthony Passerino is available on the SEC's website at www.adviserinfo.sec.gov.

Item 2 - Educational Background and Business Experience

This section of the brochure supplement includes the supervised person's name, age (or year of birth), formal education after high school, and business background (including an identification of the specific positions held) for the preceding five years.

Anthony Passerino
Year of birth: 1965

Education

The following information details your Financial Advisor's formal education. If a degree was attained, the type of the degree will be listed next to the name of the institution. If a degree is not listed, the Financial Advisor attended the institution but did not attain a degree.

Montclair State University; Bachelor of Science
09/01/1983 - 05/28/1987

Professional Designations

The following provides information on professional designation(s) that your Financial Advisor earned.

Certified Public Accountant (CPA)

CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education (typically 150 credit hours with at least a baccalaureate degree and a concentration in accounting), minimum experience levels (most states require at least one year of experience providing services that involve the use of accounting, attest, compilation, management advisory, financial advisory, tax or consulting skills, all of which must be achieved under the supervision of or verification by a CPA), and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education (CPE) each year (or 80 hours over a two year period or 120 hours over a three year period). Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous Code of Professional Conduct which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest (and obtain client consent if a conflict exists), maintain client confidentiality, disclose to the client any commission or referral fees, and serve the public interest when providing financial services.

In addition to the Code of Professional Conduct, AICPA members who provide personal financial planning services are required to follow the Statement on Standards in Personal Financial Planning Services (the Statement). Most state boards of accountancy define financial planning as the practice of public accounting and therefore have jurisdiction over CPAs practicing in this discipline; state boards would likely look to the Statement as the authoritative guidance in this practice area regardless of specific or blanket adoption of AICPA standards.

Personal Financial Specialist - PFS

Designation: Personal Financial Specialist (PFS). Issuing Organization: The American Institute of Certified Public Accountants (AICPA). Prerequisites/Experience Required: Candidate must meet all of the following requirements: Be a member of the AICPA; Hold an unrevoked CPA certificate issued by a state authority; Have at least two years of full time business personal financial planning experience or 3000 hours equivalent experience (including up to 1000 hours of tax compliance). Educational Requirements: Minimum of 80 hours of personal financial planning education within the five-year period preceding the date of the PFS application. Continuing Education: 60 hours of continuing professional education every three years related to the personal financial planning body of knowledge.

Business Experience

The following information details your Financial Advisor's business experience for at least the past 5 years.

Vision Retirement, LLC – Doing Business as The Lanza Financial Group
Investment Adviser Representative
11/2024 - Present

LPL Financial LLC – Registered Representative

09/2018 – Present

LPL Financial LLC – Investment Adviser Representative

09/2018 – Present

Advisor Group CPA's, LLC; Certified Public Accountant

01/2018 – Present

Anthony Passerino, CPA; Sole Proprietor

05/1993 – Present

Item 3 - Disciplinary Information

This section includes any legal or disciplinary events and material to a client's or prospective client's evaluation of the supervised person.

In 2010, your financial advisor was levied a \$10,000 restitution payment plan by the State of New Jersey - Department of Insurance for having misleading information with respect to suitability on a past variable annuity application.

Item 4 - Other Business Activities

This section includes any relationship between the advisory business and the supervised person's other financial industry activities that creates a material conflict of interest with clients and describes the nature of the conflict and generally how it is addressed. If the supervised person is actively engaged in any investment-related business or occupation, including if the supervised person is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant ("FCM"), commodity pool operator ("CPO"), commodity trading advisor ("CTA"), or an associated person of an FCM, CPO, or CTA, the business relationship, if any, between the advisory business and the other business is disclosed below.

Insurance Licensed and Registered Representative:

Your financial advisor is also a registered representative of LPL Financial and can receive commissions and other types of compensation for the sale of securities. Your financial advisor can also sell insurance and receive commissions for insurance product sales. The potential for the receipt of commissions creates an incentive to recommend investment or insurance products based on the compensation received, rather than on the client's needs. However, your financial advisor may only recommend securities and insurance products that he believes are suitable for you. If you have any questions regarding the compensation your financial advisor receives when recommending a product, you should ask your financial advisor. You are under no obligation to purchase investment products or insurance through your financial advisor.

Item 5 - Additional Compensation

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Anthony Passerino can receive economic benefits based on production such as awards, incentive travel expenses, attendance at conferences, dinners or other entertainment events as well as promotional gifts.

Item 6 – Supervision

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ADV 2B – Individual Disclosure Brochure

Joseph J. Spinelli

CRD No. 2536571

171 E. Ridgewood Avenue, Suite 201
Ridgewood, NJ 07450
(201) 447-4997

December 19, 2024

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Item 2 - Educational Background and Business Experience

This section of the brochure supplement includes the supervised person's name, age (or year of birth), formal education after high school, and business background (including an identification of the specific positions held) for the preceding five years.

Joseph J. Spinelli
Year of birth: 1961

Education

The following information details your Financial Advisor's formal education. If a degree was attained, the type of the degree will be listed next to the name of the institution. If a degree is not listed, the Financial Advisor attended the institution but did not attain a degree.

William Patterson University – BA Accounting with a minor in Economics
09/1980 – 08/1984

Business Experience

The following information details your Financial Advisor's business experience for at least the past 5 years.

Vision Retirement, LLC – Doing Business as The Lanza Financial Group
11/2024 - Present

LPL Financial LLC – Registered Representative
01/2024 – Present

LPL Financial LLC – Investment Adviser Representative
01/2024 – Present

Spinelli Financial Services – Accounting & Tax
01/1995 - Present

Cetera Investment Advisers, LLC – Registered Representative
09/2006 – 01/2024

Cetera Investment Advisers, LLC – Investment Advisor Representative
09/2006 – 01/2024

Item 3 - Disciplinary Information

This section includes any legal or disciplinary events and material to a client's or prospective client's evaluation of the supervised person.

There are no legal or disciplinary event(s) to disclose.

Item 4 - Other Business Activities

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Insurance Licensed and Registered Representative:

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product sales. The potential for the receipt of commissions creates an incentive to recommend investment or insurance products based on the compensation received, rather than on the client's needs. However, your financial advisor may only recommend securities and insurance products that he believes are suitable for you. If you have any questions regarding the compensation your financial advisor receives when recommending a product, you should ask your financial advisor. You are under no obligation to purchase investment products or insurance through your financial advisor.

Item 5 - Additional Compensation

This section includes details regarding if someone who is not a client provides an economic benefit to the supervised person for providing advisory services. For purposes of this Item, economic benefits include sales awards and other prizes, but not the supervised person's regular salary, if any.

Joseph J. Spinelli can receive economic benefits based on production such as awards, incentive travel expenses, attendance at conferences, dinners or other entertainment events as well as promotional gifts.

Item 6 – Supervision

This section explains how Advisor supervises the supervised person, including how the advice the supervised person provided to clients is monitored.

Advisor maintains a supervisory structure and system reasonably designed to prevent violations of the Investment Advisers Act of 1940. Your Advisor's securities-related activities are supervised by an individual registered as a principal in accordance with FINRA regulations. In addition, compliance staff uses tools that monitor the advisory services provided by your financial advisor, for example, with respect to asset allocation, concentration, and account activity. Paul D. Muller, Chief Compliance Officer, is responsible for administering the policies and procedures for investment advisory activities and for regularly evaluating their effectiveness. Mr. Muller can be reached at (201) 447-2212.

Privacy Policy

Our Commitment to You

Advisor is committed to safeguarding the use of personal information of our Clients (also referred to as “you” and “your”) that we obtain as your Investment Advisor, as described here in our Privacy Policy (“Policy”).

Our relationship with you is our most important asset. We understand that you have entrusted us with your private information, and we do everything that we can to maintain that trust. Advisor (also referred to as "we", "our" and "us") protects the security and confidentiality of the personal information we have and implements controls to ensure that such information is used for proper business purposes in connection with the management or servicing of our relationship with you.

Advisor does not sell your non-public personal information to anyone. Nor do we provide such information to others except for discrete and reasonable business purposes in connection with the servicing and management of our relationship with you, as discussed below. Details of our approach to privacy and how your personal non-public information is collected and used are set forth in this Policy.

Why you need to know?

Registered Investment Advisors (“RIAs”) must share some of your personal information in the course of servicing your account. Federal and State laws give you the right to limit some of this sharing and require RIAs to disclose how we collect, share, and protect your personal information.

What information do we collect from you?

Driver’s license number	Date of birth
Social security or taxpayer identification number	Assets and liabilities
Name, address and phone number(s)	Income and expenses
E-mail address(es)	Investment activity
Account information (including other institutions)	Investment experience and goals

What Information do we collect from other sources?

Custody, brokerage and advisory agreements	Account applications and forms
Other advisory agreements and legal documents	Investment questionnaires and suitability documents
Transactional information with us or others	Other information needed to service account

How do we protect your information?

To safeguard your personal information from unauthorized access and use we maintain physical, procedural and electronic security measures. These include such safeguards as secure passwords, encrypted file storage and a secure office environment. Our technology vendors provide security and access control over personal information and have policies over the transmission of data. Our associates are trained on their responsibilities to protect Client’s personal information. We require third parties that assist in providing our services to you to protect the personal information they receive from us.

How do we share your information?

An RIA shares Client personal information to effectively implement its services. In the section below, we list some reasons we may share your personal information.

Basis For Sharing	Do we share?	Can you limit?
Servicing our Clients. We share information with technology vendors and third-party service providers to manage and support operations and regulatory compliance (such as administrators, brokers, custodians, regulators, credit agencies, consultants and other financial institutions) as necessary for us to provide agreed upon services to you, consistent with applicable law, including but not limited to: processing transactions; general account maintenance; responding to regulators or legal investigations; and credit reporting.	Yes	No
Marketing Purposes. Advisor does not disclose, and does not intend to disclose, personal information with non-affiliated third parties to offer you services. Certain laws may give us the right to share your personal information with financial institutions where you are a customer and where Advisor or the client has a formal agreement with the financial institution. We will only share information for purposes of servicing your accounts, not for marketing purposes.	No	Not Shared
Authorized Users. Your non-public personal information may be disclosed to you and persons that we believe to be your authorized agent(s) or representative(s).	Yes	Yes
Information About Former Clients. Advisor does not disclose and does not intend to disclose, non-public personal information to non-affiliated third parties with respect to persons who are no longer our Clients.	No	Not Shared

Other Important Information
California, North Dakota, and Vermont Customers: In response to applicable state law, if the mailing address provided for your account is in California, North Dakota, or Vermont, we will automatically treat your account as if you do not want us to disclose your personal information to non-affiliated third parties for purposes of them marketing to you, except as permitted by the applicable state law.
Massachusetts. In response to a Massachusetts law, clients must “opt-in” to share non-public personal information with non-affiliated third parties before any personal information is disclosed. We may disclose non-public personal information to other financial institutions with whom we have joint business arrangements for proper business purposes in connection with the management or servicing of your account.

Changes to our Privacy Policy

We will send you a copy of this Policy annually for as long as you maintain an ongoing relationship with us.

Periodically we may revise this Policy, and will provide you with a revised policy if the changes materially alter the previous Privacy Policy. We will not, however, revise our Privacy Policy to permit the sharing of non-public personal information other than as described in this notice unless we first notify you and provide you with an opportunity to prevent the information sharing.

Any Questions? You may ask questions or voice any concerns, as well as obtain a copy of our current Privacy Policy by contacting us at (201) 447-4997 or via email at info@visionretirement.com.