

## **Firm Brochure**

(Part 2A of Form ADV)

**INTEGRATED FINANCIAL CONSULTING, LLC**

**365 ROUTE 59**

**SUITE 251**

**AIRMONT, NY 10952**

**(845) 426 6300**

**[www.integratedfinancialconsulting.com](http://www.integratedfinancialconsulting.com)**

This brochure provides information about the qualifications and business practices of INTEGRATED FINANCIAL CONSULTING, LLC. If you have any questions about the contents of this brochure, please contact us at (845) 426-6300 or at: [marc@integratedfinancialconsulting.com](mailto:marc@integratedfinancialconsulting.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by state securities authority.

Additional information about Integrated Financial Consulting, LLC also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

March 1, 2024

## **Material Changes**

---

### **Annual Update**

The Material Changes section of this brochure will be updated when material changes occur since the previous release of the Firm Brochure.

---

### **Material Changes since the Last Update**

There have been no material changes since the Firm's last Brochure update of March 14, 2023.

---

### **Full Brochure Available**

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: (845) 426-6300 or by email at: [marc@integratedfinancialconsulting.com](mailto:marc@integratedfinancialconsulting.com).

# Table of Contents

<b>Material Changes.....</b>	<b>i</b>
Annual Update .....	i
Material Changes since the Last Update .....	i
Full Brochure Available .....	i
<b>Advisory Business .....</b>	<b>3</b>
Firm Description.....	1
Types of Advisory Services.....	1
Tailored Relationships .....	5
Termination of Engagements.....	5
<b>Fees and Compensation .....</b>	<b>5</b>
Fee Billing .....	6
Other Fees.....	7
Expense Ratios.....	7
Termination of Agreement.....	7
<b>Performance-Based Fees and Sharing of Capital Gains.....</b>	<b>7</b>
<b>Types of Clients.....</b>	<b>8</b>
Description .....	8
<b>Methods of Analysis, Investment Strategies and Risk of Loss.....</b>	<b>8</b>
Methods of Analysis.....	8
Investment Strategies .....	8
Risk of Loss.....	8
<b>Disciplinary Information .....</b>	<b>9</b>
<b>Other Financial Industry Activities and Affiliations.....</b>	<b>10</b>
<b>Code of Ethics, Participation or Interest in Client Transactions and Personal Trading.....</b>	<b>10</b>
Code of Ethics.....	10
Participation or Interest in Client Transactions.....	10
<b>Brokerage Practices.....</b>	<b>10</b>
Selecting Brokerage Firms.....	11
Best Execution .....	11

Soft Dollars .....	11
<b>Review of Accounts .....</b>	<b>11</b>
Regular Reports.....	11
<b>Client Referrals and Other Compensation .....</b>	<b>11</b>
Incoming Referrals.....	11
Referrals Out.....	12
<b>Custody .....</b>	<b>12</b>
Account Statements.....	12
<b>Investment Discretion .....</b>	<b>12</b>
<b>Voting Client Securities.....</b>	<b>12</b>
<b>Financial Information .....</b>	<b>13</b>

---

## **Item 4 Advisory Business**

### Firm Description

INTEGRATED FINANCIAL CONSULTING, LLC (hereafter may be referred to as "the Firm" or "IFC") provides fee-only financial planning and investment management services. The Firm has been in business since 2001. J. Marc Vorchheimer is the Firm's principal owner.

INTEGRATED FINANCIAL CONSULTING does not sell annuities, stocks, bonds, mutual funds, limited partnerships, or other commissioned products. The Firm is not affiliated with entities that sell financial products or securities. No commissions in any form are accepted. No finder's fees are accepted.

When INTEGRATED FINANCIAL CONSULTING provides investment advice to you regarding your retirement plan account or individual retirement account, we are fiduciaries 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 INTEGRATED FINANCIAL CONSULTING earns its fee at times can present a conflict with your interests, so we operate under a special rule that requires us to act in your best interest and not put our interest ahead of yours.

### Types of Advisory Services

INTEGRATED FINANCIAL CONSULTING provides personalized confidential financial planning and investment management services to individuals, pension and profit-sharing plans, trusts, estates, charitable organizations and small businesses. IFC may provide financial planning and investment management services either separately or together in a comprehensive manner.

INTEGRATED FINANCIAL CONSULTING may also provide advice on non-securities matters. Generally, this is in connection with the rendering of tax planning, estate planning assistance, insurance, and/or annuity advice. Other professionals (e.g., lawyers, accountants, insurance agents, etc.) are engaged directly by the client on an as-needed basis. IFC does not provide legal advice or sell insurance products.

Initial public offerings (IPOs) are not available through INTEGRATED FINANCIAL CONSULTING.

### Financial Planning Services

Financial planning advice is provided after consultation with the Client. Clients receiving this service will receive written recommendations designed to achieve their stated financial goals and objectives. In general, the financial planning process will address any or all of the following areas of concern to the Client:

- **PERSONAL:** Family records, budgeting, personal liability, estate information and financial goals.
- **TAX & CASH FLOW:** Income tax and spending analysis and planning for past, current and future years. INTEGRATED FINANCIAL CONSULTING will illustrate

the impact of various investments on a client's current income tax and future tax liability.

- DEATH & DISABILITY: Cash needs at death, income needs of surviving dependents, estate planning and disability income analysis
- RETIREMENT: Analysis of current strategies and investment plans to help the client achieve his or her retirement goals.
- INVESTMENTS: Analysis of investment alternatives and their effect on a client's portfolio.

Clients can also receive financial planning services on a more limited basis. This may include advice on only an isolated area(s) of concern such as estate planning, retirement planning, or other specific topics.

Financial plans and/or consulting recommendations are not limited to any specific product or service offered by a broker dealer or insurance company. All recommendations are based on the best interest of the client.

#### Investment Management Services

For clients receiving investment management services, INTEGRATED FINANCIAL CONSULTING will create an investment strategy according to the Client's stated investment objectives and risk tolerance.

INTEGRATED FINANCIAL CONSULTING will typically use mutual funds, ETFs, individual securities and bonds in a client's account.

INTEGRATED FINANCIAL CONSULTING accepts only non-discretionary authority in providing investment management services. Meaning, INTEGRATED FINANCIAL CONSULTING will obtain client's consent before effecting any transactions in a client's account.

The client retains the responsibility to keep INTEGRATED FINANCIAL CONSULTING informed of any material changes to Client's objectives, needs, and goals as they pertain to investment management. Unless the client has identified in the Investment Objectives to the contrary, there are no restrictions imposed upon the firm with respect to the management of the client's account.

The fee for investment management services is provided to the client in writing in the client agreement prior to the start of the relationship. Client relationships may exist where the fees are higher or lower than for other clients. Although investment management contemplates an ongoing agreement, the length of service is at the client's discretion.

#### Wrap Fee Programs

INTEGRATED FINANCIAL CONSULTING does not manage or place Client assets into a wrap fee program.

#### Assets Under Management

As of December 31, 2023, INTEGRATED FINANCIAL CONSULTING had approximately \$93,480,000 in assets under management. All assets are managed on a non-discretionary basis.

#### Tailored Relationships

Services are provided based on the individual needs of each client and vary in length and scope. We work with each client on a one-on-one basis through interviews and questionnaires to determine the client's investment objectives and suitability. Agreements may not be assigned without client consent.

#### Termination of Engagements

The client or INTEGRATED FINANCIAL CONSULTING may terminate any agreement at any time by written notice to the other party. A client may terminate any agreement without penalty or fee within five business days of entering into the agreement. After five days, any unearned fee at the time of termination will be promptly refunded to the client, and any fee owing by the client is immediately due and payable.

For clients receiving investment management services, following termination of an engagement, it is the client or their legal representative's responsibility to ensure an immediate transfer is completed of any portfolio, account, or residual to the receiving service provider.

---

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

Generally, fees are negotiable at the discretion of INTEGRATED FINANCIAL CONSULTING. Depending upon the type of engagement, fees are calculated in one of the following methods:

Investment Management Fee: IFC may charge an annual fee for investment management services based on the assets under management when no financial planning services are being provided to the Client. This fee is negotiable and ranges between 1-1.5% of the assets under management, depending upon the amount of assets managed by IFC. Client's fee will be set forth in the client's agreement and agreed to by the client before services begin.

Hourly: For financial planning engagements of a more limited scope IFC may charge an hourly fee that ranges between \$300 - \$500/hour, depending upon the complexity of the engagement. This fee is charged when IFC is delivering advice on a limited scope and no on-going investment management is being provided. Discounts are negotiable based on client circumstances and at IFC's sole discretion. Client's fee will be set forth in the client's agreement and agreed to by the client before services begin.

#### Fixed Fee for a Limited Engagement:

For our limited-scope financial planning, you will pay either a fixed fee at the time of signing the engagement, or you will pay an hourly fee that is billed in 3-to-10-hour increments depending on the expected length of the engagement. This fee is charged when IFC is delivering advice on a limited scope and no on-going investment

management is being provided. Discounts are negotiable based on client circumstances and at IFC's sole discretion. Client's fee will be set forth in the client's agreement and agreed to by the client before services begin. If any of the fixed fee paid remains unearned at the conclusion of the engagement we will refund you the unearned portion of your fee.

#### Annual Fixed Fee for On-going Engagements:

For Clients receiving comprehensive financial planning and investment management services from IFC, the Firm may charge an annual fixed fee that ranges from \$5,000 - \$75,000, based primarily on: (1) client's non-capital gain income, (2) client's net worth, and (3) complexity of client's financial situation. The exact fee will be quoted to the client before the engagement begins. Additional charges for travel and other out of pocket expenses, and extra tax return preparation may also be charged to the client as disclosed in the client's agreement.

Renewal Fees for the Annual Fixed Fee: Prior to the conclusion of a term of service the Firm will notify the client of the fixed annual fee for the upcoming year. A renewal year's fee is calculated in the same manner as the initial fee and generally ranges from \$1,000 - \$50,000, depending upon the scope of the engagement determined at the time of the renewal of the engagement.

IFC will provide clients with advance written notice of any amendments to a client's fee and clients will have the option to consent to the new fee or terminate services before the increased fee takes effect.

#### Fee Billing:

#### Annual Fixed Fee for On-going Engagements

The annual fixed fee charged in on-going comprehensive engagement is normally billed quarterly, in advance. Although, INTEGRATED FINANCIAL CONSULTING may, on occasion, agree for a client to pay by check upon presentation of an invoice, the fee is normally deducted from a designated client account directly by the custodian upon the Firm's instruction. The client must consent in advance to direct debiting of their account(s). If a client elects to have their fee deducted from their account, the custodian's account statements will show the fees deducted from the account. But, it is important to note that custodial firms do not verify advisory fee calculations.

#### Investment Management Fee

The fee charged for investment management service is billed quarterly, in advance. Meaning, the firm invoices the client at the beginning of every three-month calendar billing period. The fee is based on the value of the account(s) at the time of the engagement or renewal. Although, INTEGRATED FINANCIAL CONSULTING may, on occasion, agree for a client to pay by check upon presentation of an invoice, the fee is normally deducted from a designated client account directly by the custodian upon the Firm's instruction. The client must consent in advance to direct debiting of their account(s). If a client elects to have their fee deducted from their account, the custodian's account statements will show the fees deducted from the account. But, it is important to note that custodial firms do not verify advisory fee calculations.



Fixed Fee for Limited Engagement: IFC sets forth the fixed fee in a limited scope engagement in the Client's agreement at the beginning of the engagement. Generally, one half of the fixed fee will be charged at the time of signing the engagement agreement and the remaining amount billed at the conclusion of the second meeting.

Hourly Fee:

When IFC is engaged for financial planning and consultation services under an hourly fee arrangement the hourly rates are between \$300 - \$500/hour per hour depending upon the complexity of the matter. Clients are billed in 6-minute increments and a partial increment will be treated as a whole. This fee is generally billed in 3 to 5 hour increments, depending on the expected length of the engagement.

Other Fees

Clients may incur certain fees or charges imposed by third parties as to the securities held in the account. The Client is responsible for all custodial and securities execution fees charged by the custodian and executing broker-dealer. Please see Item 12 Brokerage practices for more information. The Investment Advisory Fee charged by INTEGRATED FINANCIAL CONSULTING is separate and distinct from these custodian and execution fees.

Expense Ratios

Fund companies charge each fund shareholder an investment management fee that is disclosed in the fund prospectus (generally known as an "expense ratio"). Fund companies can also charge a management fee, called 12b-1 fees, for their services as investment managers. These fees are in addition to the fees paid by you to INTEGRATED FINANCIAL CONSULTING. INTEGRATED FINANCIAL CONSULTING does not share in any transaction fees or fund company fees.

Advance Payment of Fees and Fees at Termination of Agreement

If the Client has not received INTEGRATED FINANCIAL CONSULTING's Brochure at least 48 hours prior to entering into an investment advisory agreement, the Client has the right to terminate the agreement without penalty or fee within five days after entering into the contact.

After that time, upon termination of an engagement, fees will be billed on a pro rata basis for the portion of the quarter completed for investment management clients or for the portion of the work completed in a financial planning engagement.

**Item 6 Performance-Based Fees and Sharing of Capital Gains**

Fees are not based on a share of the capital gains or capital appreciation of managed securities.

---

## **Item 7 Types of Clients**

### **Description**

INTEGRATED FINANCIAL CONSULTING generally provides investment advice to individuals, high net-worth individuals, and to trusts of those individuals.

Client relationships vary in scope and length of service.

---

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

### Methods of Analysis

Initially, the client's current financial situation, needs, goals, objectives and tolerance for risk are evaluated. Asset allocation and investment objective decisions are made based on the client's objectives, while minimizing risk exposure, and are agreed to by the client. Although strategies may be long-term or short-term, as dictated by client needs, the asset allocation process is typically based on the client's long-term investment time horizon.

INTEGRATED FINANCIAL CONSULTING uses Functional Asset Allocation to determine the best mix of conservative and growth orientated investments suitable for the client's needs.

### Investment Strategies

The primary investment vehicles used are mutual funds, exchange-traded funds (ETFs), individual securities, and bonds.

### Risk of Loss

All investment programs have certain risks that are borne by the investor. 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.

Investing in securities may involve the risk of loss than an investor must be able to bear, which (in general) may include risks regarding markets, interest rates, ETF's (exchange-traded funds) and mutual funds, reinvestment, company and management risk, among others.

- Market Risk - when the stock market as a whole or an industry as a whole falls, it can cause the prices of individual stocks to fall indiscriminately. This is also called systemic risk.
- Company Risk - when investing in securities, there is always a certain level of company or industry specific risk that is inherent in each company or issuer. This is also referred to as unsystemic risk and can be reduced through appropriate

diversification. There is the risk that the company will perform poorly or have its value reduced based on factors specific to the company or its industry.

- Investment Risk - Investments vary with the success and failure of a firm's investment strategies, research, analysis and determination of its portfolio. If an investment strategy were not to produce expected returns, the value of the investment would decrease.
- Firm Research - When the firm's research and analyses are based on commercially available software, rating services, general market and financial information, or due diligence reviews, the firm is relying on the accuracy and validity of the information or capabilities provided by selected vendors, rating services, market data, and the issuers themselves. The firm makes every effort to determine the accuracy of the information received but it cannot predict the outcome of events or actions taken or not taken, or the validity of all information it has researched or provided, which may or may not affect the advice on or investment management of an account.
- Passive Markets Theory - A portfolio that employs a passive, efficient markets approach has the potential risk that at times the broader allocation may generate lower-than-expected returns than those from a specific, more narrowly focused asset, and that the return on each type of asset is a deviation from the average return from the asset class.

#### Security Specific Material Risks:

- ETF's and Mutual Fund Risk - Exchange Traded Funds or mutual funds may carry additional expenses based on their prorated share of the ETF or mutual fund operating expenses and certain brokerage fees, which may include the potential duplication of certain fees. The risk of owning an ETF or mutual fund generally reflects the risks of the underlying securities.
- Index Investment - ETF's and indexed funds have the potential to be affected by "tracking error risk", which means a deviation from a stated benchmark index. Since the core of a portfolio may attempt to closely replicate a benchmark, the source of the tracking error (deviation) instances, we may choose to reduce the weighting of a holding or use a "replicate index" position as part of the core holding to minimize the effects of the tracking error in relation to the overall portfolio.

---

#### **Item 9 Legal and Disciplinary**

The firm and its employees have not been involved in legal or disciplinary events related to past or present investment clients.

---

**Item 10 Financial Industry Activities**

INTEGRATED FINANCIAL CONSULTING is not registered as a securities broker-dealer, or a futures commission merchant, commodity pool operator or commodity trading advisor.

**Affiliations**

Advisor is a member of the Alliance of Comprehensive Planners (ACP). This non-profit organization provides training and support through an alliance of fee-only comprehensive financial advisors. As a member of the ACP, Advisor has the right to use proprietary products and systems designed by the ACP. The ACP offers education in the form of in-person, web- and tele-conferences (which may provide continuing education credits) and services produced by collaborative efforts of the fee-only financial advisors.

Marc Vorchheimer is a member of the National Association of Personal Financial Advisors (NAPFA), which requires that its members are fee-only and obtain a minimum of 60 continuing education credits every two years

---

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

The employees of INTEGRATED FINANCIAL CONSULTING have committed to a Code of Ethics that is available for review by clients and prospective clients upon request. The firm will provide a copy of the Code of Ethics to any client or prospective client upon request. At no time will INTEGRATED FINANCIAL CONSULTING, or any associated person of INTEGRATED FINANCIAL CONSULTING, transact in any security to the detriment of any Client.

**Participation or Interest in Client Transactions**

INTEGRATED FINANCIAL CONSULTING and its employees may buy or sell securities that are also held by clients. Employees may not trade their own securities ahead of client trades. Most trades are mutual funds or in exchange-traded funds and bonds where there is little to no conflict of interest with a client's interests.

---

**Item 12 Brokerage Practices****Selecting Brokerage Firms**

Marc Vorchheimer and/or INTEGRATED FINANCIAL CONSULTING, LLC recommends a broker-dealer based on cost, reputation, and overall professionalism the broker-dealer has. There is no obligation for any client to use any particular broker. Clients may use any broker they wish. Clients may choose to transact directly with the financial services providers with which they invest and/or receive other financial services, or if they choose, the firm will transact with the agreed upon custodian on the client's behalf.

### Best Execution

INTEGRATED FINANCIAL CONSULTING will periodically review the reasonableness of the custodian's fees to ensure the client is receiving best execution in relationship to the services being provided. However, for accounts held at a custodian the client has directed brokerage to, INTEGRATED FINANCIAL CONSULTING cannot ensure best execution in these accounts and clients may pay higher fees and expenses.

### Soft Dollars

We may receive an economic benefit from external sources in the form of the support products and services they make available to us and other independent investment advisors. The availability to us of an external source's products and services is not based on our offering particular investment advice, such as buying particular holdings for our clients. Any "soft dollars" received by the firm will fall under the Securities Exchange Act's "safe harbor" in their receipt.

### Aggregating and Allocating Trades

Marc Vorchheimer and/or INTEGRATED FINANCIAL CONSULTING, LLC does not aggregate clients trades even though there may be additional costs to the client as a result.

---

## **Item 13 Review of Accounts**

Marc Vorchheimer reviews client holdings as needed to address client needs. Reviews are triggered by changes in client circumstances made known to the firm, by client request, or by pre-arrangement with client to review on a predetermined basis, such as annually. As part of financial planning services, annual, semi-annual, or quarterly analysis of net worth may take place, per individual client arrangements and expectations agreed between the firm and client, to assess diversification and review investments.

Periodic reviews are communicated to provide reminders of the specific courses of action that need to be taken. More frequent reviews may occur but are not necessarily communicated to the client unless immediate changes are recommended.

### Regular Reports

Investment management clients receive, no less than quarterly, written statements from the account's custodian. These statements include a list of holdings and account values, and may also include cost basis information.

---

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

### Incoming Referrals

The firm does not compensate referring parties for referrals. The firm pays membership fees to professional organizations such as the National Association of Personal Financial Advisors and the Alliance of Comprehensive Planners. These organizations include the firm on their list of members who receive referrals, and their websites may

include a link to the firm's website. The firm may pay extra fees for these links. The firm may receive notice from these organizations of consumers who have requested information on financial advisors. The firm never pays any compensation per referral or per client, and membership fees are irrespective of referrals to the firm.

#### Referrals Out

INTEGRATED FINANCIAL CONSULTING does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

---

#### **Item 15 Custody**

All securities will be held at an independent qualified custodian. If INTEGRATED FINANCIAL CONSULTING debits its fee directly from a custodial account, the firm utilizes safeguards to prevent the firm from being considered as having custody and subject to the additional accounting requirements of an advisor with custody.

The Client will first provide written authorization allowing for the direct debiting of the firm's fee from their account. Clients will receive, at least quarterly, statements from the qualified custodian that holds and maintains client's investment assets. The Custodian's account statement will provide a list of all assets held in the account, asset values, and all transactions affecting the account assets, including any additions or withdrawals.

#### Account Statements

As the firm does not maintain custody of client accounts, clients will receive all trade confirmations and statements directly from the account's custodian/broker-dealer. INTEGRATED FINANCIAL CONSULTING urges Clients to review the information contained in the statements received from the custodian to any reports provided by from INTEGRATED FINANCIAL CONSULTING.

---

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

INTEGRATED FINANCIAL CONSULTING accepts only non-discretionary authority to manage securities accounts on behalf of clients. Meaning, INTEGRATED FINANCIAL CONSULTING will obtain specific client consent as to the securities to be bought or sold, and the amount of the securities to be bought or sold, before executing a transaction in a client's account.

---

#### **Item 17 Proxy Votes**

INTEGRATED FINANCIAL CONSULTING does not vote proxies on securities. Clients are expected to vote their own proxies.

Clients will have the exclusive responsibility for directing the manner in which proxies are voted as well as making all other elections relative to mergers, acquisitions, tender offers or other events pertaining to their account holdings.

---

**Item 18 Financial Information**

INTEGRATED FINANCIAL CONSULTING does not have any financial impairment that will preclude the firm from meeting contractual commitments to clients.

A balance sheet is not required to be provided because INTEGRATED FINANCIAL CONSULTING does not serve as a custodian for client funds or securities, and does not require prepayment of fees of more than \$1,200 per client and six months or more in advance.