

Item 1 - Cover Page

Kevin M. Young Financial, Inc. dba



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This Firm Brochure (“Brochure”) provides information about the qualifications and business practices of Kevin M. Young Financial, Inc., dba Young Wealth Management. If you have any questions about the contents of this Brochure, please contact us at the phone or email listed above. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority.

Please note that the use of the term “registered investment advisor” and description of our firm and/or our associates as “registered” does not imply a certain level of skill or training. Clients are encouraged to review this Brochure and any Brochure Supplements (“Brochure Supplements”) for more information on the qualifications of our firm and our associates.

Additional information about Young Wealth Management is available on the SEC’s website at www.adviserinfo.sec.gov. The searchable CRD number for Young Wealth Management is 145478.

Item 2 - Material Changes

Summary of Material Changes

This Brochure contains the following material changes from the date of our last annual amendment on January 30, 2024:

- Items 4 and 7 were amended to disclose that we may waive our minimum account balance requirement in certain cases, and Item 5 was amended to disclose our new blended fee schedule for Integrated Management Services and minimum fee of \$5,000 annually/\$1,250 quarterly for household portfolios of \$500,000 or less. See Items 4, 5, and 7 for additional information.

Subsequent Brochure Updates and Additional Information

We will update this Brochure and summarize in this Item 2 the occurrence of any material changes with respect to our business in accordance with applicable law. All current clients will receive a Summary of Material Changes to this Brochure within 120 days of the close of our fiscal year and certain additional updates regarding changes with respect to our firm and our business practices as they may occur, free of charge. A Summary of Material Changes is also included within our Brochure found on the SEC's website at www.adviserinfo.sec.gov. You can obtain additional information about our firm by searching for us on the foregoing website by our firm name or by our unique IARD/CRD number (145478).

Requesting a Copy of our Brochure

Currently, our Brochure may be requested by contacting Kevin M. Young, MBA, EA, CFP®, President and owner, at (530) 231-5152 or kevin@youngwealthmanagement.com.

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Item 4 – Advisory Business

Firm Description

Kevin M. Young Financial, Inc., dba Young Wealth Management (“Young Wealth Management,” “Advisor,” “we,” “our,” and “us”), is a fee-only comprehensive financial planning firm that specializes in providing financial planning and investment advisory services to individuals, high net worth individuals, families, trusts, estates, and small businesses. Kevin M. Young, MBA, EA, CFP® is the President and owner of Young Wealth Management. The firm was established by Mr. Young in 2007 as a sole proprietorship and later incorporated under the laws of the State of California in 2010. In July 2021 we were granted registration as an investment advisor with the SEC, having previously been registered with the State of California since 2008.

Young Wealth Management attempts to distinguish itself from other investment advisory firms by serving as a trusted guide to its clients (“you,” “your,” and “client”) in identifying their personal financial objectives, finding solutions to their financial problem areas, and designing and simplifying their cash flow planning and investments. In addition, our firm serves as a trusted resource with respect to advice regarding financial risk, asset allocation and portfolio design, retirement planning, education planning, insurance, and estate planning. We also provide tax planning and individual tax preparation services to some of our clients. All services are tailored to each client’s unique objectives.

Young Wealth Management and its personnel do not sell insurance or investment products such as annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or any other commissioned products, and we are not affiliated with any entities that sell such products or services. No commissions in any form are accepted. We do not pay referral or finder’s fees, nor do we accept such fees from other firms. We are compensated solely by the advisory fees paid to us by our clients. We believe this method of compensation best aligns with our fiduciary duty to you.

Our role is to make investment and financial planning recommendations and to execute such recommendations on your behalf. We do not act as a custodian of your assets. Your assets will be held in an account (or accounts) titled in your name at an independent qualified custodian (such as a bank or brokerage firm) that will directly provide you with regular account statements. When we are responsible for executing trades for your account(s), we do this under a limited power of attorney (“LPOA”) executed by you granting Young Wealth Management trading authority over your designated account(s). All trades will be made on a discretionary basis, meaning we are not required to obtain your approval for each specific transaction prior to executing our investment recommendations, including the selection and retention of sub-advisors or other independent third-party money managers to manage all or a portion of your assets. You may impose reasonable restrictions on our management of your account(s), including instructing us not to purchase certain specific securities, industry sectors, and/or asset classes. We will always exercise our discretionary authority in strict accordance with your unique investment objectives, limitations, and suitability. We will notify you if we are ever unable to comply with any of your investment restrictions.

Our recommendations and services may be delivered to you in a variety of forms, including through written financial statements, summaries, or evaluations, personal meetings, telephonic meetings, and/or video conferences.

Other third-party professionals (*e.g.*, lawyers, accountants, insurance agents, etc.) are engaged directly by clients on an as-needed basis. Any conflicts of interest will be disclosed to a client in the unlikely event they should occur.

We typically offer prospective clients a complimentary, no obligation, initial consultation to determine the extent to which financial planning and/or investment management services may be beneficial to the client and to estimate the cost for our services. An advisor-client relationship only commences after the client has signed a written investment advisory agreement with our firm.

Young Wealth Management enters into a written advisory agreement with each client that details the scope of the relationship and responsibilities of both our firm and the client. Advice and services provided under the agreement are always tailored to the stated objectives of the client.

Advisory Services

We offer the following advisory services:

- **Combined Asset Management and Financial Planning Services:** Our primary service offering includes a robust suite of ongoing holistic and comprehensive financial planning and discretionary asset management services. Tax preparation services may also be included at Young Wealth Management's discretion. We typically require a minimum household portfolio size of \$500,000 to engage our firm for these combined services. We may waive this requirement based on individual client circumstances or to honor legacy client relationships. If a client is not able to meet the minimum account balance, they are subject to a minimum fee as set forth in Item 5.
- **Limited Scope Financial Consulting Services:** Where a client does not meet our required \$500,000 assets under management minimum, Young Wealth Management may offer a short term financial consulting project intended to address the 2-3 most pressing financial topics of concern identified through consultation with the client. This service does not include comprehensive financial planning and no written financial plan will be provided to the client. Rather, it is a short-term engagement of limited scope designed to address the financial topics and concerns that are most pressing to the client through in-person, telephonic, e-mail, and/or video-conferencing consultation with the client. In some instances, at Young Wealth Management's discretion, certain written reports may be provided to the client.

A further description of each of our service offerings is as follows:

1. **Combined Asset Management and Financial Planning:** When you engage us for Combined Asset Management and Financial Planning Services, we will consult with you at the inception of our relationship to learn about your investment objectives, tolerance for risk, time horizon for investments, tax situation, future goals, income, expense, and cash flow expectations, and other factors, and document the same in our records. Based on our review of this information, and as further informed by our proprietary analysis and periodic follow up consultations with you, we will provide you with ongoing detailed financial planning and portfolio management services that are uniquely tailored to your financial circumstances, investment objectives, and needs. The investment advice and recommendations provided as part of this process may include, without limitation, recommendations that the client begin or revise certain investment programs; create or revise wills or trusts; obtain or

revise insurance coverage; commence or alter retirement savings; establish education savings or charitable giving programs; and purchase or sell certain specific securities.

We will directly implement our investment advice within the custodial accounts you have placed under our discretionary management. Following our initial implementation of the desired investment portfolio, we will monitor these accounts on an ongoing basis, making changes to the contents of your portfolio as we believe to be in your best interests, in consideration of current economic conditions, our market opinions and assumptions, and your individual financial circumstances and goals.

The financial planning and consulting advice we provide clients as part of this suite of services is intended to assist clients in the management of their overall financial affairs. We will review your financial situation and assets, risk profile, investment time horizon, and investment goals and provide you with certain written financial plans or reports as we may agree in writing. We will review and update these plans and reports as necessary and appropriate throughout our relationship, and at such other times as you may reasonably request.

Our financial recommendations will address assets and accounts designated by the client for our advice that are “held away” from the accounts over which we exercise investment discretion. You will always hold the sole and absolute discretion to accept or reject, in whole or in part, any of our investment recommendations relating to your “held away” assets and accounts and will be responsible for the implementation of any of the same, utilizing the service providers of your choice. Except as specifically otherwise agreed in writing, you will also be responsible for the ongoing monitoring of your “held away” investments throughout the term of our engagement. Implementation services are provided as needed, at the client’s option, although you are never under any obligation to engage our firm to implement any advice with respect to your “held away” assets or accounts.

During the **Initial Year** of these services, there are typically 2-4 meetings with the client covering client-relevant financial planning and investment management topics. More than one topic may be covered in one meeting. If requested, the number of meetings can be reduced by combining several topics into one longer appointment. Meetings will be held face-to-face, via secure teleconference, and/or by telephone.

Initial Year topics include:

- Investment strategies and selection
- Portfolio / Net Worth Analysis
- Insurance / Risk Management
- Estate Planning
- Retirement Planning

Additional topics may include:

- Asset allocation strategies
- Budgeting and cash flow
- Education planning
- Employee benefit analysis
- Goal setting
- Inventory of assets
- Real estate (primary or investment)
- Record-keeping
- Small business planning
- Tax planning

- Other financial planning or financial services as requested by the client

Following the initial year of our relationship, there are typically 1-2 meetings annually, depending on the client's needs. Topics may cover the full spectrum, but will usually be grouped into meetings to cover at least:

- Investment strategy review and update
- Portfolio rebalancing
- Portfolio/net worth update
- Retirement projection
- Tax planning
- Other financial planning or financial services as requested by the client

Other Initial Year topics are reviewed with the client periodically, as needed.

At our option, we may also provide you with tax preparation services. All such services are provided by Kevin M. Young, MBA, EA, CFP®, in his individual capacity as an Enrolled Agent ("EA"). Additional fees for tax preparation services may apply. Please see Item 5 of this Brochure for details.

2. **Limited Scope Financial Consulting Services:** In a limited number of cases, we offer short term engagements to clients who do not meet our \$500,000 assets under management minimum and are looking for a more limited scope of engagement. Short term projects do not provide comprehensive financial planning. Rather, these limited services focus on 2-3 of the following areas: investment strategies and investment selection, net worth analysis, retirement planning, estate planning, education planning, budgeting and cash flow, employee benefit analysis, goal setting, or other financial planning topic requested by client. Project engagements include an initial meeting designed to allow our firm to obtain an understanding of the client's financial concerns and goals and a follow up meeting during which we share our recommendations to assist you in achieving your objectives ("Recommendation Consultation"). The scope of these project-based engagement includes analysis and recommendations, but not implementation or monitoring. The client makes all final investment decisions. The engagement is deemed to be concluded, and no updates or reviews of our financial consulting advice are provided following the conclusion of our Recommendation Consultation with the client.

Wrap Fee Programs

We do not currently sponsor, serve as a portfolio manager to, or recommend any wrap fee programs to our clients.

Types of Investments and Investment Strategies Recommended

While we do not recommend one particular type of investment over any others, typical investments on which clients seek and obtain our advice include mutual funds, exchange-traded funds ("ETFs"), individual stocks and bonds (corporate, agency, and municipal), U.S. government securities, cash, and cash equivalents (such as money market funds and certificates of deposit). We may advise on other types of instruments at the request of the client or where otherwise appropriate and in the client's best interests. The investment strategies we recommend for client accounts are discussed in Item 8 of this Brochure.

Assets Under Management

As of January 24, 2024, we managed approximately \$116,599,737 of client assets on a discretionary basis and \$0 on a non-discretionary basis.

Item 5 – Fees and Compensation

Fees and Fee Billing

The fees to be charged by Young Wealth Management are established in a written advisory agreement executed by the client prior to the commencement of services. A description of the fees we charge clients for our services is as follows:

- 1. Integrated Management Services:** Our standard advisory fee for Integrated Management Services (IMS) (combined asset management and financial planning services) is based on the market value of the assets under management and is calculated as follows:

<u>From</u>	<u>To</u>	<u>Quarterly</u>	<u>Annual</u>	<u>Details</u>
<	\$500,000	\$1,250	\$5,000	Minimum \$5,000 annual fee
\$500,001	\$750,000	0.250%	1.0%	Clients are charged 1.00% on the first \$750,000
\$750,001	\$2,000,000	0.213%	0.85%	Clients are charged .85% on assets of \$750,001-\$2,000,000
\$2,000,001	\$4,000,000	0.175%	0.70%	Clients are charged .70% on assets of \$2,000,001-\$4,000,000
>	\$4,000,000	0.125%	0.50%	Clients are charged .50% on assets over \$4,000,000

Annual fees are pro-rated, paid quarterly in arrears, and may be negotiable at the firm's discretion. The advisory fee is a tiered fee and is calculated by assessing the percentage rates using the predefined levels of assets as shown in the above chart and applying the fee to the account value based on assets value on the last day of the previous quarter and includes cash balances). *For example*, a client account valued at \$2,000,001 will be subject to a fee equal to 1.0% on the first \$750,000, and a fee equal to 0.85% on the balance of the account. Advisor shall be entitled to rely upon the Custodian's calculation of the average daily balance of the Account for purposes of calculating all advisory fees due hereunder.

No increase in the annual fee shall be effective without agreement from the Client by signing a new agreement or amendment to their current advisory agreement.

Quarterly payments will be billed at the beginning of each calendar quarter (January, April, July and October) based upon the market value of your assets under management on the last day of the previous quarter.

Separate accounts owned by an individual, married couple or entity are generally combined for purposes of applying the above fee schedule.

Separate and in addition to our Asset-based Fees, you will also pay a one-time non-refundable initial planning fee which covers the costs of our first post-engagement consultation, document collection, review and analysis services, and the costs of initial investment research and planning necessary to manage the client's investment portfolio on an ongoing basis. The specific amount of this one-time flat fee will be set forth in our written advisory agreement with the client.

In the event we agree to provide you with tax preparation services, such add-on services shall be subject to an additional fixed fee which will be individually negotiated with the client and set forth in the written investment advisory agreement you will enter with our firm.

2. **Limited Scope Financial Consulting Services:** For clients who are below our required \$500,000 minimum of assets under management, Young Wealth Management will propose a fixed fee based on the amount of time projected to be spent on each of the financial planning topics selected by the client. The minimum project cost is \$3,000. The specific amount of the fixed project fee and related payment terms will be set forth in the written advisory agreement entered with the client at the inception of the relationship.

Direct Fee Deduction and Traditional Invoicing Procedures

Unless otherwise agreed, Young Wealth Management's advisory fees shall be directly deducted from your account held at the independent custodian upon your written approval of such arrangement and our periodic submission to the custodian of a written request for payment reflecting the amount of advisory fees to be charged to your account. Your authorization for direct fee deduction is set forth in our written advisory agreement and/or the account opening documents with the custodian. We will liquidate money market shares or use cash balances from your account to pay our advisory fees, however, if money market shares or cash value are not available other investments may be liquidated. Please note that unexpected or premature liquidation of investments to pay our advisory fees may impair the performance of your account.

Where we have instead agreed to bill you by means of traditional invoicing, we will send you a written invoice by mail or e-mail and our fees are due and payable upon presentation. We accept payment of traditionally invoiced fees by check, money order, wire transfer/ACH, or other payment method approved by Young Wealth Management.

Irrespective of our billing arrangement, the custodian of your assets will send an account statement to you monthly, identifying the amount of funds and each security in your account at the end of the period and setting forth all transactions in the account during the period, including the amount of advisory fees (if any) paid directly to Young Wealth Management from your account. The custodian is not responsible to verify our fee calculations. Therefore, we encourage you to review the custodian's account statements carefully upon receipt. If you believe we have miscalculated our advisory fees or if there is any other issue with your account, you should contact us immediately at the e-mail address or phone number listed on the cover page of this Brochure.

Additional Fees and Expenses

In addition to our advisory fees, clients may incur certain other fees, charges, and/or taxes in connection with our services. Such additional charges and fees may be imposed by custodians, brokers, and other third parties, and may include brokerage commissions, custodial fees, deferred sales charges, odd-lot differentials, asset

management fees, transfer taxes, wire transfer and electronic fund fees, and other similar charges and fees. Mutual funds and ETFs will also separately charge internal management fees to the client. The nature and amount of these fees are disclosed in each fund's prospectus. Such charges, fees, commissions, and taxes are exclusive of, and in addition to, our advisory fees. We do not receive any portion of these additional fees, charges, taxes, and costs.

Commissions and other fees charged by the discount broker we use, Schwab, are to buy/sell an ETF or stock. Some mutual funds or ETFs have no transaction fees. Mutual funds may also charge short-term redemption fees in order to minimize active trading.

All mutual funds have annual operating expenses called expense ratios. These expenses are used to pay the manager of the fund, their team, along with other administrative expenses. We strive to avoid using those funds that have high expense ratios. We also do not recommend mutual funds that have sales charges. Instead, we typically recommend clients utilize no-load mutual funds.

Termination of Our Services

Clients may terminate an engagement with our firm by providing written notice of the same to us within five (5) days of entering an advisory agreement. Thereafter, either party may terminate the advisory relationship at any time, upon thirty (30) days' advance written notice to the non-terminating party. Any prepaid but unearned fees at termination will be promptly refunded to the client. Any fees that have been earned but not yet paid by the client will be due and payable to us immediately upon termination. Whether fees have been earned or unearned will be determined at our sole discretion.

Fee Only Advisory Firm

As described in Item 4, Young Wealth Management is a fee-only financial advisory firm and does not sell investment or insurance products. No commissions in any form are accepted. We do not pay referral or finder's fees, nor do we accept such fees from other firms. We are compensated solely by the investment advisory fees paid by our clients. We will only recommend securities and insurance products to you when we believe them to be in your best interests in accordance with our fiduciary duty to you.

Disclosure Regarding Rollovers

As a firm policy, Young Wealth Management does not provide recommendations to clients with respect to the rollover of assets between employer sponsored retirements accounts (*e.g.*, 401(k), 457 plans, and 403(b) accounts) and individual retirement accounts (*e.g.*, Roth IRAs, Traditional IRAs, SIMPLE IRAs, and SEP IRAs). Instead, Young Wealth Management takes an educational approach in accordance with the U.S. Department of Labor's Interpretive Bulletin 96-1. Under this approach, our role will be strictly limited to providing you with educational materials regarding the general pros and cons of rollover transactions. We will make no recommendation to you regarding the prospective rollover of your assets and we advise clients to speak with their trusted tax and legal advisors with respect to all rollover decisions. To assist your independent decision-making process, we may provide you with materials discussing some or all of the following topics: the general pros and cons of rollover transactions; the benefits of retirement plan participation; the impact of pre-retirement withdrawals on retirement income; the investment options available inside your retirement plan account; and high level discussion of general investment concepts (*e.g.*, risk versus return, the benefits of diversification and asset allocation, historical returns of certain asset classes, etc.). We may also provide you

with questionnaires and/or interactive investment materials that may provide a means for you to independently determine your future retirement income needs and to assess the impact of different asset allocations on your retirement income. You will make the final rollover decision.

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

We do not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client) or engage in side-by-side management of client accounts.

Item 7 – Types of Clients

We provide comprehensive financial planning and investment advisory services primarily to individuals, high net worth individuals, families, trusts, estates and small businesses. We require a minimum account balance of \$500,000 to open and maintain a Combined Asset Management and Financial Planning Services relationship. We may waive this requirement based on individual client circumstances or to honor legacy client relationships. If a client is not able to meet the minimum account balance, they are subject to a minimum fee or we may offer them the opportunity to engage Young Wealth Management for Limited Scope Financial Consulting Services as described above in Item 4.

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

Methods of Analysis

The main sources of information we rely upon when researching and analyzing securities will include traditional research materials such as financial newspapers and magazines, annual reports, prospectuses, and filings with the SEC, as well as research materials prepared by others, company press releases and corporate rating services. We also subscribe to various professional publications deemed to be consistent with and supportive of our investment philosophy.

Moreover, our approach to investment portfolio analysis and implementation is based on internal factors such as your tax situation, overall risk tolerance, current financial situation, and your personal goals and aspirations. After analyzing these parameters, your portfolio will be structured around your individual needs, while minimizing negative effects of external factors, such as interest rates, market performance, and the economy as a whole.

Investment Strategies

In general, we recommend no-load mutual funds (*i.e.*, mutual funds that have no sales fees), ETFs, U.S. government securities, money market accounts, certificates of deposit, and individual stocks and bonds (corporate, agency, and municipal). However, in the course of providing investment advice, we may address issues related to other types of assets that you may already own. Any other products that may be deemed appropriate for you, based upon your goals, needs and objectives, may also be discussed.

We primarily take a long term “buy and hold” approach to investing client assets. In this type of investment strategy, we suggest the purchase of securities with the idea of holding them in a portfolio for a year or longer. Typically, we employ this strategy when (1) we believe the securities to be currently undervalued, and/or (2)

we want the portfolio to have exposure to a particular asset class over time, regardless of the current projection for this class.

A risk in a long-term purchase strategy is that by holding the security for this length of time, we may not take advantage of short-term gains that could be profitable to a client. Moreover, if our predictions are incorrect, a security may decline sharply in value before we make the recommendation to sell.

Summary of Investment Risks

We use our best judgment and good faith efforts in rendering investment advice to our clients, acting in a fiduciary capacity. We cannot warrant or guarantee any particular level of account performance, or that any recommended investment(s) will be profitable over time. Not every investment recommendation we make will be profitable. **Investing in securities involves risk of loss that clients should be prepared to bear.** You assume all market risk involved in the investment of your assets. Investments are subject to various market, currency, economic, political, and business risks.

While all investing involves risks, and losses can and will occur, we generally recommend a broad and diversified allocation of your assets across mutual funds and other securities intended to reduce the specific risks associated with a concentrated or undiversified portfolio. Nonetheless, you should consider the following high-level summary of investment risks. This list is not intended to be an exhaustive description of all risks you may encounter in engaging our firm for advisory services. We encourage you to inquire with us frequently about the risks related to any investments held in your account.

- **Risk of Loss:** Securities investments are not guaranteed, and you may lose money on your investments. As with any investment manager that invests in common stocks and other equity securities, our investment recommendations are subject to market risk—the possibility that securities prices will decline over short or extended periods of time. As a result, the value of your account(s) will fluctuate with the market, and you could lose money over short or long periods of time. You should recognize whenever you determine to invest in the securities markets your entire investment is at risk. Clients should not invest money if they are unable to bear the risk of total loss of their investments.
- **Economic Risk:** The prevailing economic environment is important to the health of all businesses. Some companies, however, are more sensitive to changes in the domestic or global economy than others. These types of companies are often referred to as cyclical businesses. Countries in which a large portion of businesses are in cyclical industries are thus also very economically sensitive and carry a higher amount of economic risk. If an investment is issued by a party located in a country that experiences wide swings from an economic standpoint or in situations where certain elements of an investment instrument are hinged on dealings in such countries, the investment instrument will generally be subject to a higher level of economic risk.
- **Financial Risk:** Financial risk is represented by internal disruptions within an investment or the issuer of an investment that can lead to unfavorable performance of the investment. Examples of financial risk can be found in cases like Enron or many of the “dot com” companies that were caught up in a period of extraordinary market valuations that were not based on solid financial footings of the underlying companies.

- **Market Risk:** The value of your portfolio may decrease if the value of an individual company or multiple companies in the portfolio decreases or if our belief about a company's intrinsic worth is incorrect. Further, regardless of how well individual companies perform, the value of your portfolio could also decrease if there are deteriorating economic or market conditions. It is important to understand that the value of your investment may fall, sometimes sharply, in response to changes in the market, and you could lose money. Investment risks include price risk as may be observed by a drop in a security's price due to company specific events (*e.g.*, earnings disappointment or downgrade in the rating of a bond) or general market risk (*e.g.*, a "bear" market when stock values fall in general). For fixed-income securities, a period of rising interest rates could erode the value of a bond since bond values generally fall as bond yields go up. Past performance is not a guarantee of future returns.
- **Securities Transactions at the Direction of Clients:** Irrespective of any trading authority you may grant to us, you maintain the concurrent ability to direct transactions within your account held at the custodian. We are not responsible for the consequences of your self-directed investment decisions or the costs and fees they generate within your account.
- **Risks Related to Our Analysis Methods:** Our analysis of securities relies in part on the assumption that the issuers whose securities we recommend for purchase and sale, the rating agencies that review these securities, and other publicly-available sources of information about these securities, are providing accurate and unbiased data. While we are alert to indications that data may be incorrect, there is always a risk that our analysis may be compromised by inaccurate or misleading information.
- **Interim Changes in Client Circumstances:** The particular investments recommended by our firm are based solely upon the investment objectives and financial circumstances disclosed to us by the client. While we strive to meet with clients at regular intervals (at least annually, unless otherwise agreed, either in person, telephonically, or by electronic means) to discuss any changes in the client's financial circumstances. The lack of constant and continuous communication presents a risk insofar as your liquidity, net worth, risk tolerance and/or investment goals could change abruptly, with no advance notice to our firm, resulting in a misaligned investment portfolio and the potential for losses or other negative financial consequences.
- **Environmental Social Governance ("ESG") Investing:** If clients require a portfolio to be invested according to ESG sustainability principles, returns on investments of this type may be limited and because of this limitation, the client may not be well diversified among asset classes. The universe of potential investments available for implementation in the client's portfolio will be more limited than it would be without the requirement of screening for ESG sustainability principles. Therefore, there could be a more pronounced positive or negative impact on a ESG-focused portfolios and/or ESG-focused portfolio may experience higher or lower performance due to the limited number of public companies that meet ESG sustainability investment parameters required by the client.

It is your continuing responsibility to give us complete information and to notify us of any changes in your financial circumstances during our advisory relationship. We encourage you to contact us regularly and promptly to discuss any such changes.

Item 9 – Disciplinary Information

We are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of Young Wealth Management or the integrity of Young Wealth Management’s management personnel. We have no information to disclose applicable to this Item.

Item 10 – Other Financial Industry Activities and Affiliations

Young Wealth Management serves its clients solely in the capacity of a registered investment advisor. The firm and its associated persons are not and do not intend to become registered as a securities broker-dealer, futures commission merchant, commodity pool operator or commodity trading advisor, or associated persons of any of the foregoing. Further, we are not affiliated with any investment company, other investment advisors or financial planning firms, banking or thrift institutions, accounting firms, law firms, insurance companies or agencies, pension consultants, real estate brokers or dealers, or any issuers of securities.

Young Wealth Management’s principal, Kevin M. Young, MBA, EA, CFP®, 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.

Mr. Young is also a member of the Financial Planning Association (FPA).

In his professional capacity as an Enrolled Agent (“EA”), Mr. Young provides tax planning and tax preparation services to certain clients of Young Wealth Management. EAs are licensed by the federal government to represent taxpayers before the Internal Revenue Service and assist with tax planning and the preparation of tax returns. Clients are never obligated to engage Mr. Young for these additional services.

We do not receive any additional compensation, either directly or indirectly, in connection with referrals of our clients to any other investment advisors, attorneys, tax advisors, accountants, insurance agents or other third-parties.

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

Young Wealth Management seeks to avoid material conflicts of interest. Accordingly, nobody associated with us receives any third party direct monetary compensation (*i.e.*, commissions, 12b-1 fees, or other fees) from brokerage firms (custodians) or mutual fund companies.

Although we believe that our business methodologies, code of ethics, and adopted policies are appropriate to eliminate, or at least minimize, potential material conflicts of interest (and to appropriately manage any material conflicts of interest that may remain), clients should be aware that no set of rules can possibly anticipate or relieve all potential material conflicts of interest. In any event, we will disclose to clients any material conflict of interest relating to Young Wealth Management, its representatives, or any of its employees which could reasonably be expected to impair the rendering of unbiased and objective advice.

Code of Ethics

Young Wealth Management has adopted a Code of Ethics (“Code”) for all supervised persons of the firm describing its high standard of business conduct and *fiduciary duty* to its clients. A copy of our Code will be

made available to you, free of charge, by contacting us at the phone number or e-mail address listed on the cover page of this Brochure. The Code includes provisions relating to the confidentiality of client information, a prohibition on insider trading, a prohibition of rumor mongering, restrictions on the acceptance of significant gifts and the reporting of certain gifts and business entertainment items, and personal securities trading procedures, among other things. All supervised persons of Young Wealth Management must acknowledge the terms of the Code annually, or as amended.

Additionally, we follow the standards set by the Certified Financial Planning Board, and the Fiduciary Oath promulgated by the NAPFA.

Participation or Interest in Client Transactions and Personal Trading

Young Wealth Management does not currently recommend to clients any securities in which it has a material financial interest.

Young Wealth Management and individuals associated with Young Wealth Management may buy and sell some of the same securities for their own account(s) that we buy and sell for our clients. When appropriate, we will purchase or sell securities for clients before purchasing or selling the same securities for our own account(s). In some cases, our firm and our personnel may buy or sell securities for their own account(s) for reasons not related to the strategies adopted by Young Wealth Management's clients. The Code of Ethics is designed to assure that the personal securities transactions will not interfere with making decisions in the best interests of clients, while at the same time, allowing employees to invest for their own accounts.

Certain classes of securities, such as open-ended mutual funds, are designated as exempt transactions, meaning employees may trade these without prior permission because such trades would not materially interfere with the best interests of our clients. Nonetheless, because the Code permits employees to invest in the same securities as clients, there is a possibility that employees might somehow benefit from the market activity of a client. Accordingly, when applicable, employee trading is monitored under the Code to reasonably prevent conflicts of interest between Young Wealth Management and our clients.

We will disclose to advisory clients any material conflict of interest relating to our firm, its representatives, or any of its employees which could reasonably be expected to impair the rendering of unbiased and objective advice. We will notify clients in advance with respect to the potential conflict of interest that arises when recommending securities to clients in which Young Wealth Management and/or its personnel hold a material position.

Item 12 – Brokerage Practices

Selecting Brokerage Firms and Directed Brokerage

We do not have any affiliation with product sales firms. Specific custodian recommendations are made to clients based on their need for such services. We recommend custodians based on the proven integrity and financial responsibility of the firm and the best execution of orders at reasonable commission rates.

Although clients may request us to execute transactions for their account through any broker-dealer of their choosing, we generally recommend that clients engage the custodial and brokerage services of Charles Schwab & Co., Inc. ("Schwab") an independent SEC-registered broker-dealer and Member FINRA/SIPC. We are not

affiliated with Schwab and Schwab does monitor or control the activities of our firm or its personnel. We do not have the discretion to determine the broker to be used for the execution of client transactions or the commission rates at which such transactions are to be effected for the client. The client has the sole discretion to select the custodian to be used for custody and execution of transactions for the client's account. The client engages the custodian by executing the appropriate account opening documentation and authorizes our firm to direct the execution of transactions for their account through the services of the selected custodian.

If the client selects a broker-dealer other than Schwab for the execution of transactions (*i.e.*, client-directed brokerage), you are advised that we may be unable to seek best execution of your transactions and your commission costs may be higher than those of Schwab. For example, in a directed brokerage account, you may pay higher brokerage commissions and/or receive less favorable prices on the underlying securities purchased or sold for your account because we may not be able to aggregate your order with the orders of other clients. In addition, where you direct brokerage, we will typically place orders for your transactions after we place transactions for clients using Schwab. We reserve the right to reject your request to use a particular broker-dealer if such selection would frustrate our management of your account, or for any other reason.

While our firm DOES NOT receive fees, commissions, or client referrals from Schwab (or any other broker-dealer or custodian) as result of our recommendation of their services to clients, Young Wealth Management does participate in Schwab's "institutional" program for independent registered investment advisor firms. Under this program, Schwab offers independent investment advisors like us services which include custody of securities, trade execution, clearance, and settlement of transactions. Young Wealth Management receives some benefits from Schwab through its participation in this program. Our receipt of these benefits creates conflicts of interest that are described below in Item 14. Please see Item 14 for further details.

Best Execution

In recommending broker-dealers to clients, we have an obligation to seek the "best execution" of transactions in your account. This duty requires that we seek to execute securities transactions for clients such that the total costs or proceeds in each transaction are the most favorable under the circumstances. The determinative factor in the analysis of best execution is not the lowest possible commission cost, but whether the transaction represents the best qualitative execution, taking into consideration the full range of the recommended broker-dealer's services. The factors we consider when evaluating a broker-dealer for best execution include, without limitation, the broker-dealer's:

- execution capability;
- commission rates;
- financial responsibility;
- responsiveness and customer service;
- custodian capabilities;
- research services/ancillary brokerage services provided; and
- any other factors that we consider relevant.

Therefore, we will seek competitive commission rates, but we may not obtain the lowest possible commission rates for specific account transactions. With this in consideration, our firm will continue to recommend that clients engage the custodial and trade execution services of Schwab until their services do not result, in our

opinion, in best execution of client transactions. We may recommend other custodians and broker-dealers to clients in the future.

Order Aggregation

We may aggregate client orders, so long as it is done for purposes of achieving best execution, and so long as no client is systematically advantaged or disadvantaged. Before aggregating client orders, we document the participating accounts and the allocation instructions. We submit allocation instructions to the broker-dealer before the market closes on the day of the order. We allocate aggregated orders to client accounts at the average price obtained. We allocate partially filled orders pro-rata based on the size of the order placed by each account. If we judge that we cannot or should not allocate a partially filled order pro-rata (*e.g.*, if the quantity of securities obtained is too small or would not have a material impact if distributed among each account), then we apply the following procedures:

- We allocate the order to client accounts only (*i.e.*, no employees that participated in the order may receive any allocation); and
- We document our allocation decision.

Item 13 - Review of Accounts

Young Wealth Management is responsible for reviewing accounts and providing recommendations as follows:

Clients of our Combined Asset Management and Financial Planning Services typically receive account reviews annually in conjunction with the relevant client meeting, or as needed, upon client request. Reviews are typically performed by Kevin M. Young, MBA, EA, CFP®. Typically, these clients receive financial planning recommendations soon after the conclusion of each client meeting.

Unless specifically agreed in writing, we do not provide any account reviews or updates to clients who engage us for Limited Scope Financial Consulting Services. Additional fees will apply.

For clients that maintain any brokerage account(s), their custodian will independently provide an account statement at least quarterly, reflecting all assets held in the account, asset values, and all transactions affecting the account assets, including any additions or withdrawals. We may provide you with certain additional written reports upon your reasonable request. The reports we provide may contain relevant account and/or market-related information such as an inventory of account holdings and account performance, as examples.

Item 14 - Client Referrals and Other Compensation

Young Wealth Management is a fee-only advisory firm and does not sell insurance or investment products, nor does it accept commissions as a result of any product recommendations. We do not pay referral or finder's fees, nor do we accept such fees from other firms.

Receipt of Benefits from Schwab. Schwab Advisor Services™ is Schwab's business serving independent investment advisory firms like ours. They provide our firm and clients with access to Schwab's institutional brokerage – trading, custody, reporting, and related services – many of which are not typically available to Schwab retail customers. Schwab also makes available various support services. Some of those services help

manage or administer our client accounts while others help manage and grow our business. Schwab's support services are generally available on an unsolicited basis (our firm does not have to request them) and at no charge as long as our firm keeps a specific amount of client assets in accounts at Schwab. If our firm has less than this amount of client assets at Schwab, our firm may be charged quarterly service fees.

Here is a more detailed description of Schwab's support services:

Schwab's institutional brokerage services include access to a broad range of investment products, execution of securities transactions, and custody of client assets. The investment products available through Schwab include some to which our firm might not otherwise have access or that would require a significantly higher minimum initial investment by firm clients. Schwab's services described in this paragraph generally benefit clients and their accounts.

Schwab also makes available other products and services that benefit our firm but may not directly benefit clients or their accounts. These products and services assist in managing and administering our client accounts. They include investment research, both Schwab's and that of third parties. This research may be used to service all or some substantial number of client accounts, including accounts not maintained at Schwab. In addition to investment research, Schwab also makes available software and other technology that:

- provides access to client account data (such as duplicate trade confirmations and account statements);
- facilitates trade execution and allocate aggregated trade orders for multiple client accounts;
- provides pricing and other market data;
- facilitates payment of our fees from our clients' accounts; and
- assists with back-office functions, recordkeeping, and client reporting.

Schwab also offers other services intended to help manage and further develop our business enterprise. These services include:

- educational conferences and events;
- technology, compliance, legal, and business consulting;
- publications and conferences on practice management and business succession; and
- access to employee benefits providers, human capital consultants and insurance providers.

Schwab may provide some of these services itself. In other cases, Schwab will arrange for third-party vendors to provide the services to our firm. Schwab may also discount or waive fees for some of these services or pay all or a part of a third-party's fees. Schwab may also provide our firm with other benefits, such as occasional business entertainment for our personnel. If you did not maintain your account with Schwab, we would be required to pay for these services from our own resources.

As part of its fiduciary duties to clients, our firm endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by our firm and/or our related persons in and of itself creates a potential conflict of interest and may indirectly influence Young Wealth Management's choice to recommend Schwab to clients for custody and brokerage services.

Item 15 - Custody

With the exception of our ability to directly debit fees as outlined in Item 5, we do not hold, directly or indirectly, client funds or securities, or have any authority to obtain possession of them. All client assets are held at an independent qualified custodian (typically Schwab). The custodian(s) selected by the client will provide account statements directly to the client at their address of record at least quarterly. In some cases, the client can request that the custodian provide statements electronically by e-mail, instead of regular mail. We urge all clients to carefully review such statements and compare such official custodial records to any statements that we may provide to you. We may also provide clients with periodic reports on client's account. These reports may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

We shall have no liability to you for any loss or other harm to any property in your account held by any custodian, including any harm to any property in the account resulting from the insolvency of any custodian or any acts of the agents or employees of any custodian, whether or not the full amount of such loss is covered by the SIPC or any other insurance which may be carried by such custodian. Clients understand that the SIPC provides only limited protection for the loss of property held by a custodian.

Item 16 - Investment Discretion

Clients are generally required to grant our firm ongoing and continuous discretionary authority to execute our investment recommendations within their account(s) held at the custodian. In a discretionary arrangement, you authorize us to purchase and sell securities and instruments in your account(s), arrange for delivery and payment in connection with the foregoing, and act on your behalf in all matters necessary or incidental to the handling of the account, including monitoring of your assets, without requiring your prior approval of each specific transaction. Except for direct deductions of its advisory fees or where you explicitly authorize otherwise, Young Wealth Management will not be permitted to initiate transfers of funds in or out of client accounts. Our discretionary management of your account will be conducted in strict accordance with your investment objectives and suitability.

Item 17 – Voting Client Securities

We do not accept authority to and do not vote proxies on behalf of clients. We also do not administer or advise clients with respect to any legal proceedings which may invoke the issuers of client portfolio securities. Clients retain the responsibility for receiving and voting proxies and determining how to address any such legal proceedings. At the request of a client, we may provide advice to clients regarding the manner in which we believe the client should vote a proxy. The client makes the final decision and is ultimately responsible to vote the proxy.

Item 18 – Financial Information

As an investment advisor firm that maintains discretionary authority for client accounts, we are required to disclose any financial condition that is reasonably likely to impair our ability to meet our contractual obligations. We have no such financial circumstances to report.

KEVIN M. YOUNG FINANCIAL, INC.
DBA YOUNG WEALTH MANAGEMENT
Form ADV Part 2A – Firm Brochure

We do not require or solicit payment of fees in excess of \$1,200 per client six months or more in advance of services being rendered. Therefore, we are not required to include a financial statement.

Neither Young Wealth Management, nor its principal, have been the subject of a bankruptcy petition at any time.