

Part 2A of Form ADV
March 12, 2019

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This brochure provides information about the qualifications and business practices of Financial Resources Management, Inc. If you have any questions about the contents of this brochure please contact us at 631-543-8612 or via email at HowardWiseman@MSN.COM. The information in this brochure has not been verified or approved by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about Financial Resources Management, Inc. is also available on the SEC's website at www.adviserinfo.sec.gov.

Item 2 - Material Changes: This brochure, dated March 12, 2019 does contain material changes from the prior brochure dated March 21, 2018. The material change is that we have increased the firm's asset management services fee, from a maximum fee of \$15,000 to a maximum of \$20,000, as outlined in Item 5.

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Item 4 - Advisory Business

Financial Resources Management, Inc. (FRM, the Firm) is an SEC Registered Investment Advisor (RIA). Registration does not imply a certain level of skill or training.

FRM was incorporated in New York State on June 26, 2002, as the successor to the sole proprietorship practice of Howard Wiseman, CFP™. Howard Wiseman is the sole shareholder and only employee of FRM, Inc. The firm does not have any subsidiary or intermediate companies.

The Certified Financial Planners Board of Standards requires that CFP™ professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services putting the best interests of their clients ahead of their own.

FRM provides comprehensive financial planning advisory and asset management services.

Financial planning advisory services include data gathering and analyses, formulation of financial plans with specific recommendations and implementation advice, as well as long term follow-up, reporting and monitoring. Specific areas of advice in the financial plan include investment and retirement planning, cash flow management, capital needs assessment, education planning, and estate planning. Each client is responsible for implementation of the Firm recommendations in their own accounts.

FRM also offers asset management services, wherein the firm is appointed Investor Advisor with non-discretionary trading authority in the client's account. These services include quarterly portfolio analyses and the development of an annual financial plan as outlined above. FRM is responsible for implementation in the clients account. As of December 31, 2018, FRM managed assets totaling \$ 48,930,988 million on behalf of 45 client accounts.

In addition, FRM serves as an advisor and consultant to businesses in the areas of financial management, operations, business development, business acquisition and integration, and practice management.

All services provided by FRM are tailored to the individual client's needs, with respect to achieving their financial goals and asset level. The client may impose restrictions on investing in certain securities.

Item 5 - Fees and Compensation

FRM's compensation is derived solely from fees paid by its clients. FRM does not receive any compensation from commissions for selling financial products nor referral fees. All fees charged by the firm are negotiable.

In the majority of advisory services cases, the firm charges a fixed annual fee based on the complexity of the individual client situation. The fee is agreed to in advance and billed on a quarterly, semiannual, or annual basis as appropriate, and approved by the client. Payment is due within ten (10) business days of receipt of Invoice.

In certain instances the firm charges hourly fees for advisory services that range from \$125 to \$175 based on the complexity of the situation. The hourly fees are due within ten (10) business days of receipt of Invoice, given to client after completion and presentation of the services.

For asset management services the firm charges a flat fee that ranges from \$3,200 to \$20,000 per year depending on the complexity of the individual client situation. The flat fee is agreed upon in writing in advance, and billed by FRM, Inc. each quarter with payment due within ten (10) business days of receipt of Invoice, or for those clients who so choose, the fee is directly debited quarterly by Schwab. Clients who do not want to be billed on a flat fee basis can choose instead to be billed based upon a percentage of assets under management. The fee structure is based on an annual fee of 0.50% of assets under management up to a maximum fee of \$20,000 per year. This fee is billed quarterly in arrears, and for clients who so choose, the fee is debited directly from their account by Schwab. Clients who do not want direct debit will be billed directly by FRM, Inc.

FRM does not sell products or provide custodial services. The client purchases all products and obtains services from providers and / or custodians who may charge commissions, fees and other forms of compensation for the service or product they provide. The Client may select any provider of services or products it wishes.

Advisory or asset management services are provided according to a Service Agreement initiated at the start of an engagement, and subject to annual updates. The firm or its clients may terminate the Agreement with 30 days notice for any reason and any unbilled fees will be invoiced to the client on a pro-rata basis.

Business clients are billed on an hourly basis for work performed for the client.

Item 6 - Performance-Based Fees and Side-by-Side Management

FRM does not charge any performance based fee wherein the fees are based on the capital appreciation or gain on the assets of clients. FRM does not impose wrap fee charges.

Item 7 - Types of Clients

Financial planning advisory and asset management services are provided to individuals, families, and trusts. Business management services are provided to sole proprietorships, partnerships or non public corporations.

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

FRM's advisory and management recommendations are based on providing diversification through strategic asset allocation over a broad range of investment classes. All investments recommended by FRM are from publically available sources; the Firm refrains from offering private investments. The Firm's investment recommendations generally result in the use of equity and fixed income mutual funds or exchange traded funds, individual investment grade municipal bonds and preferred stock, certificates of deposit and money market mutual funds. Investment recommendations made by FRM involve securities that are subject to risk including possible loss of principal.

FRM obtains information from a wide variety of publically available sources. FRM has no sources, and does not claim to have any sources of insider or private information. The recommendations are based on the professional judgment of the Firm's employee, Howard Wiseman. The Firm does not guarantee the results of any of the recommendations. The Client at all times

may elect to unilaterally follow or ignore, completely or in part, any information, recommendations or counsel given by the Firm.

Item 9 - Disciplinary Information

FRM and its principal Howard Wiseman, CFP™ have not been and are not currently subject to any legal or disciplinary action that may be material to a client. This includes criminal or civil action; SEC, NY State, or self regulatory authority administrative proceedings. In addition, Howard Wiseman, CFP™ is not involved in any disciplinary proceedings of the Certified Financial Planner Board of Standards.

Item 10 - Other Financial Industry Activities and Affiliations

FRM and its principal Howard Wiseman, CFP™ do not engage in any other financial industry activities and have no other affiliation with firms that provide such services.

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

The firm maintains a Code of Ethics (COE). All clients or prospective clients are offered a copy of the COE at the start of an engagement. An update of the COE is provided to clients on an annual basis.

The Firm does not offer securities in which Howard Wiseman, CFP™ is a related party.

From time to time Howard Wiseman may buy or sell publically traded mutual funds or ETFs in his own accounts which are also recommended to clients. Trading records are routinely reviewed by the Firm to ensure there is no front running.

Item 12 - Brokerage Practices

The Firm does not provide brokerage services. For advisory services, the Client must implement investment recommendations through any broker-dealer or other financial provider of their choice.

For asset management services, the Firm manages the Client's assets through non discretionary limited authority in the account(s) of the Client's choosing.

In either case, the Firm does not receive any compensation from the broker-dealer or other financial professional with whom the Client may choose to associate.

The Custodians and Brokers We Use:

Financial Resources Management does not maintain custody of your assets (though we may be deemed to have custody of your assets if you give us authority to withdraw assets from your account – please see Item 15 'Custody' below for more information). Your assets must be maintained in an account at a "qualified custodian", generally a broker-dealer or bank. We request that our clients use Charles Schwab & Co., Inc. ("Schwab"), a FINRA registered broker-dealer, member SIPC, as the qualified custodian. We are independently owned and operated and not affiliated with Schwab. Schwab will hold your assets in a brokerage account and buy and sell securities when we or you instruct them to. While we request that you use Schwab as custodian/broker, you will decide whether to do so and open your account with Schwab by entering into an account agreement directly with them. We do not open the account for you. Even though your account is maintained at Schwab, we can still use other brokers to execute trades for your account, as described in the next paragraph.

How We Select Brokers:

We seek to recommend a custodian/broker who will hold your assets and execute transactions on terms that are overall most advantageous when compared with other available providers and their services. We consider a wide range of factors, including these:

- Combination of transaction execution services along with asset custody services (generally without a separate fee for custody)
- Capability to execute, clear, and settle trades (buy and sell securities for your account)
- Capabilities to facilitate transfers and payments to and from accounts (wire transfers, check requests, bill payment, etc.)
- Breadth of investment products made available (stocks, bonds, mutual funds, exchange-traded funds (ETFs), etc.)

- Availability of investment research and tools that assist us in making investment decisions
- Quality of services
- Competitiveness of the price of those services (commission rates, margin interest rates, other fees, etc.) and willingness to negotiate them
- Reputation, financial strength, and stability of the provider
- Their prior service to us and our other clients
- Availability of other products and services (please see below in ‘Products and Services Available to Us From Schwab’)

Your Custody and Brokerage Costs:

For our clients’ accounts it maintains, Schwab generally does not charge you separately for custody services but is compensated by charging you commissions or other fees on trades that it executes or that settle into your Schwab account. Schwab’s commission rates and asset based fees applicable to our client accounts were negotiated based on our commitment to maintain \$45 million of our clients’ assets statement equity in accounts at Schwab. This commitment benefits you because the overall commission rates and asset-based fees you pay are lower than they would be if we had not made the commitment. In addition to commissions or asset-based fees, Schwab charges you a flat dollar amount as a “prime broker” or “trade away” fee for each trade that we have executed by a different broker-dealer but where the securities bought or the funds from the securities sold are deposited (settled) into your Schwab account. These fees are in addition to the commissions or other compensation you pay the executing broker-dealer. Because of this, in order to minimize your trading costs, we have Schwab execute most trades for your account.

Products and Services Available to Us From Schwab:

Schwab Advisor Services™ (formerly Schwab Institutional) is Schwab’s business serving independent investment advisory firms like us. They provide our clients and us with access to its 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 us manage or administer our clients’ accounts, while others help us manage and grow our business.

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

Services That Benefit You. 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 we might not otherwise have access or that would require a significantly higher minimum initial investment by our clients. Schwab's services described in this paragraph generally benefit you and your account.

Services That May Not Directly Benefit You. Schwab also makes available to us other products and services that benefit us but may not directly benefit you or your account. These products and services assist us in managing and administering our clients' accounts. They include investment research, both Schwab's own and that of third parties. We may use this research to service all or some substantial number of our clients' accounts, including accounts not maintained at Schwab. In addition to investment research, Schwab also makes available software and other technology that:

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

Services That Generally Benefit Only Us. Schwab also offers other services intended to help us 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, it will arrange for third-party vendors to provide the services to us. Schwab may also

discount or waive its fees for some of these services or pay all or a part of a third party's fees. Schwab may also provide us with other benefits such as occasional business entertainment of our personnel.

Item 13 - Review of Accounts

Investment portfolios and financial plans are reviewed by the Firm's principal on either a quarterly, semiannual or annual basis as requested by the Client and stipulated by the service agreement. All account reviews are documented in writing.

Item 14 - Client Referrals and Other Compensation

The Firm from time to time may recommend financial professionals, custodians or broker dealers to the client. The Firm does not receive any direct or indirect compensation resulting from those recommendations. In recommending financial providers, the Firm considers the cost of their services, and their ability to provide the public investments appropriate to that client.

As a matter of practice, the Firm does not pay any compensation to firms or individuals for client referrals.

We receive an economic benefit from Schwab in the form of the support products and services it makes available to us and other independent investment advisors that have their clients maintain accounts at Schwab. These products and services, how they benefit us, and the related conflicts of interest are described above (see Item 12 – Brokerage Practices). The availability of Schwab's products and services to us is not based on our giving particular investment advice, such as buying particular securities for our clients

Item 15 - Custody

The Firm does not maintain custody of a client's funds or securities.

However, under government regulations, we are deemed to have custody of your assets if you authorize us to instruct Schwab to deduct our advisory fees directly from your account. Schwab maintains actual custody of your assets. You will receive account statements directly from Schwab at least quarterly. They will be sent to the email or postal mailing address you provided to

Schwab. You should carefully review those statements promptly when you receive them. We also urge you to compare Schwab's account statements with the periodic reports you will receive from us.

Item 16 - Investment Discretion

As part of its asset management services, the Firm receives non discretionary authority to trade in a client's account(s). The Client must approve in writing all transactions performed by the Firm. The Firm does not accept discretion over a client's account.

Item 17 - Voting Client Securities

The Firm does not nor will it accept authority to vote Client's securities.

Item 18 - Financial Information

The Firm does not require any pre-payment for its services. Therefore, a financial disclosure is not required. The firm has no financial conditions that are likely to impair our ability to meet our contractual commitments to clients, and the firm has never been subject to a bankruptcy proceeding.

Item 19 - New York State Requirements

The Firm is an SEC registered Investment Advisor – as such, this item is not applicable.

Form ADV Part 2B Brochure Supplement–

Dated March 12, 2019

Financial Resources Management, Inc.
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Firm CRD # 132508

This Brochure Supplement provides information about Howard Wiseman, CFP™, the President, Secretary, Treasurer and sole shareholder of Financial Resources Management, Inc., that supplements the FRM Brochure. You should have received a copy of that Brochure. Please contact FRM at (631) 543-8612 if you did not receive that Brochure or if you have any questions about the content of this supplement.

Additional information about Mr. Wiseman is available on the SEC's website at www.adviserinfo.sec.gov.

Educational Background and Business Experience

Howard Wiseman, CFP™ is the President, Secretary, Treasurer and sole shareholder of Financial Resources Management, Inc. Mr. Wiseman founded FRM in June 2002.

Born in 1948, Mr. Wiseman graduated with a BS in Chemical Engineering from the City College of New York in 1971. In addition, Mr. Wiseman graduated with an MS in Environmental Engineering from New Jersey Institute of Technology in Newark, New Jersey in May 1976. Mr. Wiseman

successfully completed and was awarded a certificate from Long Island University's Financial Planning Program in November 1999. Mr. Wiseman is a Certified Financial Planner (CFP™) practitioner, receiving his designation in May 2000.

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP marks are professional certification marks granted in the United States by the Certified Financial Planner Board of Standards, Inc. The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold a CFP™ certification.

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).
- Examination – Pass a comprehensive CFP® Certification Examination. The examination 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,
- 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,
- Continuing Education – 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*, in order to maintain competence and keep up with developments in the financial planning field.

Disciplinary Information

Firms are required to report on any legal or disciplinary events that are material to a client's or prospective client's evaluation of this individual. There is no Information to report under this Item.

Other Business Activities

FRM is Mr. Wiseman's only business activity, and 100% of his time is devoted to the management of FRM. As such, this item is not applicable.

Additional Compensation

There is no information to report under this Item.

Supervision

As the sole owner and advisory employee of the firm, Mr. Wiseman is the only officer or supervisor of the firm. Mr. Wiseman can be reached at (631) 543-8612.