

## Item 1 – Cover Page

### One Degree Advisors, Inc.

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**This brochure provides information about the qualifications and business practices of One Degree Advisors, Inc. If you have any questions about the contents of this brochure, please contact us at (619) 282-3288. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.**

**Additional information about One Degree Advisors, Inc. also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the "Investment Adviser Search" link and then search for "Firm" using the firm's CRD number, which is 170392.**

**References herein to One Degree Advisors, Inc. as a "registered investment adviser" or any reference to being "registered" does not imply a certain level of skill or training.**

## Item 2 – Material Changes

The Material Changes section of this brochure will be updated annually when material changes have occurred since the previous release of the Firm Brochure. This brochure dated January 1, 2019 has no material changes since the last annual update to the brochure for One Degree Advisors, Inc. dated January 1, 2018. All clients will receive a copy of this brochure prior to, or at the time of, becoming a client.

One Degree Advisors, Inc. will provide you with a new brochure as necessary based on changes or new information, at any time, without charge.

Our brochure may be requested by contacting Audrey Coleman, Chief Compliance Officer at (619) 282-3288.

Additional information about One Degree Advisors, Inc. is also available via the SEC's website, [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The SEC's website also provides information about any persons affiliated with One Degree Advisors, Inc. who are registered, or are required to be registered, as investment adviser representatives of One Degree Advisors, Inc.

## Item 3 – Table of Contents

Item 1 – Cover Page .....	i
Item 2 – Material Changes .....	ii
Item 3 – Table of Contents.....	iii
Item 4 – Advisory Business.....	1
Item 5 – Fees and Compensation.....	13
Item 6 – Performance-Based Fees and Side-By-Side Management.....	21
Item 7 – Types of Clients .....	22
Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss .....	23
Item 9 – Disciplinary Information .....	27
Item 10 – Other Financial Industry Activities and Affiliations .....	28
Item 11 – Code of Ethics, Participation, or Interest in Client Transaction and Personal Trading.....	29
Item 12 – Brokerage Practices .....	31
Item 13 – Review of Accounts .....	34
Item 14 – Client Referrals and Other Compensation.....	35
Item 15 – Custody.....	36
Item 16 – Investment Discretion .....	37
Item 17 – Voting Client Securities.....	38
Item 18 – Financial Information.....	39
 Brochure Supplement	
Audrey Coleman .....	40
Janice A. Thompson .....	43
Anthony Saffer .....	47
Alexander E. Okugawa .....	4750
James (Jody) J. Thomason .....	53

## **Item 4 – Advisory Business**

### **About One Degree Advisors, Inc.**

One Degree Advisors, Inc. is a corporation formed in 2001 in the State of California. The name was changed to One Degree Advisors, Inc. in 2014. Audrey Coleman, Janice Thompson, and Anthony Saffer are the principal owners of One Degree Advisors, Inc. The major decisions of a strategic and administrative nature for the firm are undertaken by both principal owners.

### **Services Offered**

One Degree Advisors, Inc. is a financial advisory firm dedicated to providing personalized confidential financial planning and investment management to its clients.

One Degree Advisors, Inc. provides financial planning and investment management services that include (1) helping the client clarify his or her investment objectives, goals and time horizons, (2) creating a diversified portfolio based on those needs, and (3) investing and managing the portfolio on behalf of the client on a discretionary basis. One Degree Advisors, Inc. has discretionary authority to make trades in client accounts as dictated by its best judgment for each client's situation without the client's prior consent. One Degree Advisors, Inc. will evaluate all publicly traded investments, but primarily recommends to its clients institutional-style and no-load mutual funds and other low-cost investment vehicles, and for some clients municipal notes and bonds and other fixed income securities.

Assets under the direct management of One Degree Advisors, Inc. are held at an independent custodian in the client's name. One Degree Advisors, Inc. does not have custody of client assets meaning that One Degree Advisors, Inc. does not hold client funds or securities either directly or indirectly and has no authority to obtain possession of them. Rather, One Degree Advisors, Inc. manages the assets under a limited power of attorney executed by the client.

Prior to engaging One Degree Advisors, Inc. to provide services, clients are generally required to enter into an agreement with One Degree Advisors, Inc. setting the terms and conditions of the engagement (including termination), describing the scope of the services to be provided, and the portion of the fee that is due from the client prior to One Degree Advisors, Inc. beginning services.

Subject to any written guidelines, which the client may provide, One Degree Advisors, Inc. will be granted discretion and authority to manage the client's investment account(s). Accordingly, One Degree Advisors, Inc. is authorized to perform various functions, at the client's expense, without further approval from the client. Such functions include making all investment decisions on the (a) securities purchased/sold and (b) the amount of securities to be purchased/sold. Once the portfolio is constructed, One Degree Advisors, Inc. provides ongoing supervision and rebalancing of the portfolio as changes in market conditions and client circumstances may require.

One Degree Advisors, Inc. offers investments through a third-party investment adviser ("sub-adviser"). All sub-advisers to whom One Degree Advisors, Inc. refers its clients will be a registered investment adviser with the Securities and Exchange Commission or other appropriate jurisdictions. At the time of the referral to the sub-adviser, the clients receive full disclosure that includes detailed information on the services offered and other pertinent disclosures by delivery of a copy of the relevant sub-adviser's Form ADV Part 2 or equivalent disclosure documents. In addition, if the investment program recommended to a client is a wrap fee program, the client will also receive the equivalent wrap fee brochure provided by the sponsor of the program. One Degree Advisors, Inc. will provide each client with all appropriate disclosure statements.

After consultation with One Degree Advisors, Inc., clients may impose restrictions on investing in certain securities or types of securities. Other restrictions may be imposed by clients with respect to the (average or longest) maturity or credit quality of fixed income investments. In either case, all restrictions must be in writing.

If requested by the client, One Degree Advisors, Inc. recommends the services of other professionals for implementation purposes. The client is under no obligation to engage the services of any such recommended professional. The client retains absolute discretion over all such implementation decisions and is free to accept or reject any recommendation from One Degree Advisors, Inc.

One Degree Advisors, Inc. will utilize the Envestnet platform for the following:

- Placement of trades through the qualified custodians utilized by One Degree Advisors, Inc.;
- Access to third party money managers;
- Billing of advisory client accounts via their accounts held at qualified custodians;
- Performance reporting on all advisory accounts.

### **Client Obligations**

In performing its services, One Degree Advisors, Inc. shall not be required to verify any information received from the client or from the client's other professionals. Moreover, each client is advised that it remains his or her responsibility to promptly notify One Degree Advisors, Inc. if there is ever any change in the client's financial situation or investment objectives during the client engagement.

### **Disclosure Statement**

A copy of One Degree Advisors, Inc.'s written brochure as set forth on Part 2A of Form ADV shall be provided to each client prior to, or at the same time as, the execution of the Advisory Agreement. Any client who has not received a copy of One Degree Advisors, Inc.'s written brochure at least 48 hours prior to executing the Advisory Agreement shall have five business days subsequent to executing the agreement to terminate the One Degree Advisors, Inc.'s services without penalty.

## **Amount of Assets Under Management**

As of December 31, 2018, One Degree Advisors, Inc. has \$169.7 million of assets under management; \$166.2 million on a discretionary basis and \$3.5 million on a non-discretionary basis.

## **Our Policies on Class Action, Bankruptcies, and Other Legal Proceedings**

Clients should note that One Degree Advisors, Inc. will not advise nor act on behalf of the client in legal proceedings involving companies whose securities are held or previously were held in the client's account(s), including, but not limited to, the filing of "Proofs of Claim" in class action settlements. If desired, clients may direct One Degree Advisors, Inc., if documents have been received by One Degree Advisors, Inc., to transmit copies of class action notices to the client or a third party. Upon such direction, One Degree Advisors, Inc. will make commercially reasonable efforts to forward such notices in a timely manner.

## **Participation in Wrap Fee Programs**

One Degree Advisors, Inc. sponsors several wrap fee program (as defined in Appendix 1 to this Brochure). As described below, we may recommend that clients participate in a wrap fee program sponsored by Securities America. A wrap fee program is defined as any advisory program under which a specified fee or fees not based directly upon transactions in a client's account is charged for investment advisory services (which may include portfolio management or advice concerning the selection of other investment advisers) and the execution of client transactions.

Investment Adviser Representatives may utilize the following wrap fee program:

### **Envestnet Programs**

For all Programs, Client and One Degree Advisors, Inc. compile pertinent financial and demographic information to develop an investment program that will meet the Client's goals and objectives. Utilizing the Envestnet platform tools, One Degree Advisors, Inc. will allocate the Client's assets among the different options in the Program and determine suitability of the asset allocation and investment options for each Client, based on the Client's needs and objectives, investment time horizon, risk tolerance and any other pertinent factors. Envestnet's research team uses a number of proprietary analytical tools and commercially available optimization software applications in developing its asset allocation strategies. Among the factors considered in designing these strategies are historical rates of risk and return for various asset classes, correlation across asset classes and risk premiums. For all Programs, the Client directly owns the underlying securities, mutual funds or Exchange Traded Funds ("ETFs") in each of the Program's investment strategies. Mutual funds, ETFs, closed-end funds, unit investment trusts and real estate investment trusts exchange traded funds are collectively referred to throughout this document generally as a "Fund" or "Funds."

For Clients selecting the SMA program, the Client is offered access to an actively managed investment portfolio chosen from a roster of independent asset managers

(each a "Sub-Manager") from a variety of disciplines. Unlike a mutual fund, where the funds are commingled, a separately managed account is a portfolio of individually owned securities that can be tailored to fit the Client's investing preferences. Clients may also select individual Funds through the SMA program. Envestnet will either assist One Degree Advisors, Inc. in identifying individual asset managers and Funds that correspond to the proposed asset classes and styles or One Degree Advisors, Inc. may independently identify asset managers and Funds. Envestnet retains the Sub-Managers for portfolio management services in connection with the SMA program through separate agreements entered into between Envestnet and the Sub-Manager on terms and conditions that Envestnet deems appropriate.

For certain Sub-Managers, Envestnet has entered into a licensing agreement with the Sub-Manager, whereby Envestnet performs administrative and/or trade order implementation duties pursuant to the direction of the Sub-Manager. In such situations the Sub-Manager is acting in the role of a Model Provider (as defined below).

In the ActivePassive Portfolios program, Envestnet's affiliated sub-advisor, Envestnet Portfolios Solutions, Inc. ("EPS") provides discretionary investment advisory services under which EPS selects mutual fund investments for Clients consisting of a series of third party index mutual funds as well as one or more actively managed funds from the PMC Fund family. Under the ActivePassive Portfolios program, EPS has discretionary authority to direct investment of the monies contributed by the Client.

Such discretionary authority includes the discretion to adjust asset allocations to the ActivePassive Portfolios, and to replace or reduce allocations to specific mutual funds without prior consultation with the Client. EPS periodically monitors client portfolios and when deemed appropriate makes changes in both asset allocations as well as specific mutual fund selections. Neither Envestnet nor EPS maintain custody of the individual funds or other assets owned by each Client. Clients are themselves the registered owners of the mutual funds which are held by a registered broker-dealer and/or qualified custodian on each Client's behalf. The PMC Funds are a proprietary fund family of Envestnet and as the investment advisor to the PMC Funds, Envestnet receives a management fee based on assets invested in the PMC Funds. EPS does not separately charge a fee for its management of the ActivePassive Portfolios.

For Clients selecting a mutual fund or ETF asset allocation strategy, Envestnet manages mutual fund asset allocations based on Envestnet's recommended investment strategy (each a "PMC Strategy"). The PMC Strategies are fully discretionary, mutual fund and/or ETF asset allocation program offering a series of model portfolios positioned at various points along the risk/return spectrum that corresponds to the individual Client's goals and objectives. Once the Client's assets are invested, Envestnet may add, remove or replace mutual funds at its discretion. The MFS program, Ascent Portfolios and PMC Strategic ETF Solutions are also a part of the PMC Strategies.

For Clients selecting the PMC Select Portfolios, Envestnet utilizes its proprietary mutual fund family, the PMC Funds, based on the Client's corresponding investment objectives and risk profile. Where appropriate, Envestnet may also utilize non-proprietary mutual



funds in the PMC Select Portfolios. Envestnet is responsible for developing, constructing and monitoring the asset allocation and strategy for each portfolio. Envestnet serves as the investment advisor of the PMC Funds and manages the PMC Funds in a "manager of managers" approach by selecting and overseeing multiple sub-advisors to the funds who manage distinct segments of a market, asset class or investment style.

The PMC Select Dynamic Portfolios are centered around the strategic allocations of the PMC Funds used by the PMC Select Portfolios, as described above, but also allows for an underweighting or overweighting between the PMC Funds for each portfolio. Envestnet manages the PMC Select Dynamic Portfolios with sub-advisory services currently provided by the Global Macro Strategies Team led by Brian Singer of William Blair and Company.

For Clients choosing the PMC Tactical ETF Portfolios, Envestnet develops a diversified strategic portfolio of exchange-traded funds, using a blend of asset allocation technologies. The portfolio is then actively traded at Envestnet's discretion pursuant to a tactical strategy based on a series of macroeconomic, fundamental, risk and technical variables with the aim of adjusting asset class exposures opportunistically with market movements. The PMC Tactical ETF Portfolios are managed by Envestnet with sub-advisory services currently provided by the asset manager Innealta Capital, a division of AI Frank Asset Management Inc.

For Clients selecting the PMC Dynamic ETF Portfolios™, Envestnet develops diversified portfolios of exchange traded funds that provide exposure to global asset classes and market sectors using a broad range of ETFs. The portfolios are actively managed to overweight or underweight market sectors to take advantage of market opportunities. The PMC Dynamic ETF Portfolios™ are managed by Envestnet with sub-advisory services currently provided by the Global Macro Strategies Team led by Brian Singer of William Blair and Company.

For Clients using the UMA program, the Client is offered a single portfolio that accesses multiple asset managers and Funds, representing various asset classes, that is customized by the Client's financial advisor. Utilizing the Envestnet tools, Advisor customizes the asset allocation models for a particular Client or selects Envestnet's proposed asset allocations for types of investors fitting Client's profile and investment goals. One Degree Advisors, Inc. then further customizes the portfolio by selecting the specific, underlying investment strategies or Funds in the portfolio to meet the Client's needs. Once One Degree Advisors, Inc. has established the content of the portfolio, Envestnet provides overlay management services for UMA accounts and implements trade orders based on the directions of the investment strategies contained in the UMA portfolio.

One Degree Advisors, Inc. may also offer a version of the UMA, whereby One Degree Advisors, Inc. does not exercise investment discretion in the selection of the asset allocation or the specific, underlying investment vehicles and investment strategies used in each sleeve of the UMA portfolio (a "Client-Directed UMA"). In the Client Directed



UMA, One Degree Advisors, Inc. will provide Client with recommendations regarding the appropriate asset allocation and the underlying investment vehicles or investment strategies to meet the Client's objectives, but the Client is directing the investments and changes made to Client's UMA portfolio and is ultimately responsible for the selection of the appropriate asset allocation and the underlying Funds or investment strategies. As described above, Envestnet provides overlay management services for UMA accounts and implements trade orders based on the directions of the investment strategies contained in the UMA portfolio.

For Clients in the PMC Guided Portfolios program (formerly referred to as the Multi-Manager Account program), the Client is offered a single portfolio created and managed by Envestnet that accesses multiple asset managers and Funds representing various asset classes. Envestnet allocates the portfolio across investment asset classes and complementary asset managers to create a blend that fits the Client's investment profile and risk tolerance. Envestnet includes Funds in the PMC Guided Portfolios program to complete the asset class exposure of the asset managers utilized. For portions of some of the PMC Guided Portfolios, Envestnet may also utilize proprietary strategies such as PMC Dynamic ETF Portfolios™, Enhanced Portfolio Strategies, PMC Quantitative Portfolios or a PMC Fund (see more on use of PMC Funds in Guided Portfolios program below).

A portion of the assets that make up the PMC Guided Portfolios program may be invested in the PMC Funds, where appropriate, in conjunction with using multiple asset managers and other Funds that comprise the PMC Guided Portfolios. Since Envestnet serves as the investment advisor to the PMC Funds, the amount that Envestnet receives with respect to PMC Guided Portfolios program assets that are invested in the PMC Funds may be greater than just the portion of the PMC Guided Portfolios program fee remitted to Envestnet. In order to address the economic incentive that Envestnet may have in investing PMC Guided Portfolios program assets in PMC Funds, when PMC Funds are utilized in an PMC Guided Portfolio, Envestnet makes a corresponding fee reduction to the fee that Envestnet normally charges for managing the PMC Guided Portfolios in order to offset the fees it receives as a result of those PMC Guided Portfolios assets being invested in the PMC Funds. Envestnet may still recognize ancillary benefits in investing PMC Guided Portfolios assets in PMC Funds.

For Clients selecting the Manager Blends, the Client is offered portfolios consisting of investment models from multiple asset managers created and managed by Envestnet. By combining multiple managers across style and asset classes into one portfolio, Manager Blends can deliver broader diversification than a single asset manager within an individual style category or asset class.

For Clients using Paradigm Liquid Alternatives, the Client is offered a portfolio designed to provide the characteristics of alternative investments in the form of a portfolio of registered Funds. The portfolios are predicated on the belief that an investor's allocation to alternative investments is influenced by the overall risk level of the strategic portfolio. The risk-based portfolios have been optimized for an allocation sleeve of 10% to 30% of

the overall portfolio. This sleeve has been designed to be funded proportionally from all asset classes used in the strategic portfolio.

The PMC Ultra Short-Term Fixed Income Portfolio is designed to provide investors with an attractive alternative to money market fund yields. The portfolio is for investors who seek higher returns than those offered by money market funds and are willing to accept some principal fluctuation risk in pursuit of higher returns. The portfolio is comprised of a diversified group of highly rated short and ultra short-term bond funds selected by Envestnet and combined to offer a combination of liquidity, yield and quality. The portfolio is not a money market fund, nor is it FDIC insured.

Envestnet also makes available asset allocation strategies of a variety of mutual fund and ETF asset managers in the Third-Party Fund Strategists program. Each portfolio may consist solely of mutual funds or ETFs or may combine both types of funds to pursue different investment strategies and asset class exposures. Pursuant to a licensing agreement entered into with the asset manager, Envestnet provides overlay management of the portfolios and performs administrative and trade order implementation duties pursuant to the direction of the asset manager.

### **Third Party Models and Model Providers**

Many of the asset managers available in the Programs described above are accessed through the use of investment models ("Third Party Models"), whereby the asset manager, acting as a "Model Provider," constructs an asset allocation and selects the underlying investments for each portfolio. Envestnet performs overlay management of the Third Party Models by implementing trade orders and periodically updating and rebalancing each Third Party Model pursuant to the direction of the Model Provider. Envestnet may, from time to time, replace existing Model Providers or hire others to create Third Party Models and cannot guarantee the continued availability of Third Party Models created by particular Model Providers.

In managing the Third Party Models, certain Model Providers may pursue an investment strategy that utilizes underlying mutual funds or exchange traded funds advised by the Model Provider or its affiliate(s) ("Proprietary Funds"). In such situations, the Model Provider or its affiliate(s) may receive fees from the Proprietary Funds for serving as investment advisor or other service provider to the Proprietary Fund (as detailed in the Proprietary Fund's prospectus). These fees will be in addition to the management fees that a Model Provider receives for its ongoing management of the Third Party Models and creates a financial incentive for the Model Provider to utilize Proprietary Funds. Clients should discuss any questions with or request further information from their Advisor concerning the use of Proprietary Funds in Third Party Models or the conflict of interest this creates.

### **Advisor Directed Models**

Envestnet offers One Degree Advisors, Inc. the ability to create their own investment model portfolios for Clients (an "Advisor Directed Model"). For Client's using a One Degree Advisors, Inc. Directed Model, Envestnet is providing only administrative

services, provides no advisory services and is not responsible for the selection of the specific investment choices made with respect to an Advisor Directed Model. For certain types of Advisor Directed Models, Envestnet will also place trade orders pursuant to the direction of the Advisor ("Advisor Proprietary Models") but does not exercise discretion over the Client accounts or act as an advisor to the Client.

### **Morningstar Programs**

The Morningstar Managed Portfolios program is an investment advisory program available to individuals and institutions primarily through arrangements Morningstar Investment Services, Inc. ("MIS") has with various unaffiliated registered investment advisors such as One Degree Advisors, Inc. This program includes various strategies consisting of mutual funds, exchange-traded funds, and equity securities.

Within the program and under the direction of the Chief Investment Officer of MIS, or an investment advisory affiliate, provides discretionary investment advisory services such as:

- Constructing portfolios by analyzing a universe of available investments (e.g., mutual funds, exchange-traded funds, equity securities) using quantitative and qualitative analyses and any investment restrictions placed by One Degree Advisors, Inc.; and
- Continuously monitoring the portfolios within the program, rebalancing and/or reallocating when deemed necessary.

### **Managed Opportunities Program Description**

Managed Opportunities Program, a wrap fee program developed by Securities America (SAA), allows you to establish an account utilizing Mutual Fund Portfolios, Separate Account Portfolios and Unified Managed Account Portfolios developed by third-party money managers that are registered investment advisors (collectively referred to as sub-advisors). SAA acts as the investment advisor for all Managed Opportunities Program accounts and the representative acts in a referral capacity when referring the client into those Mutual Fund, Separate Account and Unified Managed Account Portfolios. One or more of these sub-advisors may be affiliated entities of SAA.

The Managed Opportunities Program also offers Advisor Directed Portfolios. Your representative may use the Advisor Directed Portfolio option to design investment management and asset allocation portfolio(s) for you. Your representative is acting in an advisory and not in a referral capacity when using the Advisor Directed Portfolio option.

Your representative assists you in establishing the Managed Opportunities Program account through a web-based platform. A master brokerage account (master account) may be established at your request for the administrative purpose of holding and transferring your assets. When liquidation of positions is required for investing proceeds into a Managed Opportunities portfolio or for the purpose of transferring your assets out of the Managed Opportunities Program, the liquidation of transactions may occur in the master account.

Generally, National Financial Services or other custodians maintain custody of funds and securities. We are authorized to deduct fees directly from your accounts to pay for investment management services. In these cases, we are considered to have limited custody of your assets. SAA and SAI may also be deemed to have limited custody based on certain transmittal policies.

Administrative, website, performance reporting, transaction order entry services and other services are provided to us by outside service providers and sub-advisors. You grant us the discretionary authority to select one or more sub-advisors to provide those services to you and our firm. These services have been provided by Envestnet, Inc. as a sub-advisor to SAA. Administrative, website, performance reporting, transaction order entry and other sub-advisory services are provided by Envestnet. Clients establishing Managed Opportunities Program accounts receive a copy of Envestnet's Disclosure Brochure in addition to our firm's Disclosure Brochure. Generally, SAI processes all transactions in Managed Opportunities Program accounts.

SAA and Envestnet are separate, non-affiliated entities.

To establish Managed Opportunities Program accounts, you must provide relevant information requested by us in the New Account Application and Investment Policy Profile. This information assists your representative in determining the suitability of the Managed Opportunities Program accounts and in establishing appropriate investment objectives. You will also provide other supporting documents and financial information that we may reasonably request. A Managed Opportunities Program Investment Strategy Summary is generated from the application, profile and suitability information provided by you. It summarizes recommended investment strategies and sets out the objectives and restrictions in the management of your account. SAA and your representative provide services through the Managed Opportunities Program based solely upon information supplied by you.

#### Description of Managed Opportunities Program Investment Strategy Options

##### Mutual Fund Account Portfolios

Sub-advisors provide us with mutual fund and exchange traded fund asset allocation model portfolios based on the information, research, asset allocation methodology and investment strategies of the sub-advisors. We may terminate existing sub-advisor service agreements and enter into new sub-advisor agreements at our discretion. Your initial Mutual Fund Portfolios are described in your Managed Opportunities Program Investment Strategy Summary.

##### Separate Account Portfolios

Sub-advisors provide us with access to a number of institutional separate account investment manager model portfolios of equity and/or fixed income securities. We may terminate existing sub-advisor agreements and enter into new sub-advisor agreements at our discretion. If a portion of the asset allocation does not meet a particular sub-advisor manager's account minimum, a mutual fund may be used in place of an individual portfolio manager. Your initial Separate Account Portfolios are described in

your Managed Opportunities Program Investment Strategy Summary.

Unified Managed Account Portfolios

Sub-advisors provide us with access to Unified Managed Account Portfolios. These portfolios combine specialized institutional asset class managers, mutual funds and/or exchange traded funds and SAA serves as the overlay manager to manage separate account positions in a comprehensive asset allocation portfolio of securities in a single brokerage account. Your initial Unified Managed Account Program Portfolios are described on your Managed Opportunities Program Investment Strategy Summary.

Advisor Directed Portfolios

Advisor Directed Portfolios are managed by your representative based on the financial information and investment objectives you provide. Your representative designs one or more investment management and asset allocation portfolios for you. Your initial Advisor Directed Portfolios are described on your Managed Opportunities Program Investment Strategy Summary.

We have also entered into agreements with insurance companies that allow for the management and valuation of your variable annuity accounts within the Managed Opportunities Program Advisor Directed Portfolios. The insurance company custodians maintain custody of all variable annuity accounts.

Managed Opportunities Program Miscellaneous

Trading by third-party money managers could trigger wash sale rule implications. A wash sale occurs when a security is sold at a loss and then the same or substantially identical security is repurchased within a short time period. We do not necessarily manage accounts in the Managed Opportunities Programs in a manner to avoid wash sale implications. You are encouraged to consult with a tax advisor to discuss any tax implications involving your portfolios in these and in all advisory programs.

**Financial Advisors Program**

One Degree Advisors, Inc. provides fee-based management services where it is solely responsible for making all investment recommendations and also for making changes to the managed account. One Degree Advisors, Inc. provides these management services through the Financial Advisors Program (FAP) offered by Securities America Advisors, Inc. (SAA), an investment advisor registered with the Securities and Exchange Commission. FAP is a wrap-fee program, which means the advisory services and transaction services are provided for one fee rather than being charged separately. Under this program, our advisory representative assists you with establishing your FAP accounts with SAA.

Generally, brokerage transactions are processed by Securities America, Inc. (SAI), an affiliated broker/dealer of SAA, and cleared through National Financial Services, LLC (NFS) or Pershing, LLC (Pershing). SAI provides compensation to SAA to offset our administrative costs. One Degree Advisors, Inc. your representative, SAA and SAI do not act as custodians for any FAP accounts. Generally, NFS, Pershing or another



custodian maintains custody of all funds and securities. One Degree Advisors, Inc. is authorized to deduct fees directly from your accounts to pay for investment management services. In these cases, we are considered to have limited custody of your assets. SAA and SAI will also be deemed to have limited custody based on certain transmittal policies.

SAA has also entered into agreements with insurance companies that allow for the management and valuation of your variable annuity accounts within FAP. The insurance companies' custodians maintain custody of all variable annuity accounts.

Asset management services through FAP can be provided on a discretionary or non-discretionary basis. Unless you elect to retain discretion on the account, the client services agreement gives your representative limited discretionary authority to buy and sell securities and investments based on your stated investment objectives. In no event will your representative, SAA or SAI be obligated to effect any transaction for you that they believe would be in violation of state or federal law, rule or regulation or any regulatory or self-regulatory body rule or regulation. The authorization you sign is a continuing one and remains in full force and effect and will be relied upon by your representative, SAA or SAI until written notice of termination or change is received by your representative, SAA or SAI from you.

A complete description of FAP related fees, charges, due dates and termination procedures are described in the FAP Disclosure Brochure Appendix (Wrap Fee Program Brochure) prepared by SAA. The Wrap Fee Program Brochure is given to you prior to or at the time you establish an FAP account.

### **Independent Managed Assets Program Description (Other Investment Management Services)**

Within the Independent Managed Assets Program, our firm has approved a group of money managers that are registered as investment advisors and who sponsor turn-key wrap programs offering advisory services including asset allocation, market timing and portfolio management. One or more of these money managers may be affiliated entities of SAA. Your representative enters into an agreement with a third-party investment advisor (i.e. money manager) for which your representative acts as a solicitor. Your representative refers the services of the recommended money manager and the sponsor of turn-key wrap programs or firms offering third-party money manager services on a consulting basis. The third-party investment advisor manages your accounts in accordance with the disclosures in their own disclosure documents. The third-party investment advisor assumes discretionary authority over your account. SAA and your representative do not manage or obtain discretionary authority over the assets in accounts participating in these programs. Your representative assists you with the selection of a recommended money manager or turn-key wrap program based upon your individual needs. You would then execute an agreement directly with the outside money managers or program sponsors providing the recommended programs/services. Each third-party investment advisor maintains its own separate execution, clearing and custodial relationships. The third-party

investment advisor may have differing minimum account requirements and a variety of fee ranges.

SAA, SAI and your representative do not act as a custodian for your account held with a third-party money manager. Generally, an outside custodian maintains custody of all funds and securities. Typically, as part of the investment advisory agreement you sign, you authorize the third-party investment advisor to deduct fees directly from your accounts to pay for investment management services held with them.

There may be conflicts of interest that could affect the independent judgment of SAA and your representative to recommend one manager or turn-key program over another. The amount of compensation that may be received by our firm and your representative from a particular money manager or turn-key program sponsor may be higher than the compensation that would be received from another manager or program. This may result in your representative having a financial incentive to recommend one money manager or turn-key program over another. There may be other suitable money managers that may be more or less costly. No guarantees can be made that your financial goals or objectives will be achieved. Further, no guarantees of performance can be offered.

#### *Independent Managed Assets Program Miscellaneous*

Trading by third-party money managers may trigger wash sale rule implications. A wash sale occurs when a security is sold at a loss and then the same or substantially identical security is repurchased within a short time period. The third-party money manager may not necessarily manage accounts in the Independent Managed Assets Programs in a manner to avoid wash sale implications. You are encouraged to consult with a tax advisor to discuss any tax implications involving your portfolios in these and in all advisory programs.



## Item 5 – Fees and Compensation

The client can determine to engage One Degree Advisors, Inc. to provide discretionary investment advisory services on a fee basis. One Degree Advisors, Inc.'s investment advisory fee is based upon a percentage (%) of the market value of the assets placed in under One Degree Advisors, Inc. or a fixed fee. The maximum fee percentage is 1.99% of the assets under management and is based on the balance of the accounts managed and services provided. The maximum annualized management fee that may be charged when participating in the Managed Opportunities Program is 3%, however, clients of One Degree Advisor's Inc. will not be charged a fee exceeding 1.99%.

Investment advisory fees will be calculated on quarterly basis, in advance, at the beginning of each calendar quarter based on the average daily balance of the client's account at the end of the previous quarter. The first quarter is due at the execution of the Advisory Agreement and is prorated to the end of that quarter.

Fees for financial planning services will vary, typically ranging from \$1,800 to \$25,000, and are determined by the services required and agreed upon in advance. The final fee, subject to negotiation, is directly dependent upon the facts and circumstances of the client's financial situation and the complexity of the financial plan or services requested. *In limited circumstances*, the cost/time could potentially exceed the initial estimate. In such cases, One Degree Advisors, Inc. will notify the client and may request that the client pay an additional fee. A financial planning consultation will require a deposit equal to one-half (50%) of the agreed upon fee upon execution of the agreement and the balance due upon completion of the work as agreed upon.

Clients may provide written authorization to the custodian of their accounts to pay One Degree Advisors, Inc.'s fees from the client's account. The account custodian does not verify the accuracy of One Degree Advisors, Inc.'s advisory fee calculation. The custodian will send the client a statement, at least quarterly, indicating all amounts disbursed from the account including the amount of advisory fees paid directly to One Degree Advisors, Inc.

Fees for the Managed Opportunities Program are billed in advance with the exception of the initial fee. The initial fee is billed in arrears, prorated based on the number of days that services were provided during the first billing period. The maximum annualized management fee that may be charged to you is 3%. There are legacy accounts that pay a lower annual fee. The exact fee or fee schedule will be disclosed to you prior to services being provided. The representative is paid a portion of the management fee for solicitations/referrals to Mutual Funds' Portfolios, Separate Account Portfolios and Unified Managed Account Portfolios.

Acting as a Registered Representative of Securities America (described in Item 10), investment adviser representatives of the firm generally earns a fee (mark up) on

certain wrap fee programs. Any assets on which a commission is earned will generally not be charged an advisory fee.

Investment Adviser Representatives also earn commission on sales of insurance.

### **General Information Regarding Advisory Services and Fees**

One Degree Advisors, Inc. fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which shall be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, third party investment and other third parties such as fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus.

Clients may also incur "account termination fees" upon the transfer of an account from one brokerage firm (custodian) to another. The range for these account termination fees is believed to range generally from \$0 to \$200 at present, but at times may be much higher. Clients should contact their custodians (brokerage firms, bank or trust company, etc.) to determine the amount of account termination fees that may be charged and deducted from their accounts for any existing accounts that may be transferred.

Such charges, fees and commissions are exclusive of and in addition to the firm's fee, and the firm does not receive any portion of these commissions, fees, and costs.

Management fees charged in the FAP program are separate and distinct from fees and expenses charged by mutual funds, exchange-traded funds, variable annuities or any other investment that can be recommended to you. A description of these fees and expenses are available in each investment prospectus. The ongoing management fee for investment management services can cost you more than if the assets were held in a traditional brokerage account. In a brokerage account, you are charged a commission for each transaction, and your representative has no duty to provide ongoing advice with respect to the account. If you plan to follow a buy and hold strategy for the account or do not wish to buy ongoing investment advice or management services, you should consider opening a brokerage account rather than an advisory account. Fees charged in the program can be more than the cost of purchasing the same services separately. You may be able to obtain similar services for a lesser fee from other advisors.

One Degree Advisors, Inc. can also invest a portion of your assets in mutual funds, exchange traded funds, variable annuities or other investments and charge a management fee on your assets invested in these securities. Therefore, you will pay two levels of fees for management of your assets: one directly to One Degree Advisors, Inc. and one indirectly to the managers of the mutual funds, exchange traded funds, variable annuities or other investments held in your portfolios. In addition, your representative can manage variable annuity account(s) held by insurance company custodians even though those annuity accounts are not linked to a One Degree

Advisors, Inc. advisory account. If annuity management service is provided, it is provided on a discretionary basis only, and you can be subject to additional advisory fees. The underlying assets may be bought directly through the mutual fund company or variable annuity company. Therefore, you could generally avoid the second layer of fees by making your own decisions regarding the mutual fund, exchange traded fund or variable annuity investment. However, in that case, you would not receive the investment management services provided by your representative.

FAP will not impose an asset-based advisory fee on unit investment trusts (UITs) and variable annuities that were subject to an up-front load or sales charge and sold by an SAI representative at the time of purchase. Any variable annuity that had an asset-based advisory fee prior to June 9, 2017, may continue to be charged. Variable annuities that were purchased with an advisory share class (e.g., I shares) may be linked for the purpose of collecting a management fee and/or exercising discretion. Please consult with your representative if you have any questions regarding this policy.

In addition, SAA programs exclude the value of any investment it designates as an "alternative investment product" from an asset-based advisory fee if you purchased it in a commission-based account through our representatives in their capacity as a registered representative of SAI and then transferred it to an advisory account. However, if an alternative investment product was purchased at net asset value ("NAV") (in other words, purchased with no commission), then that alternative investment product will be subject to an asset-based advisory fee.

Our representatives will receive either an advisory fee or a commission, but not both. If an advisor received an upfront commission, or is receiving ongoing trail commissions or 12b-1 fees, the advisor may not charge an additional advisory fee except as described above for variable annuities.

In addition, advisors using third-party money managers for funds held directly with the product sponsor may not receive an additional solicitor's fee if they received an upfront commission, ongoing trails or 12b-1 fees.

Our representatives may charge advisory fees and/or receive solicitor's fees for advisory class products that do not pay upfront commissions or ongoing trails, such as institutional mutual fund share classes and advisory share class variable annuities.

Our representatives may need to move products on which they previously received a commission to a fee-based advisory account. Mutual funds moved from a commission account to a fee-based advisory account will be converted to a lower-cost share class. Recently purchased A share mutual funds, however, cannot be transferred to fee-based accounts. Other commissionable products can be transferred in-kind to an advisory account (i.e. equities and ETFs) but will have a look-back period, and recently received commissions will be reimbursed to the client. Any systematic process of selling a commission-based product and then shortly thereafter converting it to a fee-based advisory account will not be allowed.

In addition to an asset-based advisory fee, you can incur brokerage commissions, transaction charges and other fees, including "ticket charges," related to the purchase and sale of stocks, bonds and other securities. More specifically, stocks, bonds and other securities traded in advisory accounts can be subject to commissions, mark-ups and mark-downs. With respect to mark-ups and mark-downs, they are paid to market makers and neither One Degree Advisors, Inc., SAA nor SAI receive any portion of the mark-ups or mark-downs.

One Degree Advisors, Inc. representatives will either absorb commissions, transaction charges and other fees (in other words, the representative pays the commissions, transaction charges or other fees) or the commissions, transaction charges and other fees will be in addition to the investment management fee (in other words, you pay these commissions, transaction charges or other fees). However, commissions, transaction fees and other fees that are charged to you prior to the holdings being in an advisory account will not be waived or credited toward the investment management fee. Please contact your representative for more information about commissions and transaction charges.

While SAA (or an entity on its behalf) has designed reasonable controls to monitor for the accuracy of advisory fees within SAA's programs, we also encourage you to check the accuracy of your advisory fee billings.

If your representative recommends a product previously purchased in a commission-based account be transferred into an advisory account, the recommendation can be deemed to be a conflict of interest. We manage this conflict through written disclosure to you and by imposing reasonable controls designed to monitor for this activity.

One Degree Advisors, Inc. and your representative do not retain 12b-1 fees paid by funds for either qualified or non-qualified accounts. SAA programs implemented a policy by which investment advisor representatives are required to complete all new purchases of mutual funds in advisory accounts at the lowest available share class. Further, SAA programs implemented a policy requiring that 12b-1 trails be credited back to all existing advisory accounts (qualified and non-qualified) that hold positions in higher-fee share classes.

#### Financial Advisor Program Fees

We charge an annual management fee for investment management services through FAP accounts. Your representative negotiates fees with you based on the complexity of your financial situation and the services that are provided, the experience and standard fees charged by your representative and the nature and total dollar asset value of the assets maintained in your account. The maximum annualized management fee that can be charged to you for these programs by the advisor or representative is 3%. The exact fee or fee schedule charged to you is disclosed to you prior to services being provided. Your representative can choose to "bundle" related FAP accounts to achieve a break on management fees. Account bundling can be done only on accounts within the same program and with clients in the same immediate family or under the same

qualified plan. When accounts are bundled, the total average daily balance for all of the bundled accounts is used to determine the fee percentage from the fee schedule. This percentage is then applied to each account and a fee is charged to each respectively.

Typically, management fees are automatically deducted from the FAP account according to an authorization provided in the client agreement. On an exception basis, you can have your management fees paid from other accounts or have us bill you directly by invoice.

SAA retains up 25 basis points (.25%) of your representative's annualized management fee as compensation for providing administrative and support services. SAA and your representative will then split the balance of the annualized management fee by a predetermined payout schedule. Account bundling does not reduce the administrative fee; each account is priced separately for purposes of the administrative fee.

Representatives can receive a reduced administrative and support services fee based on total assets under management placed in the FAP, therefore creating a potential conflict of interest.

You can also be assessed ticket charges on account transactions and other miscellaneous charges by SAI, NFS or Pershing on account transactions.

Miscellaneous charges can include custodial fees levied by the custodian. Account assets can also be subject to additional fees and expenses as explained in the prospectus for mutual funds or exchange traded funds.

#### Management fees for Financial Advisors Program Accounts Held at National Financial Services

Management fees for FAP accounts held at NFSs are billed in advance with the exception of the initial fee. If the account is billed monthly, the initial fee is billed in arrears, prorated based on the number of days that services are provided during the first billing period. This initial fee is billed at the same time the first full period fee is billed in advance. If fees are billed quarterly, the account is charged its first fee in the first full month that the account contains assets. If the first month that the account contains assets is the first or second month of the calendar quarter, the fee is prorated for the partial quarter. If the first month that the account contains assets is the third month of the calendar quarter, the initial fee is billed in arrears, prorated based on the number of days that services were provided during the partial billing period. This initial fee is billed at the same time the first full period fee is billed in advance.

Fees are calculated at the beginning of each calendar billing period (monthly or quarterly) based on the average daily balance of the FAP account assets under management for the previous period. The market value of variable annuity accounts included in the management portfolio is included in the calculation of management fees. SAA might not receive daily account valuation information for variable annuities from the insurance companies or their custodians. In limited circumstances, management fees on certain variable annuity accounts can be based on the weekly or monthly average balance. You can pay more or less in management fees when the pricing is based on a



weekly or monthly average balance compared to management fees charged when the pricing is based on the average daily balance. The average daily balance does not take into account unpriced securities or any days when accounts have a zero balance. When required, NFS sends you a brokerage account statement at the beginning of each billing period that includes a management fee notification. The management fee notification shows the average daily balance, how the fee was calculated, any adjustment to the fee and an explanation of any adjustment, and the net fee to be deducted later in the period from your core account investment vehicle within the account. You can also be assessed ticket charges on account transactions and other miscellaneous charges by SAI, NFS on account transactions. Miscellaneous charges can include custodial fees levied by the custodian. Account assets can also be subject to additional fees and expenses as explained in the prospectus for mutual funds, exchange traded funds or other investments.

The fee may be a flat fee, linear (fixed) percentage fee on the total assets in your account or a tiered fee schedule whereby the percentage-based fee is lowered as assets in your accounts increase. The exact fee charged or fee schedule used is disclosed to you in the fee schedule prior to services being provided.

*Management Fees for Financial Advisors Program Accounts Held at Pershing*

Management fees for FAP accounts held at Pershing are billed in advance with the exception of the initial fee. If the account is billed monthly, the initial fee is billed in arrears, prorated based on the number of days services were provided during the first billing period. The initial fee is billed at the same time the first full period fee is billed in advance. If fees are billed quarterly, the account is charged its first fee in the first full month that the account contains assets. If the first month that the account contains assets is the first or second month of the calendar quarter, the fee is prorated for the partial quarter. If the first month that the account contains assets is the third month of the calendar quarter, the initial fee is billed in arrears, prorated based on the number of days services were provided during the partial billing period. The initial fee is billed at the same time the first full period fee is billed in advance.

Management fees for FAP accounts held at Pershing are calculated at the beginning of each calendar billing period (monthly or quarterly) based on the value of account assets under management as of the close of business on the last business day of the preceding period as valued by an independent pricing service, where available, or by Pershing in good faith, based on Pershing's books and records. The market value of variable annuity accounts included in the management portfolio is included in the calculation of FAP management fees. We might not receive daily account valuation information for variable annuities from the insurance companies or their custodians. In limited circumstances, management fees on certain variable annuity accounts can be based on the weekly or monthly average balance. You can pay more or less in management fees when the pricing is based on a weekly or monthly average balance compared to management fees charged when the pricing is based on the average daily

balance. When required, Pershing sends you a management fee notification prior to fees being deducted from your account. The management fee notification shows the period ending balance, how the fee was calculated, any adjustment to the fee and an explanation of any adjustment, and the net fee to be deducted later in the period from your core account investment vehicle within the account. You can also be assessed ticket charges on account transactions and other miscellaneous charges by SAI or Pershing on account transactions. Miscellaneous charges can include custodial fees levied by the custodian. Account assets can also be subject to additional fees and expenses as explained in the prospectus for mutual funds, exchange traded funds or other investments.

The fee may be a linear (fixed) percentage fee on the total assets in your account or a tiered fee schedule whereby the percentage-based fee is lowered as assets in your accounts increase. The exact fee charged or fee schedule used is disclosed to you in the fee schedule prior to services being provided.

Item 12 further describes the factors that the firm considers in selecting or recommending broker-dealers for client transactions and determining the reasonableness of their compensation (e.g., commissions).

The vast majority of clients pay One Degree Advisors, Inc.'s fees based upon a percentage of the assets we manage. This is a very common form of compensation for registered investment advisory firms and avoids the multiple inherent conflicts of interest associated with commission-based compensation.

Asset-advised-upon percentage method of compensation can still at times lead to conflicts of interest between the firm and the client as to the advice provided. For example, conflicts of interest may arise relating to the following financial decisions in life: incur or pay down debt; gift funds to charities or to individuals; purchases of a (larger) home or cars or other non-investment assets; the purchase of a lifetime immediate annuity; expenditures of funds for travel or other activities; investment in private equity investments (private real estate ventures, closely held businesses, etc.), and the amount of funds to place in non-managed cash reserve accounts. We have adopted internal policies to properly manage these and other potential conflicts of interest. Our goal is that our advice to you remains at all times in your best interest, disregarding any impact of the decision upon our firm.

## **Termination**

The client may terminate any new agreement without penalty by providing written notice of such cancellation to One Degree Advisors, Inc. within five (5) business days of the date of signing the agreement. Following the five-day cancellation period, the client may cancel the Advisory Agreement any time. The client will be responsible for payment of any fees for services rendered prior to the notice. One Degree Advisors, Inc. may only terminate the Agreement with thirty-day notice to Client of its intention to terminate the Agreement. Any prepaid fees will be returned to the client.



One Degree Advisors, Inc. believes that the charges and fees offered within its program are competitive with alternative programs available through other firms offering a similar range of services; however, lower fees for comparable services may be available from other sources. A client could invest in mutual funds directly, without the services of One Degree Advisors, Inc. In that case, the client would not receive the services provided by One Degree Advisors, Inc. which are designed, among other things, to assist the client in determining which investments are most appropriate to each client's financial condition and objectives, undertake a disciplined approach to portfolio rebalancing while taking into account the tax ramifications of same, and to avoid ad hoc emotional reactions to shorter-term market events. Also, some of the funds used by the firm may not be available to the client directly without the use of an investment adviser granted access to such funds.

One Degree Advisors, Inc.'s relationship with each client is non-exclusive; in other words, One Degree Advisors, Inc. provides investment advisory services and financial planning services to multiple clients. One Degree Advisors, Inc. seeks to avoid situations in which one client's interest may conflict with the interest of another client. However, one circumstance which could arise is a sudden sharp downturn in the values of one or more stock asset classes, thereby triggering (under adopted investment policies with the vast majority of One Degree Advisors, Inc.'s clients) the need to rebalance the investment portfolios following the close of any business (trading) day. In this instance, One Degree Advisors, Inc. seeks to rebalance each client's investment portfolio on a timely basis, keeping in mind that most mutual fund trades occur at the end of a trading day.

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

Item 6 is not applicable to One Degree Advisors, Inc. One Degree Advisors, Inc. does not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client). Such acceptance or management would pose a significant conflict of interest to the client because performance-based fees may provide an incentive to favor such accounts over the accounts of clients under our other advisory programs. One Degree Advisors, Inc. considers avoidance of such conflict a paramount policy in maintaining our fiduciary duty to our clients.

## **Item 7 – Types of Clients**

One Degree Advisors, Inc. clients shall generally include high net worth individuals, business owners and corporations. Client relationships vary in scope and length of service.

The recommended minimum account size in the Financial Advisors Program is \$25,000.

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

### **Methods of Analysis**

Before designing investment plans for clients, One Degree Advisors, Inc. will evaluate the client's investments to determine whether the client's goals harmonize with the client's financial objectives. One Degree Advisors, Inc. will propose a portfolio to help clients attain their financial goals. In designing investment plans for clients, One Degree Advisors, Inc. relies upon the information supplied by the client and client's other professional advisors. Such information may pertain to the client's financial situation, estate planning, tax planning, risk management, short-term and long-term lifetime financial goals and objectives, investment time horizon, and perceived current tolerance for risk. One Degree Advisors, Inc. will design and propose a portfolio to help clients attain their financial goals.

This information will become the basis for the strategic asset allocation plan that One Degree Advisors, Inc. believes will best meet the client's stated long term personal financial goals. The strategic asset allocation provides for investments in those asset classes that One Degree Advisors, Inc. believes will possess attractive combinations of return, risk, and correlation over the long term.

When One Degree Advisors, Inc. invests client assets, asset allocation techniques are used which include stocks and bonds of varying characteristics and from both the United States and foreign markets. One Degree Advisors, Inc. invests for the long term and expects that not all investments in a given portfolio will perform in unison with other assets in the same portfolio. One Degree Advisors, Inc. does not necessarily systematically rebalance the portfolio on a regular basis, but monitors each client's asset allocation to make adjustments where appropriate. One Degree Advisors, Inc.'s portfolio management decisions are made considering only the assets being managed and not with regards to other investments the client may hold.

One Degree Advisors, Inc. utilizes fundamental analysis. Fundamental analysis is performed on historical and present data, with the goal of making financial forecasts. The main sources of information include financial newspapers and magazines, research materials prepared by others, corporate rating services, annual reports, prospectuses, filings with the Securities and Exchange Commission, and company press releases.

One Degree Advisors, Inc. also utilizes other statistical stock market data. Other sources that the firm may use include Morningstar mutual fund information, Morningstar stock information, and information available on the internet.

### **Investment Strategies**

The primary investment strategy used on client accounts is asset allocation based on Modern Portfolio Theory. One Degree Advisors, Inc. develops a diversified investment portfolio by mixing different assets in varying proportions depending on client and current economic climate. The primary purpose of Asset Allocation is to reduce the risk

in the portfolio, while maintaining or enhancing the rate of return of the portfolio. Portfolios are globally diversified to control the risk associated with traditional markets.

One Degree Advisors, Inc. manages a variety of model portfolios based on client risk profiles, ranging from conservative to aggressive. One Degree Advisors, Inc. utilizes an analytic process of fund performance in each asset class on at least a quarterly basis in order to determine the holdings and weightings of the models. The models form the basis of the design of client asset allocations, though specific client interests and circumstances may add unique holdings to any portfolio.

Each client receives investment advice regarding their portfolio based upon his or her:

- Income Needs
- Time Horizon
- Risk Tolerance
- Expected Rate of Return
- Asset Class Preferences

The investment vehicles primarily used to invest in the various asset classes are mutual funds and exchanged traded funds (ETFs). The mutual funds provide:

- Professional Management
- Diversification
- Flexibility
- Liquidity

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The client may change these objectives at any time. Each client executes an Investment Policy Statement that documents their objectives, their desired investment strategy and any restrictions on investments requested by the client.

### **Risk of Loss**

Investing in securities involves risk of loss that clients should be prepared to bear. One Degree Advisors, Inc.'s investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks:

**Interest-rate Risk:** The risk that investment returns will be affected by changes in the level of interest rates. When interest rates increase, the prices and values of bonds decrease. When interest rates decrease, the prices and values of bonds increase.

**Market Risk:** The risk that investment returns will be affected by changes in the overall level of the stock market. When the stock market as a whole increases or decreases, virtually all stocks are affected to some degree.

**Reinvestment Rate Risk:** The risk incurred when an investment's income is reinvested at a lower rate than the rate that existed at the time the original investment was made. This risk is most prevalent when interest rates fall.

**Purchasing Power Risk (Inflation Risk):** The risk that inflation will affect the return of an investment in real dollars. In other words, the amount of goods that one dollar will purchase decreases with time. Investments that have low returns, such as savings accounts, are not likely to keep up with inflation. Investments with fixed returns, such as bonds, will decrease in value because their purchasing value will decrease with inflation.

**Business Risk:** The risk associated with a particular industry or firm. These are factors that affect the industry or firm, but do not affect the whole market. They include government regulations, management competency, or local or regional economic factors.

**Financial Risk:** The risk associated with the mix of debt and equity used to finance a firm. The greater the financial leverage, the greater the financial risk.

**Currency Risk (Exchange Rate Risk):** The risk that a change in the value of a foreign currency relative to the U.S. dollar will negatively affect a U.S. investor's return.

**Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.

In general, cash equivalents provide liquidity with minimum income, and a return of principal with no capital appreciation. Cash equivalents are, however, subject to purchasing power risk.

Fixed income investments provide current income. Usually, the longer the maturity of the security, the higher the income it will generate. Also, with longer maturities, fixed income investments will have greater price volatility and greater opportunity for capital gains or capital losses. Fixed income investments are subject to interest rate risk, reinvestment rate risk, and purchasing power risk. In addition, foreign bonds would be subject to currency rate risk and junk bonds would be subject to business risk and financial risk.

The return of principal for bond funds and funds with significant underlying bond holdings is not guaranteed. Mutual fund shares are subject to the same interest rate, inflation and credit risks associated with the underlying bond holdings. Lower rated bonds are subject to greater fluctuations in value and risk of loss of income and principal than higher rated bonds.

Equity investments are subject to greater volatility, thus providing a greater opportunity for capital gains, and a greater opportunity for capital losses. Equity investments offer little or no current income. Equity investments are subject to market risk and interest rate risk, while providing an opportunity to protect against purchasing power risk. Also, stock mutual funds, rather than individual equities, may limit the exposure to business risk and financial risk.

Investing outside the United States involves additional risks, such as currency fluctuations, periods of illiquidity and price volatility. These risks may be heightened in connection with investments in developing countries. Small-company stocks entail additional risks, and they can fluctuate in price more than larger company stocks.

Investments are not FDIC-insured, nor are they deposits of or guaranteed by a bank or any other entity, so they may lose value.



### **Item 9 – Disciplinary Information**

Neither One Degree Advisors, Inc. nor its management persons have any reportable legal or disciplinary events.

**Item 10 – Other Financial Industry Activities and Affiliations**

One Degree Advisors, Inc. associated persons are engaged in professions other than giving investment advice. Audrey Coleman, Janice Thompson, Anthony Saffer, and James Thomason are licensed insurance agents through numerous insurance companies. In such a capacity, they offer insurance products and receive normal and customary commissions as a result of such purchases. This may be viewed as a conflict of interest. Clients are under no obligation to act on these insurance recommendations or to effect the transaction through One Degree Advisors, Inc. A minimal amount of time is spent on this activity.

Investment Adviser Representatives of the firm are also Registered Representatives and Investment Adviser Representatives of Securities America. This relationship could create a material conflict of interest with clients. One Degree Advisors is solely responsible for investment advice rendered as an Investment Advisor. Advisory services are provided separately and independently of Securities America. Investment Advisor Representatives spend less than 10% of their time on Registered Representative activities.

Ms. Thompson holds the Series 31, Futures Managed Funds license.

Neither One Degree Advisors, Inc., nor its representatives, are registered or have an application pending to register, a commodity pool operator, a commodity trading advisor, or a representative of the foregoing.

James Thomason is a real estate broker or dealer and is company, J.J. Thomason, Inc. is a licensed California real estate broker. Mr. Thomason spend a portion of his workweek on this activity, and he receives compensation in the forms of fees and commissions. This may be viewed as a conflict of interest. Clients are under no obligation to use Mr. Thomason for real estate transactions.

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

One Degree Advisors, Inc. has adopted a Code of Ethics for all supervised persons of the firm describing its high standard of business conduct, and fiduciary duty to its clients. The Code of Ethics 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 at One Degree Advisors, Inc. must acknowledge the terms of the Code of Ethics annually, or as amended.

One Degree Advisors, Inc. anticipates that, in appropriate circumstances consistent with clients' investment objectives, it will cause accounts over which One Degree Advisors, Inc. has management authority to effect, and will recommend to investment advisory clients or prospective clients, the purchase or sale of securities in which One Degree Advisors, Inc., its affiliates and/or clients, directly or indirectly, have a position of interest. One Degree Advisors, Inc.'s employees and persons associated with One Degree Advisors, Inc. are required to follow One Degree Advisors, Inc. Code of Ethics. Subject to satisfying this policy and applicable laws, officers, directors and employees of One Degree Advisors, Inc. and its affiliates trade for their own accounts in securities which are recommended to and/or purchased for One Degree Advisors, Inc.'s clients. The Code of Ethics is designed to assure that the personal securities transactions, activities and interests of the employees of One Degree Advisors, Inc. will not interfere with (i) making decisions in the best interest of advisory clients and (ii) implementing such decisions while, at the same time, allowing employees to invest for their own accounts.

Under the Code certain classes of securities have been designated as exempt transactions, based upon a determination that these would materially not interfere with the best interest of One Degree Advisors, Inc.'s clients. In addition, the Code requires pre-clearance of many transactions, and restricts trading in close proximity to client trading activity. Nonetheless, because the Code of Ethics in some circumstances would permit employees to invest in the same securities as clients, there is a possibility that employees might benefit from market activity by a client in a security held by an employee. Employee trading is continually monitored under the Code of Ethics, and to reasonably prevent conflicts of interest between One Degree Advisors, Inc. and its clients.

One Degree Advisors, Inc.'s clients or prospective clients may request a copy of the firm's Code of Ethics by contacting us at (619) 282-3288.

It is One Degree Advisors, Inc.'s policy that the firm will not affect any principal or agency cross securities transactions for client accounts. One Degree Advisors, Inc. will also not cross trades between client accounts. Principal transactions are generally defined as transactions where an adviser, acting as principal for its own account or the

account of an affiliated broker-dealer, buys from or sells any security to any advisory client. A principal transaction may also be deemed to have occurred if a security is crossed between an affiliated hedge fund and another client account. An agency cross transaction is defined as a transaction where a person acts as an investment adviser in relation to a transaction in which the investment adviser, or any person controlled by or under common control with the investment adviser, acts as broker for both the advisory client and for another person on the other side of the transaction. Agency cross transactions may arise where an adviser is dually registered as a broker-dealer or has an affiliated broker-dealer.

## Item 12 – Brokerage Practices

### Broker Selection/Recommendation

In the event that the client requests that One Degree Advisors, Inc. recommend a broker dealer/custodian for execution and/or custodial services, One Degree Advisors, Inc. generally recommends that investment management accounts be maintained at TD Ameritrade Institutional, a division of TD Ameritrade, Inc., member FINRA/SEPC/NFA, an unaffiliated SEC-registered broker-dealer and FINRA member (TDA), to maintain custody of clients' assets and to effect trades for their accounts. TDA is independently owned and operated and not affiliated with One Degree Advisors, Inc. and does not supervise or otherwise monitor One Degree Advisors, Inc.'s investment management services to its clients. TDA provides One Degree Advisors, Inc. with access to its institutional trading and custody services, which typically are not available to TDA retail investors. TDA's services include brokerage, custody, research and access to mutual funds and other investments that are otherwise generally available only to institution investors or would require a significantly higher minimum initial investment.

Factors that One Degree Advisors, Inc. considers in recommending TDA (or any other broker-dealer/custodian to clients) include financial strength, reputation, execution capabilities, pricing, research, and service. Although the commissions and/or transaction fees paid by One Degree Advisors, Inc.'s clients shall comply with the One Degree Advisors, Inc.'s duty to obtain best execution, a client may pay a commission that is higher than another qualified broker-dealer might charge to effect the same transaction where One Degree Advisors, Inc. determines, in good faith, that the commission/transaction fee is reasonable in relation to the value of the brokerage and research services received. In seeking best execution, the determinative factor is not the lowest possible cost, but whether the transaction represents the best qualitative execution, taking into consideration the full range of broker-dealer services, including the value of research provided, execution capability, commission rates, and responsiveness. Accordingly, although One Degree Advisors, Inc. will seek competitive rates, it may not necessarily obtain the lowest possible commission rates for client account transactions. The brokerage commissions or transaction fees charged by the designated broker-dealer/custodian are exclusive of, and in addition to, One Degree Advisors, Inc.'s investment management fee. One Degree Advisors, Inc.'s best execution responsibility is qualified if securities that it purchases for client accounts are mutual funds that trade at net asset value as determined at the daily market close.

Brokerage services are also made available through National Financial Services and/or Pershing. SAA, SAI or another affiliated company have an agreement with the clearing firms to introduce customer accounts to the clearing firm on a fully disclosed basis. In exchange, these clearing firms provide clearing and execution services for transactions that are executed for our customers. On SAA's behalf, SAI approves and opens accounts and accepts securities order instructions with respect to the accounts.

Generally, brokerage transactions are processed by SAI and cleared by National Financial Services or Pershing. National Financial Services and Pershing are not

affiliated with SAA or SAI. We have also entered into agreements with various insurance companies that allow for the management and valuation of client's variable annuity accounts within the Financial Advisors Program. The insurance company custodians maintain custody of all variable annuity accounts. SAA and SAI do not act as a custodian for any account. Generally, SAA and SAI do not maintain custody of client funds or securities. Outside custodians maintain custody of all funds and securities. Because some of the programs described in this document allow for the direct deduction of advisory fees from client accounts One Degree Advisors, Inc. can be deemed to have limited custody of client assets. SAA and SAI can be deemed to have limited custody for certain transmittal policies. For example, by giving you the ability to transfer funds between accounts you own and that are titled in the same name or, if you specifically request it, transferring funds between accounts you own that are titled in different names, SAI can be deemed to have limited custody. Additionally, by giving you the ability to have funds sent from your account to your address of record or, if you specifically request, to some other address, SAI can be deemed to have limited custody of your assets. In each of these cases, SAA, SAI and/or your One Degree Advisors, Inc. representative can be deemed to have limited custody. Outside custodians maintain custody of all funds and securities.

### **Soft Dollars**

Although not a material consideration when determining whether to recommend that a client utilize the services of a particular broker-dealer/custodian, One Degree Advisors, Inc. receives from TDA (or another broker-dealer/custodian) without cost (and/or at a discount) support services and/or products, certain of which assist One Degree Advisors, Inc. to better monitor and service client accounts maintained at such institutions. Included within the support services that are obtained by One Degree Advisors, Inc. is investment-related research, pricing information and market data, software and other technology that provide access to client account data, compliance and/or practice management-related publications, discounted or gratis consulting services, discounted and/or gratis attendance at conferences, meetings, and other educational and/or social events, marketing support, computer hardware and/or software and/or other products used by One Degree Advisors, Inc. in furtherance of its investment advisory business operations.

As indicated above, certain of the support services and/or products that are received assist One Degree Advisors, Inc. in managing and administering client accounts. Others do not directly provide such assistance, but rather assist One Degree Advisors, Inc. to manage and further develop its business enterprise.

One Degree Advisors, Inc. may have an incentive to select or recommend a broker-dealer/custodian based on adviser's interest in receiving research, products, or services rather than on adviser's interest in receiving most favorable execution.

One Degree Advisors, Inc.'s clients do not pay more for investment transactions effected and/or assets maintained at TDA as a result of this arrangement. There is no corresponding commitment made by One Degree Advisors, Inc. to TDA or any other

any entity to invest any specific amount or percentage of client assets in any specific mutual funds, securities or other investment products as result of the above arrangement.

One Degree Advisors, Inc.'s Chief Compliance Officer, Audrey Coleman, remains available to address any questions that a client or prospective client may have regarding the above arrangement and any corresponding perceived conflict of interest such arrangement may create.

To the extent that One Degree Advisors, Inc. provides investment management services to its clients, the transactions for each client account generally will be effected independently, unless One Degree Advisors, Inc. decides to purchase or sell the same securities for several clients at approximately the same time. One Degree Advisors, Inc. may (but is not obligated to) combine or "bunch" such orders to obtain best execution, to negotiate more favorable commission rates or to allocate equitably among One Degree Advisors, Inc.'s clients differences in prices and commissions or other transaction costs that might have been obtained had such orders been placed independently. Under this procedure, transactions will be averaged as to price and will be allocated among clients in proportion to the purchase and sale orders placed for each client account on any given day. One Degree Advisors, Inc. shall not receive any additional compensation or remuneration as a result of such aggregation.

TDA provides the clients with consolidated statements. One Degree Advisors, Inc.'s employees are not registered representatives of TDA and do not receive any commissions or fees from recommending these services.

### **Directed Brokerage**

One Degree Advisors, Inc. does not allow clients to direct when a particular broker or custodian will be used.



## Item 13 – Review of Accounts

Portfolio Reviews and Rebalancing of the client's portfolio, for the assets held under management with One Degree Advisors, Inc., will be undertaken: (1) periodically as determined by One Degree Advisors, Inc.; (2) upon request by the client, and (3) upon a substantial asset class decline, under the following adopted policies and procedures. All account reviews are conducted by the investment adviser representatives of the firm.

Periodic Portfolio Reviews are undertaken by Investment Adviser Representatives of One Degree Advisors, Inc. to ascertain if the values in any asset class have strayed beyond their target minimums or maximums, and for purposes of meeting a client's cash flow needs. Even if one or more asset classes fall outside their target minimums or maximums, the advisor may determine not to rebalance the asset class for various reasons, such as avoidance of short-term capital gains, deferring long-term capital gains realization, minimization of transaction costs, or our view on whether the asset class is undervalued or overvalued relative to historic norms and our view of the level of the macroeconomic risks to which the asset class may be exposed. Such in-house portfolio reviews are subject to additional restrictions set forth below.

Additional Portfolio Reviews are undertaken upon request by the client, such as when special cash needs arise or when additional cash or securities are added to the investment portfolio. One Degree Advisors, Inc. will respond to such requests within a reasonable period of time.

### Portfolio Reports Provided to Clients

Clients may also directly access account information at the custodians with which the accounts are held online (specifically, TDA each and every day, via the secure web sites of these institutions.

Monthly or Quarterly Statements are sent to the client directly from the corresponding brokers, banks, mutual funds, partnership sponsors, and/or insurance companies which hold the client's investments. These statements reflect the assets in the custodian's custody, together with confirmations of each transaction executed in the account(s) if desired by the client. For some custodians, the client may elect to receive these statements by e-mail rather than U.S. mail.

## Item 14 – Client Referrals and Other Compensation

As disclosed in Item 12 above, One Degree Advisors, Inc. receives an indirect economic benefit from TDA. One Degree Advisors, Inc., without cost (and/or at a discount), receives support services and/or products from TDA.

One Degree Advisors, Inc. may provide referrals to other investment advisory firms as a service to clients. However, One Degree Advisors, Inc. does not have agreements with or receive referral fees from any other advisors.

One Degree Advisors, Inc. does not receive, nor does it pay, any fees for client referrals.

In connection with One Degree Advisors, Inc. engaging the services of Securities America as its primary broker-dealer, Securities America provided One Degree Advisors, Inc. with an arrangement over and above the compensation received for selling products and services through Securities America. These arrangements may include bonuses, enhanced payouts, forgivable loans, business transition loans and other forms of cash/non-cash compensation for meeting certain production levels (the "Note").

In addition to the Note, an IAR may have received payments from Securities America in connection with the transition from another broker-dealer or investment advisor firm. These payments, which may be significant, are intended to assist the IAR with costs associated to the Note, these payments may be in the form of loans to the IAR, which are repayable to Securities America or are forgiven by Securities America based on years of service with Securities America.

The Note and any additional payments on new or existing IARs present a conflict of interest in that an IAR has a financial incentive to maintain a relationship with Securities America that may include directing clients to Securities America for execution of trades. However, to the extent an IAR directs clients to Securities America for services, it is because the IAR believes it is in that client's best interest to do so. One Degree Advisors, Inc. has systems in place to review IAR managed accounts for suitability and best execution practices over the course of the advisory relationship.

**Item 15 – Custody**

It is our policy to not accept custody of a client's securities. In other words, One Degree Advisors, Inc. is not granted access to clients that would enable us to withdraw or transfer or otherwise move funds or cash from any client account to our accounts or the account of any third party (other than for purposes of fee deductions, as explained below). This is for the safety of our clients' assets.

However, with a client's consent, One Degree Advisors, Inc. is provided with the authority to seek deduction of One Degree Advisors, Inc.'s fees from a client's accounts.

All clients receive account statements directly from qualified custodians, such as a bank or broker dealer that maintains those assets. If you are not receiving at least quarterly custodial account statements, please contact us at the number on the cover page of this brochure.

## Item 16 – Investment Discretion

One Degree Advisors, Inc. usually receives discretionary authority from the client at the outset of an advisory relationship to select the identity and amount of securities to be bought or sold. Prior to One Degree Advisors, Inc. assuming discretionary authority over a client's account, the client shall be required to execute an *Investment Advisory Agreement*, granting One Degree Advisors, Inc. authority to buy, sell, or otherwise effect investment transactions. In addition, any investment discretion is obtained in writing through a limited power of attorney signed by the client prior. In all cases, however, such discretion is to be exercised in a manner consistent with the stated investment objectives for the particular client account.

Discretionary authority allows One Degree Advisors, Inc. to perform trades in the client's account without further approval from the client. This includes decisions on the following:

- Securities purchased or sold
- The amount of securities to be purchased or sold

Once the portfolio is constructed, One Degree Advisors, Inc. provides ongoing supervision and rebalancing of the portfolio as changes in market conditions and client circumstances may require.

One Degree Advisors, Inc. seeks to undertake a minimal amount of trading in client accounts, in order to keep transaction fees, other expenses, and tax consequences associated with trading to minimal levels.

Clients who engage One Degree Advisors, Inc. on a discretionary basis may, at any time, impose restrictions, in writing, on One Degree Advisors, Inc.'s discretionary authority (i.e., limit the types/amounts of particular securities purchased for their account, exclude the ability to purchase securities with an inverse relationship to the market, limit or proscribe One Degree Advisors, Inc.'s use of margin, etc.).

**Item 17 – Voting Client Securities**

One Degree Advisors, Inc. does not have any authority to and does not vote proxies on behalf of advisory clients. Clients retain the responsibility for receiving and voting proxies for any and all securities maintained in client portfolios. One Degree Advisors, Inc. may provide advice to clients regarding the clients' voting of proxies. Clients will receive their proxies or other solicitations directly from their custodian.

**Item 18 – Financial Information**

One Degree Advisors, Inc. does not require the prepayment of more than \$1,200 in fees per client, six months or more in advance. One Degree Advisors, Inc. accepts limited forms of discretion over clients' accounts, as described in Item 16 of this brochure. One Degree Advisors, Inc. is unaware of any financial condition that is reasonably likely to impair its ability to meet contractual commitments to clients. One Degree Advisors, Inc. has never been the subject of a bankruptcy proceeding.



## Brochure Supplement (Part 2B of Form ADV)

### **Audrey Coleman** **One Degree Advisors, Inc.**

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**This brochure supplement provides information about Audrey Coleman that supplements the One Degree Advisors, Inc.’s brochure. You should have received a copy of that brochure. Please contact us at (619) 282-3288 if you did not receive the One Degree Advisors, Inc. brochure or if you have any questions about the contents of this brochure.**

**Additional information about Audrey Coleman also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the “Investment Adviser Search” link and then search for “Individual” using the individual’s CRD number, 1428828.**

**Item 2 – Educational Background and Business Experience**

Audrey Coleman was born in 1953.

**Formal Education After High School:**

College of Financial Planning, preparation for CFP designation

- Associate's Degree, Liberal Arts, St. Louis Community College

**Professional Designations:**

Certified Financial Planner (CFP®) - This certification is obtained by completing an advanced college-level course of study addressing the financial planning subject areas that the CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, a comprehensive certification exam (administered in 10 hours over a 2 day period) and agreeing to be bound by the CFP Board's standard of professional conduct. As a prerequisite the IAR must have a bachelor's degree from a regionally accredited United States college or university (or foreign university equivalent) and have at least 3 years of full time financial planning experience (or equivalent measured at 2,000 hours per year). This designation requires 30 hours of continuing education every 2 years and renewing an agreement to be bound by the standards of professional conduct.

Accredited Investment Fiduciary (AIF) - This designation is obtained by completing a web- based or capstone program and a final certification exam. There is no prerequisite. The designation requires 6 hours of continuing education every year.

**Securities Registrations:**

Series 6 – The Investment Company Products/variable contracts Limited Representative (Series 6) qualifies a holder for the solicitation, purchase, and/or sale of redeemable securities of companies registered pursuant to the investment company act of 1940; securities of closed-end companies registered pursuant to the investment company act of 1940 during the period of original distribution only; and variable contracts and insurance premium funding programs and other contracts issued by an insurance company.

Series 7 – The General Securities Representative (Series 7) qualifies a holder for the solicitation, purchase, and/or sale of all securities products, including corporate securities, municipal securities, municipal fund securities, options, direct participation programs, investment company products, and variable contracts.

Series 24 –The General Securities Principal exam (Series 24) qualifies individuals as general securities principals who can manage or supervise the member's (broker dealer firm's) investment banking or securities business for corporate securities, direct participation programs, and investment company products/variable contracts.

Series 63 – The Uniform Securities Agent State Law (Series 63) qualifies holders as securities agents. The examination covers the principles of state securities regulation reflected in the uniform securities act.

**Business Background**

- One Degree Advisors, Inc., fka Coleman & Johnson Financial Advisors, 2001 to present, President and Investment Adviser Representative
- Securities America, Inc., 2014 to present, Registered Representative
- Securities America Advisors, Inc., 2014 to present, Investment Adviser Representative
- Cetera Advisor Networks, LLC, 1995 to 2014, Registered Representative, Investment Adviser Representative

**Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

**Item 4 – Other Business Activities**

As discussed in Item 10 of the ADV Part 2A, Audrey Coleman is a licensed agent with several life, disability, and other insurance companies. In such a capacity, Ms. Coleman may offer insurance products and receive the normal and customary commissions as a result of such a purchase. All compensation for such insurance sales is paid directly to Ms. Coleman. Audrey spends a limited amount of her time on this activity.

Ms. Coleman is also a Registered Representative of Securities America, Inc. and Investment Adviser Representative for Securities America Advisors, Inc. In her capacity as a registered representative, Ms. Coleman may recommend the purchase and sale of securities products. For offering securities products through Securities America, Ms. Coleman may receive commissions.

Incentive programs and cash/noncash compensation are strictly regulated by the SEC, FINRA, and Securities America compliance policies.

**Item 5 – Additional Compensation**

All additional compensation is disclosed in Item 4 above.

**Item 6 – Supervision**

Audrey Coleman, Chief Compliance Officer is responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives.

## Brochure Supplement (Part 2B of Form ADV)

### **Janice A. Thompson** **One Degree Advisors, Inc.**

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San Diego, CA 92108  
(619) 282-3288

[Janice@onedegreeadvisors.com](mailto:Janice@onedegreeadvisors.com)  
[www.onedegreeadvisors.com](http://www.onedegreeadvisors.com)

**This brochure supplement provides information about Janice Thompson that supplements the One Degree Advisors, Inc.'s brochure. You should have received a copy of that brochure. Please contact us at (619) 282-3288 if you did not receive the One Degree Advisors, Inc. brochure or if you have any questions about the contents of this brochure.**

**Additional information about Janice Thompson also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the "Investment Adviser Search" link and then search for "Individual" using the individual's CRD number, 3034523.**

**Item 2 – Educational Background and Business Experience**

Janice Thompson was born in 1953.

**Formal Education After High School:**

- MS, Financial Services with an emphasis in Estate Planning and Investments, 2001, American College
- BS, Business Administration, 1995, San Diego Christian College
- Communications (no degree obtained), 1974, Biola University

**Professional Designations:**

Certified Financial Planner (CFP®) - This certification is obtained by completing an advanced college-level course of study addressing the financial planning subject areas that the CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, a comprehensive certification exam (administered in 10 hours over a 2 day period) and agreeing to be bound by the CFP Board's standard of professional conduct. As a prerequisite, the IAR must have a bachelor's degree from a regionally accredited United States college or university (or foreign university equivalent) and have at least 3 years of full time financial planning experience (or equivalent measured at 2,000 hours per year). This designation requires 30 hours of continuing education every 2 years and renewing an agreement to be bound by the standards of professional conduct.

**Business Background**

- One Degree Advisors, Inc., 2014 to present, CEO and Investment Adviser Representative
- Strategic Financial Solutions, Inc., 2001-2014, President
- Securities America, Inc., 2003 to present, Registered Representative
- Securities America Advisors, Inc., 2003 to present, Investment Adviser Representative

**Securities Registrations:**

Series 6 – The Investment Company Products/variable contracts Limited Representative (Series 6) qualifies a holder for the solicitation, purchase, and/or sale of redeemable securities of companies registered pursuant to the investment company act of 1940; securities of closed-end companies registered pursuant to the investment company act of 1940 during the period of original distribution only; and variable contracts and insurance premium funding programs and other contracts issued by an insurance company.

Series 7 – The General Securities Representative (Series 7) qualifies a holder for the solicitation, purchase, and/or sale of all securities products, including corporate securities, municipal securities, municipal fund securities, options, direct participation programs, investment company products, and variable contracts.

Series 24 – The General Securities Principal exam (Series 24) qualifies individuals as general securities principals who can manage or supervise the member's (broker dealer firm's) investment banking or securities business for corporate securities, direct participation programs, and investment company products/variable contracts.

Series 31 – Futures Managed Funds – designed to show proficiency in futures industry related to commodity products.

Series 63 – The Uniform Securities Agent State Law (Series 63) qualifies holders as securities agents. The examination covers the principles of state securities regulation reflected in the uniform securities act.

Series 65 – designed to qualify candidates as investment adviser representatives.

Series 99 – Operations Professional – required of individuals who fall under the covered functions enumerated in FINRA Rule 1230(b)(6).

### **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

### **Item 4 – Other Business Activities**

As discussed in Item 10 of the ADV Part 2A, Janice Thompson is a licensed agent with several life, disability, and other insurance companies. In such a capacity, Ms. Thompson may offer insurance products and receive the normal and customary commissions as a result of such a purchase. All compensation for such insurance sales is paid directly to Ms. Thompson. Janice spends a limited amount of her time on this activity.

Ms. Thompson is also a Registered Representative of Securities America, Inc. and Investment Adviser Representative for Securities America Advisors, Inc. In her capacity as a registered representative, Ms. Thompson may recommend the purchase and sale of securities products. For offering securities products through Securities America, Ms. Thompson may receive commissions.

Incentive programs and cash/noncash compensation are strictly regulated by the SEC, FINRA, and Securities America compliance policies.

### **Item 5 – Additional Compensation**

All additional compensation is disclosed in Item 4 above.

**Item 6 – Supervision**

Audrey Coleman, Chief Compliance Officer is responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives. Ms. Coleman can be reached at (619) 282-3288.



## Brochure Supplement (Part 2B of Form ADV)

**Anthony Saffer**

**One Degree Advisors, Inc.**

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San Diego, CA 92108

(619) 282-3288

[anthony@onedegreeadvisors.com](mailto:anthony@onedegreeadvisors.com)

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

**This brochure supplement provides information about Anthony Saffer that supplements the One Degree Advisors, Inc.’s brochure. You should have received a copy of that brochure. Please contact us at (619) 282-3288 if you did not receive the One Degree Advisors, Inc. brochure or if you have any questions about the contents of this brochure.**

**Additional information about Anthony Saffer also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the “Investment Adviser Search” link and then search for “Individual” using the individual’s CRD number, 3259751.**

**Item 2 – Educational Background and Business Experience**

Anthony Saffer was born in 1977.

**Formal Education After High School:**

- B.A., Business Economics, University of San Diego

**Professional Designations:**

Certified Financial Planner (CFP®) - this certification is obtained by completing an advanced college-level course of study addressing the financial planning subject areas that the CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, a comprehensive certification exam (administered in 10 hours over a 2 day period) and agreeing to be bound by the CFP Board's standard of professional conduct. As a prerequisite, the IAR must have a bachelor's degree from a regionally accredited United States college or university (or foreign university equivalent) and have at least 3 years of full time financial planning experience (or equivalent measured at 2,000 hours per year). This designation requires 30 hours of continuing education every 2 years and renewing an agreement to be bound by the standards of professional conduct.

**Securities Registrations:**

Series 7 – the general securities representative (series 7) qualifies a holder for the solicitation, purchase, and/or sale of all securities products, including corporate securities, municipal securities, municipal fund securities, options, direct participation programs, investment company products, and variable contracts.

Series 66 – the uniform combined state law (series 66) qualifies holders as both securities agents and investment adviser representatives. The series 7 is a corequisite exam that needs to be successfully completed in addition to the series 66 exam before a holder can register with a state.

**Business Background**

- One Degree Advisors, Inc., fka Coleman & Johnson Financial Advisors, 2006 to present, Investment Adviser Representative
- One Degree Advisors, Inc., fka Coleman & Johnson Financial Advisors, 2016 to present, Vice President/Secretary
- Securities America, Inc., 2014 to present, Registered Representative
- Securities America Advisors, Inc., 2014 to present, Investment Adviser Representative
- Cetera Advisor Networks, LLC, 2006 to 2014, Registered Representative, Investment Adviser Representative

**Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

**Item 4 – Other Business Activities**

Anthony Saffer is a licensed agent with several life, disability, and other insurance companies. In such a capacity, Mr. Saffer may offer insurance products and receive the normal and customary commissions as a result of such a purchase. All compensation for such insurance sales is paid directly to Mr. Saffer. Anthony spends approximately 5% of his time on this activity.

Mr. Saffer is also a Registered Representative of Securities America, Inc. and Investment Adviser Representative for Securities America Advisors, Inc. In his capacity as a registered representative, Mr. Saffer may recommend the purchase and sale of securities products. For offering securities products through Securities America, Mr. Saffer may receive commissions.

Incentive programs and cash/noncash compensation are strictly regulated by the SEC, FINRA, and Securities America compliance policies.

**Item 5 – Additional Compensation**

All additional compensation is disclosed in Item 4 above.

**Item 6 – Supervision**

Audrey Coleman, Chief Compliance Officer is responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives. Ms. Coleman can be reached at (619) 282-3288.

## Brochure Supplement (Part 2B of Form ADV)

### Alexander E. Okugawa One Degree Advisors, Inc.

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This brochure supplement provides information about Alexander Okugawa that supplements the One Degree Advisors, Inc.’s brochure. You should have received a copy of that brochure. Please contact us at (619) 282-3288 if you did not receive the One Degree Advisors, Inc. brochure or if you have any questions about the contents of this brochure.

Additional information about Alexander Okugawa also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the “Investment Adviser Search” link and then search for “Individual” using the individual’s CRD number, 6489972.

**Item 2 – Educational Background and Business Experience**

Alexander Okugawa was born in 1993.

**Formal Education After High School:**

- B.S., Economics, 2015, University of Redlands
- Executive Certificate in Financial Planning, 2016, Indiana Wesleyan University

**Professional Designations:**

Certified Financial Planner (CFP®) - this certification is obtained by completing an advanced college-level course of study addressing the financial planning subject areas that the CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, a comprehensive certification exam (administered in 10 hours over a 2 day period) and agreeing to be bound by the CFP Board's standard of professional conduct. As a prerequisite, the IAR must have a bachelor's degree from a regionally accredited United States college or university (or foreign university equivalent) and have at least 3 years of full time financial planning experience (or equivalent measured at 2,000 hours per year). This designation requires 30 hours of continuing education every 2 years and renewing an agreement to be bound by the standards of professional conduct.

**Securities Registrations:**

Series 6 – The Investment Company Products/variable contracts Limited Representative (Series 6) qualifies a holder for the solicitation, purchase, and/or sale of redeemable securities of companies registered pursuant to the investment company act of 1940; securities of closed-end companies registered pursuant to the investment company act of 1940 during the period of original distribution only; and variable contracts and insurance premium funding programs and other contracts issued by an insurance company.

Series 63 – The Uniform Securities Agent State Law (Series 63) qualifies holders as securities agents. The examination covers the principles of state securities regulation reflected in the uniform securities act.

**Business Background**

- One Degree Advisors, Inc., 2019 to present, Investment Adviser Representative
- One Degree Advisors, Inc., 2015 to 2019, Advisor Support Specialist
- Securities America, Inc., 2019 to present, Registered Representative
- Securities America Advisors, Inc., 2019 to present, Investment Adviser Representative

**Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

**Item 4 – Other Business Activities**

Mr. Okugawa is a Registered Representative of Securities America, Inc. and Investment Adviser Representative for Securities America Advisors, Inc. In his capacity as a registered representative, Mr. Okugawa may recommend the purchase and sale of securities products. For offering securities products through Securities America, Mr. Okugawa may receive commissions.

Incentive programs and cash/noncash compensation are strictly regulated by the SEC, FINRA, and Securities America compliance policies.

**Item 5 – Additional Compensation**

All additional compensation is disclosed in Item 4 above.

**Item 6 – Supervision**

Audrey Coleman, Chief Compliance Officer is responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives. Ms. Coleman can be reached at (619) 282-3288.

## Brochure Supplement (Part 2B of Form ADV)

**James (Jody) J. Thomason**

**One Degree Advisors, Inc.**

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**This brochure supplement provides information about James J. Thomason that supplements the One Degree Advisors, Inc.’s brochure. You should have received a copy of that brochure. Please contact us at (619) 282-3288 if you did not receive the One Degree Advisors, Inc. brochure or if you have any questions about the contents of this brochure.**

**Additional information about James J. Thomason also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the “Investment Adviser Search” link and then search for “Individual” using the individual’s CRD number, 1074745.**



**Item 2 – Educational Background and Business Experience**

James Thomason was born in 1939.

**Formal Education After High School:**

- Pacific Coast Banking School, Banking and Finance certification; 1969
- San Jose State College, 1958; no degree obtained

**Professional Designations:**

Certified Financial Planner (CFP®) - this certification is obtained by completing an advanced college-level course of study addressing the financial planning subject areas that the CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, a comprehensive certification exam (administered in 10 hours over a 2 day period) and agreeing to be bound by the CFP Board's standard of professional conduct. As a prerequisite, the IAR must have a bachelor's degree from a regionally accredited United States college or university (or foreign university equivalent) and have at least 3 years of full time financial planning experience (or equivalent measured at 2,000 hours per year). This designation requires 30 hours of continuing education every 2 years and renewing an agreement to be bound by the standards of professional conduct.

**Securities Registrations:**

Series 7 – the general securities representative (series 7) qualifies a holder for the solicitation, purchase, and/or sale of all securities products, including corporate securities, municipal securities, municipal fund securities, options, direct participation programs, investment company products, and variable contracts.

Series 22 – Direct Participation (Limited Partnerships) – assesses the competency of an entry-level registered representative to perform his or her job as a direct programs representative.

Series 24 – The General Securities Principal exam (Series 24) qualifies individuals as general securities principals who can manage or supervise the member's (broker dealer firm's) investment banking or securities business for corporate securities, direct participation programs, and investment company products/variable contracts.

Series 27 – Financial and Operations Principal – assesses the competency of an entry-level financial and operations principal (FINOP) candidate to perform his or her job as a FINOP. The exam measures the degree to which each candidate possesses the knowledge and understanding of the financial responsibilities, rules and recordkeeping requirements of broker-dealers.

Series 39 – Direct Participation Programs Principal – The exam measures the degree to which each candidate possesses the knowledge needed to perform the critical functions of a DPP principal, including the rules and statutory provisions applicable to the

supervisory management of a broker-dealer that limits its products to direct participation programs.

Series 63 – The Uniform Securities Agent State Law (Series 63) qualifies holders as securities agents. The examination covers the principles of state securities regulation reflected in the uniform securities act.

### **Business Background**

- One Degree Advisors, Inc., 2018 to present, Investment Adviser Representative
- Securities America, Inc., 1994 to present, Registered Representative
- Securities America Advisors, Inc., 1994 to present, Investment Adviser Representative
- J.J. Thomason, Inc., 1977 to present, President, Real Estate Services

### **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

### **Item 4 – Other Business Activities**

James Thomason is a licensed agent with several life, disability, and other insurance companies. In such a capacity, Mr. Thomason may offer insurance products and receive the normal and customary commissions as a result of such a purchase. All compensation for such insurance sales is paid directly to Mr. Thomason. James spends approximately 5% of his time on this activity.

Mr. Thomason is also a Registered Representative of Securities America, Inc. and Investment Adviser Representative for Securities America Advisors, Inc. In his capacity as a registered representative, Mr. Thomason may recommend the purchase and sale of securities products. For offering securities products through Securities America, Mr. Thomason may receive commissions.

Incentive programs and cash/noncash compensation are strictly regulated by the SEC, FINRA, and Securities America compliance policies.

James Thomason is a real estate broker or dealer and his company, J.J. Thomason, Inc. is a licensed California real estate broker. Mr. Thomason spends a portion of his workweek on this activity, and he receives compensation in the forms of fees and commissions. This may be viewed as a conflict of interest. Clients are under no obligation to use Mr. Thomason for real estate transactions.

### **Item 5 – Additional Compensation**

All additional compensation is disclosed in Item 4 above.

**Item 6 – Supervision**

Audrey Coleman, Chief Compliance Officer is responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives. Ms. Coleman can be reached at (619) 282-3288.