

# RESOURCE MANAGEMENT, LLC.

SEC FILE # 801-55855

**ADV Part 2A, Firm Brochure**

**Dated: November 13, 2013**

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This brochure provides information about the qualifications and business practices of Resource Management, LLC. If you have any questions about the contents of this brochure, please contact us at 504-833-5378 or [randy@rmiadvisors.com](mailto:randy@rmiadvisors.com). 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 Resource Management, LLC. also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

References herein to Resource Management, LLC. 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**

Since its previous annual amendment filing on March 28, 2013, this Firm Brochure has been materially amended to reflect updated billing practices as provided in Items 4, 5, and 18 below.

## **Item 3           Table of Contents**

Item 1	Cover Page .....	1
Item 2	Material Changes .....	2
Item 3	Table of Contents .....	2
Item 4	Advisory Business .....	3
Item 5	Fees and Compensation .....	5
Item 6	Performance-Based Fees and Side-by-Side Management .....	6
Item 7	Types of Clients .....	6
Item 8	Methods of Analysis, Investment Strategies and Risk of Loss .....	7
Item 9	Disciplinary Information .....	8
Item 10	Other Financial Industry Activities and Affiliations .....	8
Item 11	Code of Ethics, Participation or Interest in Client Transactions and Personal Trading .....	8
Item 12	Brokerage Practices .....	9
Item 13	Review of Accounts .....	11
Item 14	Client Referrals and Other Compensation .....	11
Item 15	Custody .....	12
Item 16	Investment Discretion .....	12
Item 17	Voting Client Securities .....	13
Item 18	Financial Information .....	13

#### Item 4      Advisory Business

- A. Resource Management, LLC., (the “Registrant”) is a limited liability company that originally formed as a Louisiana corporation in 1983, and became a Louisiana limited liability company on November 1, 2012. The Registrant became an SEC-Registered Investment Adviser Firm on September 2, 1998. The Registrant is principally owned by Family Wealth Management, LLC.
- B. As discussed below, the Registrant offers to its clients (individuals, high net worth individuals, charitable organizations, pension and profit sharing plans, business entities, etc.) discretionary and/or non-discretionary investment advisory services, financial planning services, and consulting services.

#### **INVESTMENT ADVISORY AND FINANCIAL PLANNING SERVICES**

The client can engage the Registrant to provide discretionary and/or non-discretionary investment advisory services bundled with financial planning and consulting services on a *fee-only* basis. The Registrant’s annual investment advisory fee shall include investment advisory services and financial planning/consulting services, which is generally a flat fee based on the amount of time Registrant anticipates it will spend and the complexity of services to be provided for a particular account.

Before engaging the Registrant to provide investment advisory and financial planning/consulting services, clients are required to enter into an Investment Advisory Agreement with Registrant setting forth the terms and conditions of the engagement (including termination), describing the scope of the services to be provided, and the fee that is due from the client prior to Registrant commencing services.

The Registrant provides investment advisory services specific to the needs of each client. Before providing investment advisory services, an investment adviser representative will ascertain each client’s investment objective(s) and prepare a financial plan. Thereafter, the Registrant will allocate investment assets consistent with the designated investment objective(s). The Registrant primarily allocates client investment assets among various individual equity (stocks), debt (bonds), alternative investments and fixed income securities, mutual funds and/or exchange traded funds (“ETFs”) on a discretionary and/or non-discretionary basis in accordance with the client’s designated investment objective(s). Once allocated, the Registrant provides ongoing monitoring and review of account performance, asset allocation and client investment objectives.

If requested by the client, Registrant may recommend the services of other professionals for implementation purposes, including the Registrant’s representatives in their individual capacities as registered representatives of a broker-dealer and/or licensed insurance agents. 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 the Registrant. **Please Note:** If the client engages any such recommended professional, and a dispute arises thereafter relative to such engagement, the client agrees to seek recourse exclusively from and against the engaged professional. **Please Also Note:** It remains the client’s responsibility to promptly notify the Registrant if there is ever any change in

his/her/its financial situation or investment objectives for the purpose of reviewing/evaluating/revising Registrant's previous recommendations and/or services.

#### **MISCELLANEOUS**

**Non-Investment Consulting/Implementation Services.** If requested by the client, the Registrant may provide consulting services regarding non-investment related matters, such as estate planning, tax planning, insurance, etc. Neither the Registrant, nor any of its representatives, serves as an attorney or accountant, and no portion of the Registrant's services should be construed as same. To the extent requested by a client, the Registrant may recommend the services of other professionals for certain non-investment implementation purposes (i.e. attorneys, accountants, insurance, etc.), including representatives of the Registrant in their separate registered and/or licensed capacities as discussed below. 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 the Registrant. **Please Note:** If the client engages any such recommended professional, and a dispute arises thereafter relative to such engagement, the client agrees to seek recourse exclusively from and against the engaged professional. **Please Also Note:** It remains the client's responsibility to promptly notify the Registrant if there is ever any change in his/her/its financial situation or investment objectives for the purpose of reviewing/evaluating/revising Registrant's previous recommendations and/or services.

**Non-Discretionary Service Limitations.** Clients that determine to engage the Registrant on a non-discretionary investment advisory basis **must be willing to accept** that the Registrant cannot effect any account transactions without obtaining prior verbal consent to any such transaction(s) from the client. Thus, in the event of a market correction during which the client is unavailable, the Registrant will be unable to effect any account transactions (as it would for its discretionary clients) **without first obtaining the client's verbal consent.**

**Client Obligations.** In performing its services, Registrant shall not be required to verify any information received from the client or from the client's other professionals, and is expressly authorized to rely thereon. Moreover, each client is advised that it remains his/her/its responsibility to promptly notify the Registrant if there is ever any change in his/her/its financial situation or investment objectives for the purpose of reviewing/evaluating/revising Registrant's previous recommendations and/or services.

**Fee Differentials.** As indicated in Item 5 below, the Registrant shall price its services based upon various objective and subjective factors. As a result, Registrant's clients could pay diverse fees based upon the market value of their assets, the complexity of the engagement, and the level and scope of the overall investment advisory and/or consulting services to be rendered. As a result of these factors, the services to be provided by the Registrant to any particular client could be available from other advisers at lower fees. All clients and prospective clients should be guided accordingly.

**Disclosure Statement.** A copy of the Registrant's written Brochure as set forth on Part 2A of Form ADV shall be provided to each client prior to, or contemporaneously with, the execution of the Investment Advisory Agreement.

- C. The Registrant shall provide investment advisory services specific to the needs of each client. Prior to providing investment advisory services, an investment adviser representative will ascertain each client's investment objective(s). Thereafter, the Registrant shall allocate and/or recommend that the client allocate investment assets consistent with the designated investment objective(s). The client may, at anytime, impose reasonable restrictions, in writing, on the Registrant's services.
- D. The Registrant does not participate in a wrap fee program.
- E. As of December 31, 2012, the Registrant had \$721,000,000 in assets under management on a discretionary basis; and \$105,000,000 in assets under management on a non-discretionary basis.

## **Item 5            Fees and Compensation**

### **A. INVESTMENT ADVISORY AND FINANCIAL PLANNING SERVICES**

The client can engage the Registrant on a negotiable, *fee-only* basis to provide discretionary and/or non-discretionary investment advisory services bundled with financial planning and consulting services. Registrant's annual investment advisory fee typically ranges between \$2,500 and \$50,000 dollars, but may be reduced at the sole discretion of the Registrant depending upon the level and scope of service(s) required and the professional rendering the service(s).

The amount of Registrant's annual investment advisory fee is dependent on various objective and subjective factors, including the scope and complexity of the service being offered, the amount of assets under management, anticipated future earning capacity, anticipated future additional assets, related accounts, account composition, negotiations with the client and the qualifications of the professional(s) rendering the service(s). A very limited minority of Registrant's clients pay an annual fee based strictly upon the amount of assets under management. For these clients, the annual investment advisory fee is generally one half of one percent (0.50%).

Before engaging the Registrant to provide investment advisory services, clients are required to enter into a Discretionary and/or Non-Discretionary Investment Advisory Agreement, setting forth the terms and conditions of the engagement (including termination), describing the scope of the services to be provided, and the fee that is due from the client prior to Registrant commencing services.

- B. Clients may elect to have the Registrant's advisory fees deducted from their custodial account. Both Registrant's Investment Advisory Agreement and the custodial/clearing agreement may authorize the custodian to debit the account for the amount of the Registrant's investment advisory fee and to directly remit that management fee to the Registrant in compliance with regulatory procedures. When the Registrant bills the client directly, payment is due upon receipt of the Registrant's invoice. When the Registrant's fees are deducted directly from the Client's account, the Registrant shall deduct fees and/or bill clients annually in advance.

- C. As discussed below, unless the client directs otherwise or an individual client's circumstances require, the Registrant shall generally recommend that Charles Schwab and Co., Inc. ("*Schwab*") serve as the broker-dealer/custodian for client investment advisory assets. Broker-dealers such as *Schwab* charge brokerage commissions and/or transaction fees for effecting certain securities transactions (i.e. transaction fees are charged for certain no-load mutual funds, commissions are charged for individual equity and fixed income securities transactions). In addition to Registrant's investment advisory fee, brokerage commissions and/or transaction fees, clients will also incur, relative to all mutual fund and exchange traded fund purchases, charges imposed at the fund level (e.g. management fees and other fund expenses). When beneficial to the client, individual fixed-income and/or equity transactions may be effected through broker-dealers with whom Registrant and/or the client have entered into arrangements for prime brokerage clearing services, including effecting certain client transactions through other SEC registered and FINRA member broker-dealers (in which event, the client generally will incur both the transaction fee charged by the executing broker-dealer and a "tradeaway" fee charged by the withdrawing broker-dealer).
- D. Registrant's annual investment advisory fee shall be prorated and paid annually, in advance. The Registrant generally requires a minimum annual investment advisory fee of \$2,500. The Registrant, in its sole discretion, may charge a lesser investment advisory fee based upon certain criteria (i.e. anticipated future earning capacity, anticipated future additional assets, dollar amount of assets to be managed, related accounts, account composition, negotiations with client, etc.). The Investment Advisory Agreement between the Registrant and the client will continue in effect until terminated by either party by written notice in accordance with the terms of the Investment Advisory Agreement. Upon termination, the Registrant shall refund the pro-rated portion of the advanced advisory fee paid based upon the number of days remaining in the billing quarter and/or the number of days provided in the Investment Advisory Agreement.
- E. Neither the Registrant, nor its representatives accept compensation from the sale of securities or other investment products

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

Neither the Registrant nor any supervised person of the Registrant accepts performance-based fees.

#### **Item 7            Types of Clients**

The Registrant's clients generally include individuals, high net worth individuals, charitable organizations, pension and profit sharing plans, business entities, etc. The Registrant generally requires a minimum annual investment advisory fee of \$2,500. The Registrant, in its sole discretion, may charge a lesser investment advisory fee based upon certain criteria (i.e. anticipated future earning capacity, anticipated future additional assets, dollar amount of assets to be managed, related accounts, account composition, negotiations with client, etc.).

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

A. Registrant may utilize the following methods of security analysis:

- Charting - (analysis performed using patterns to identify current trends and trend reversals to forecast the direction of prices);
- Fundamental - (analysis performed on historical and present data, with the goal of making financial forecasts);
- Technical – (analysis performed on historical and present data, focusing on price and trade volume, to forecast the direction of prices); and
- Cyclical – (analysis performed on historical relationships between price and market trends, to forecast the direction of prices).

The Registrant may utilize the following investment strategies when implementing investment advice given to clients:

- Long Term Purchases (securities held at least a year)
- Short Term Purchases (securities sold within a year)

**Please Note: Investment Risk.** Investing in securities involves risk of loss that clients should be prepared to bear. Different types of investments involve varying degrees of risk, and it should not be assumed that future performance of any specific investment or investment strategy (including the investments and/or investment strategies recommended or undertaken by the Registrant) will be profitable or equal any specific performance level(s).

B. The Registrant's method of analysis and investment strategy does not present any significant or unusual risks.

However, every method of analysis has its own inherent risks. To perform an accurate market analysis the Registrant must have access to current/new market information. The Registrant has no control over the dissemination rate of market information; therefore, unbeknownst to the Registrant, certain analyses may be compiled with outdated market information, severely limiting the value of the Registrant's analysis. Furthermore, an accurate market analysis can only produce a forecast of the direction of market values. There can be no assurances that a forecasted change in market value will materialize into actionable and/or profitable investment opportunities.

The Registrant's primary investment strategies - Long Term Purchases and Short Term Purchases are fundamental investment strategies. However, every investment strategy has its own inherent risks and limitations. For example, longer term investment strategies require a longer investment time period to allow for the strategy to potentially develop. Shorter term investment strategies require a shorter investment time period to potentially develop but, as a result of more frequent trading, may incur higher transactional costs when compared to a longer term investment strategy.

C. Currently, the Registrant primarily allocates client investment assets among various individual equity (stocks), debt (bonds), alternative investments and fixed income securities, mutual funds and/or ETFs on a discretionary and/or non-discretionary basis in accordance with the client's designated investment objective(s).

**Item 9            Disciplinary Information**

The Registrant has not been the subject of disciplinary action that is reportable in this Item 9.

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

- A. Neither the Registrant, nor its representatives are registered or have an application pending to register as a broker-dealer or registered representative of a broker-dealer.
- B. Neither the Registrant, nor its representatives, are registered or have an application pending to register, as a futures commission merchant, commodity pool operator, a commodity trading advisor, or a representative of the foregoing.
- C. The Registrant has no other relationship or arrangement with a related person that is material to its advisory business.
- D. The Registrant does not recommend or select other investment advisors for its clients for which it receives compensation.

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

- A. The Registrant maintains an investment policy relative to personal securities transactions. This investment policy is part of Registrant's overall Code of Ethics, which serves to establish a standard of business conduct for all of Registrant's Representatives that is based upon fundamental principles of openness, integrity, honesty and trust, a copy of which is available upon request.

In accordance with Section 204A of the Investment Advisers Act of 1940, the Registrant also maintains and enforces written policies reasonably designed to prevent the misuse of material non-public information by the Registrant or any person associated with the Registrant.

- B. Neither the Registrant nor any related person of Registrant recommends, buys, or sells for client accounts, securities in which the Registrant or any related person of Registrant has a material financial interest.
- C. The Registrant and/or representatives of the Registrant *may* buy or sell securities that are also recommended to clients. This practice may create a situation where the Registrant and/or representatives of the Registrant are in a position to materially benefit from the sale or purchase of those securities. Therefore, this situation creates a potential conflict of interest. Practices such as "scalping" (i.e., a practice whereby the owner of shares of a security recommends that security for investment and then immediately sells it at a profit upon the rise in the market price which follows the recommendation) could take place if the Registrant did not have adequate policies in place to detect such activities. In addition, this requirement can help detect insider trading, "front-running" (i.e., personal trades executed prior to those of the Registrant's clients) and other potentially abusive practices.



The Registrant has a personal securities transaction policy in place to monitor the personal securities transactions and securities holdings of each of the Registrant's "Access Persons." The Registrant's securities transaction policy requires that Access Person of the Registrant must provide the Chief Compliance Officer or his/her designee with a written report of the their current securities holdings within ten (10) days after becoming an Access Person. Furthermore, Access Persons must provide the Chief Compliance Officer with a quarterly transaction report, detail all trades in the Access Person's account during the previous quarter; and on an annual basis, each Access Persons must provide the Chief Compliance Officer with a written report of the Access Person's current securities holdings. However, at any time that the Registrant has only one Access Person, he or she shall not be required to submit any securities report described above.

- D. The Registrant and/or representatives of the Registrant *may* buy or sell securities, at or around the same time as those securities are recommended to clients. This practice creates a situation where the Registrant and/or representatives of the Registrant are in a position to materially benefit from the sale or purchase of those securities. Therefore, this situation creates a potential conflict of interest. As indicated above in Item 11C, the Registrant has a personal securities transaction policy in place to monitor the personal securities transaction and securities holdings of each of Registrant's Access Persons.

## **Item 12      Brokerage Practices**

- A. In the event that the client requests that the Registrant recommend a broker-dealer/custodian for execution and/or custodial services (exclusive of those clients that may direct the Registrant to use a specific broker-dealer/custodian), Registrant generally recommends that investment advisory accounts be maintained at *Schwab*. Prior to engaging Registrant to provide investment advisory services, the client will be required to enter into a formal Investment Advisory Agreement with Registrant setting forth the terms and conditions under which Registrant shall manage the client's assets, and a separate custodial/clearing agreement with each designated broker-dealer/ custodian.

Factors that the Registrant considers in recommending *Schwab* (or any other broker-dealer/custodian to clients) include historical relationship with the Registrant, financial strength, reputation, execution capabilities, pricing, research, and service. Although the commissions and/or transaction fees paid by Registrant's clients shall comply with the Registrant'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 the Registrant 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 Registrant 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, Registrant's investment advisory fee. The Registrant'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.

1. Research and Additional Benefits

Although not a material consideration when determining whether to recommend that a client utilize the services of a particular broker-dealer/custodian, Registrant may receive from *Schwab* (or another broker-dealer/custodian) without cost (and/or at a discount) support services and/or products, certain of which assist the Registrant to better monitor and service client accounts maintained at such institutions. Included within the support services that may be obtained by the Registrant may be 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 Registrant in furtherance of its investment advisory business operations.

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

Registrant's clients do not pay more for investment transactions effected and/or assets maintained at *Schwab* as a result of this arrangement. There is no corresponding commitment made by the Registrant to *Schwab* or any other entity to invest any specific amount or percentage of client assets in any specific mutual funds, securities or other investment products as a result of the above arrangement.

**The Registrant's Chief Compliance Officer, D. Randolph Waesche, 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.**

2. The Registrant does not receive referrals from broker-dealers.
3. The Registrant does not generally accept directed brokerage arrangements (when a client requires that account transactions be effected through a specific broker-dealer). In such client directed arrangements, the client will negotiate terms and arrangements for their account with that broker-dealer, and Registrant will not seek better execution services or prices from other broker-dealers or be able to "batch" the client's transactions for execution through other broker-dealers with orders for other accounts managed by Registrant. As a result, client may pay higher commissions or other transaction costs or greater spreads, or receive less favorable net prices, on transactions for the account than would otherwise be the case.

**Please Note:** In the event that the client directs Registrant to effect securities transactions for the client's accounts through a specific broker-dealer, the client correspondingly acknowledges that such direction may cause the accounts to incur higher commissions or transaction costs than the accounts would otherwise incur had the client determined to effect account transactions through alternative clearing arrangements that may be available through Registrant.

**The Registrant's Chief Compliance Officer, D. Randolph Waesche, remains available to address any questions that a client or prospective client may have regarding the above arrangement.**

- B. To the extent that the Registrant provides investment advisory services to its clients, the transactions for each client account generally will be effected independently, unless the Registrant decides to purchase or sell the same securities for several clients at approximately the same time. The Registrant 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 the Registrant'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. The Registrant shall not receive any additional compensation or remuneration as a result of such aggregation.

### **Item 13      Review of Accounts**

- A. For those clients to whom Registrant provides investment supervisory services, account reviews are conducted on an ongoing basis by the Registrant's Principal. All investment supervisory clients are advised that it remains their responsibility to advise the Registrant of any changes in their investment objectives and/or financial situation. All clients (in person or via telephone) are encouraged to review financial planning issues (to the extent applicable), investment objectives and account performance with the Registrant on an annual basis.
- B. The Registrant *may* conduct account reviews on an other than periodic basis upon the occurrence of a triggering event, such as a change in client investment objectives and/or financial situation, market corrections and client request.
- C. Clients are provided, at least quarterly, with written transaction confirmation notices and regular written summary account statements directly from the broker-dealer/custodian and/or program sponsor for the client accounts. The Registrant may also provide a written periodic report summarizing account activity and performance.

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

- A. As referenced in Item 12.A.1 above, the Registrant may receive an indirect economic benefit from *Schwab*. The Registrant, without cost (and/or at a discount), may receive support services and/or products from *Schwab*.

Registrant's clients do not pay more for investment transactions effected and/or assets maintained at *Schwab* as a result of this arrangement. There is no corresponding commitment made by the Registrant to *Schwab* or any other entity to invest any specific amount or percentage of client assets in any specific mutual funds, securities or other investment products as a result of the above arrangement.

**The Registrant's Chief Compliance Officer, D. Randolph Waesche, 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 any such arrangement may create.**

- B. The Registrant does not compensate, directly or indirectly, any person, other than its representatives, for client referrals.

## **Item 15 Custody**

The Registrant shall have the ability to have its advisory fee for each client debited by the custodian on a quarterly basis. Clients are provided, at least quarterly, with written transaction confirmation notices and regular written summary account statements directly from the broker-dealer/custodian and/or program sponsor for the client accounts. The Registrant may also provide a written periodic report summarizing account activity and performance.

**Please Note:** Custody Situations: The Registrant engages in other practices and/or services on behalf of its clients that require disclosure at the Custody section of Part 1 of Form ADV, which practices and/or services are subject to an annual surprise examination by an independent CPA in full compliance with the requirements of Rule 206(4)-2 under the Investment Advisers Act of 1940. **The Registrant's Chief Compliance Officer, D. Randolph Waesche, remains available to address any questions that a client or prospective client may have regarding custody-related issues.**

**Please Note:** To the extent that the Registrant provides clients with periodic account statements or reports, the client is urged to compare any statement or report provided by the Registrant with the account statements received from the account custodian. **Please Also Note:** The account custodian does not verify the accuracy of the Registrant's advisory fee calculation.

## **Item 16 Investment Discretion**

The client can determine to engage the Registrant to provide investment advisory services on a discretionary or non-discretionary basis. Prior to the Registrant assuming discretionary authority over a client's account, client shall be required to execute an Investment Advisory Agreement, naming the Registrant as client's attorney and agent in fact, granting the Registrant full authority to buy, sell, or otherwise effect investment transactions involving the assets in the client's name found in the discretionary account.

Clients who engage the Registrant on a discretionary basis may, at anytime, impose restrictions, **in writing**, on the Registrant'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 the Registrant's use of margin, etc.).

**Item 17      Voting Client Securities**

- A. The Registrant does not vote client proxies. Clients maintain exclusive responsibility for: (1) directing the manner in which proxies solicited by issuers of securities owned by the client shall be voted, and (2) making all elections relative to any mergers, acquisitions, tender offers, bankruptcy proceedings or other type events pertaining to the client's investment assets.
- B. Clients will receive their proxies or other solicitations directly from their custodian. Clients may contact the Registrant to discuss any questions they may have with a particular solicitation.

**Item 18      Financial Information**

- A. The Registrant generally solicits fees of more than \$1,200, per client, six months or more in advance. As such, a balance sheet for the Registrant's most recent fiscal year is attached.
- B. The Registrant is unaware of any financial condition that is reasonably likely to impair its ability to meet its contractual commitments relating to its discretionary authority over certain client accounts.
- C. The Registrant has not been the subject of a bankruptcy petition.

**ANY QUESTIONS: The Registrant's Chief Compliance Officer, D. Randolph Waesche, remains available to address any questions that a client or prospective client may have regarding the above disclosures and arrangements.**

**RESOURCE MANAGEMENT, L.L.C.**

**AUDITED BALANCE SHEET**

*December 31, 2012*

**RESOURCE MANAGEMENT, L.L.C.**

**TABLE OF CONTENTS**

*December 31, 2012*

	<b>PAGE</b>
INDEPENDENT AUDITORS' REPORT .....	1-2
FINANCIAL STATEMENT	
Balance Sheet .....	3
NOTES TO FINANCIAL STATEMENT .....	4-6

# *Kushner LaGraize, LLC.*

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

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Members  
American Institute of CPA's  
Society of Louisiana CPA's

## INDEPENDENT AUDITORS' REPORT

To the Owner  
Resource Management, L.L.C.  
Metairie, Louisiana

We have audited the accompanying balance sheet of Resource Management, L.L.C. ("the Company") as of December 31, 2012 and the related notes.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of this financial statement in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statement that is free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on this financial statement based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statement.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



Opinion

In our opinion, the balance sheet referred to above presents fairly, in all material respects, the financial position of Resource Management, L.L.C. as of December 31, 2012 in accordance with accounting principles generally accepted in the United States of America.

*Kushner LaGraize, L.L.C.*

Metairie, Louisiana

April 30, 2013

# **RESOURCE MANAGEMENT, L.L.C.**

## **BALANCE SHEET** **December 31, 2012**

### **ASSETS**

#### **CURRENT ASSETS**

Cash and cash equivalents	\$ 60,995
Accounts receivable – trade	197,594
Prepaid expenses	3,672
Due from owner	<u>1,000</u>

**TOTAL CURRENT ASSETS** 263,261

\$ 263,261

### **LIABILITIES AND MEMBER'S DEFICIT**

#### **CURRENT LIABILITIES**

Accounts payable	\$ 3,163
Accrued expenses	51,249
Deferred revenue	<u>677,252</u>

**TOTAL CURRENT LIABILITIES** 731,664

#### **COMMITMENTS AND CONTINGENCIES**

**MEMBER'S DEFICIT** (468,403)

\$ 263,261

## **RESOURCE MANAGEMENT, L.L.C.**

### **NOTES TO FINANCIAL STATEMENT**

**December 31, 2012**

#### **NOTE 1 - NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES**

The following is a summary of significant accounting policies consistently applied in the preparation of the accompanying financial statement of Resource Management, L.L.C. (the "Company").

##### ***Nature of Business***

Resource Management, L.L.C. is an SEC registered investment advisor located in Metairie, Louisiana that provides investment management and financial planning services.

Effective November 14, 2012, the Company converted from a corporation to a Limited Liability Company (L.L.C.) and changed their name from Resource Management, Inc. to Resource Management, L.L.C. Family Wealth Management, L.L.C. is the sole member of the L.L.C. The liability of the member of the Company is limited to the member's total capital contributions.

##### ***Revenue Recognition***

Investment management fees are generally determined annually and collected in advance. Revenue from these fees is recognized over the period in which services are rendered. Unearned fees are reflected as deferred revenue.

##### ***Accounts Receivable***

Accounts receivable are recorded when invoices are issued and are presented in the balance sheet net of the allowance for doubtful accounts. Accounts receivable are written off when they are determined to be uncollectible. The allowance for doubtful accounts is estimated based upon a review of outstanding receivables, the existing economic conditions in the industry, and the financial stability of its customers. The Company generally does not require collateral from its customers. Accounts receivable are generally considered past due after 30 days. As of December 31, 2012, an allowance for doubtful accounts was not deemed necessary.

##### ***Income Taxes***

For the period January 1, 2012 through November 13, 2012, the Company will file its tax return as a C-corporation under the Internal Revenue Code. Management estimates that there will be no tax due for the period January 1, 2012 through November 13, 2012.

Effective November 14, 2012, the Company became a limited liability company which is taxed as a partnership for income tax purposes. As such, the Company does not incur federal or state income taxes. Instead its earnings and losses are included in the tax return of its member. Therefore, no provision or liability for federal or state income taxes has been included in the balance sheet at December 31, 2012. There were no income taxes due upon conversion.

**RESOURCE MANAGEMENT, L.L.C.**  
**NOTES TO FINANCIAL STATEMENT-CONTINUED**  
*December 31, 2012*

**NOTE 1 - NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES-(Continued)**

***Income Taxes-(Continued)***

The Company recognizes the tax benefit from uncertain tax positions only if it is "more likely than not" the tax position will be sustained on examination by the taxing authorities. To the extent the Company's assessment of such tax positions change, an adjustment will be recorded in the period in which the determination is made. No such adjustments were required for the year ended December 31, 2012.

***Use of Estimates***

The presentation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. These differences may be material.

***Fair Value of Financial Instruments***

FASB ASC 825, "Disclosures About Fair Value of Financial Instruments," requires disclosures of an estimate of fair value of certain financial instruments. The Company's significant financial instruments are cash and cash equivalents, accounts receivable, accounts payable and accrued expenses. The carrying value of these financial instruments approximates fair value at December 31, 2012.

**NOTE 2 - OFF-BALANCE SHEET RISK**

At December 31, 2012, the Company had bank balances of \$10,167 which was covered fully by federal depository insurance. Subsequent to year-end, the unlimited coverage by Federal Deposit Insurance Corporation ("FDIC") insurance of certain bank balances expired. As a result, future balances may exceed FDIC insurance limits. Those cash balances could be impacted if the underlying financial institutions fail or could be subject to other adverse conditions in the financial market.

**NOTE 3 - LEASES**

The Company leases office space under a noncancelable operating lease expiring in August 2013. Additionally, the Company entered into a lease agreement for real estate with a related party (a family member of the managing member of Family Wealth Management, L.L.C.) with annual rents due of \$15,000 through 2023. No leases contain restrictions on the Company's activities concerning dividends, acquiring debt or further leasing.

**RESOURCE MANAGEMENT, L.L.C.**  
**NOTES TO FINANCIAL STATEMENT-CONTINUED**  
*December 31, 2012*

**NOTE 3 – LEASES – (Continued)**

Future minimum lease expense under the terms of noncancelable operating leases as of December 31, 2012 is as follows:

<u>Years Ending</u> <u>December 31</u>	<u>Lease</u> <u>Obligations</u>
2013	\$ 54,057
2014	15,000
2015	15,000
2016	15,000
2017	15,000
Thereafter	<u>90,000</u>
	<u>\$ 204,057</u>

**NOTE 4 –CONTINGENCIES**

In the normal course of business, the Company is subject to litigation. The Company's insurance coverage is maintained for various aspects of business and operations. The Company is subject to a portion of losses under this coverage based on deductibles and limits inherent in the contracts.

**NOTE 5 - SUBSEQUENT EVENTS**

The Company has evaluated subsequent events through the date the balance sheet was available to be issued, which corresponds with the date of the independent auditors' report. No material subsequent events have occurred since December 31, 2012 that required recognition or disclosure in this financial statement.