

**Kohlhepp Investment Advisors, Ltd.
150 East State Street
Doylestown, Pennsylvania 18901**

**Phone: 215-340-5777
Fax: 215-340-5788
Web Site: www.kohlheppadvisors.com**

August 5, 2013

**FORM ADV PART 2A.
BROCHURE**

This brochure provides information about the qualifications and business practices of Kohlhepp Investment Advisors, Ltd. If you have any questions about the contents of this brochure, please contact us at 215-340-5777. 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 Kohlhepp Investment Advisors, Ltd. is also available on the SEC's website at www.adviserinfo.sec.gov. The searchable IARD/CRD number for Kohlhepp Investment Advisors, Ltd. is 113989.

Kohlhepp Investment Advisors, Ltd. is a Registered Investment Adviser. Registration with the United States Securities and Exchange Commission or any state securities authority does not imply a certain level of skill or training.

Table of Contents

<i>Advisory Business.....</i>	<i>1</i>
<i>Fees and Compensation</i>	<i>4</i>
<i>Performance-Based Fees and Side-By-Side Management</i>	<i>6</i>
<i>Types of Clients.....</i>	<i>7</i>
<i>Methods of Analysis, Investment Strategies and Risk of Loss.....</i>	<i>7</i>
<i>Disciplinary Information.....</i>	<i>7</i>
<i>Other Financial Industry Activities and Affiliations</i>	<i>8</i>
<i>Code of Ethics, Participation or Interest in Client Transactions and Personal Trading.....</i>	<i>11</i>
<i>Brokerage Practices</i>	<i>12</i>
<i>Review of Accounts.....</i>	<i>14</i>
<i>Client Referrals and Other Compensation.....</i>	<i>14</i>
<i>Custody.....</i>	<i>15</i>
<i>Investment Discretion</i>	<i>15</i>
<i>Voting Client Securities.....</i>	<i>15</i>
<i>Financial Information.....</i>	<i>16</i>
<i>Requirements for State-Registered Advisers.....</i>	<i>16</i>
<i>Additional Information.....</i>	<i>16</i>

Advisory Business

Form ADV Part 2A, Item 4

Kohlhepp Investment Advisors, Ltd.'s registration was granted by the U.S. Securities and Exchange Commission on September 24, 2001. Edward John Kohlhepp, Sr. (CRD Number 273292) is President and Chief Compliance Officer of the firm and owns eighty (80%) percent of the equity of the firm. Edward Kohlhepp, Jr. CRD Number 2814743, owns twenty (20%) percent of the equity of the firm. The firm is not publicly owned or traded. There are no indirect owners of the firm or intermediaries who have any ownership interest in the firm. The firm manages each client's portfolio on an individualized basis. Clients may impose restrictions on their accounts. The firm does not sponsor any wrap fee programs. As of December 31, 2012, the firm managed assets on a discretionary basis in the amount of \$100,353,878 which represented 786 accounts and on a nondiscretionary basis in the amount of \$30,492,289 which represented 663 accounts.

Firm provides comprehensive financial planning services to its clients.

Firm has third party asset management arrangements with Russell Investment Management Company, Morningstar, Genworth Financial Asset Management, and Blue Bell Private Wealth Management. These programs carry the fee structures disclosed below at item 5 and are payable by the client on a quarterly basis.

Firm also has a third party asset management arrangements with Manning & Napier Advisory Advantage, Clark Capital Management Group, Red Sky Capital Management, WBI Investments, Inc., Curian Capital LLC, BFP Capital Management and Cambridge Investment Research, Inc. according

to the fee schedules also disclosed below at item 5 which are also payable by the client on a quarterly basis.

Cambridge Asset Allocation Platform ("CAAP")

CAAP is a wrap fee platform sponsored by Cambridge Investment Research Advisors. ("CIRA"), an SEC-registered Investment Advisor, that may be recommended to clients by the Adviser/IAR, and that offers the Adviser/IAR an ability to select one or more CAAP strategies (described in Schedule H wrap fee brochure to be given to participating clients) using risk tolerance information provided by the client. The Adviser/IAR will recommend a portfolio based on one of several asset allocation models designed to meet the individual financial needs, investment objectives and risk tolerance of the client. Portfolios are comprised of load-waived mutual funds, no-load mutual funds or exchange-traded mutual funds (ETFs), and accounts are discretionary. Portfolios are selected through comprehensive due diligence by Consultants who are Registered Investment Advisers selected but not affiliated with CIRA, who use a screening process that looks at various investment criteria.

There is either a simple consultation approach offered to the client wherein simple financial planning advice is given to the client either in written or verbal form, or the "Financial Analysis" is offered to the client.

Financial Analysis. Firm provides investment advice based on an analysis of individual client's

financial data. Recommendations on the sale and purchase of investments are made on an individual basis. Once investment recommendations are made, clients may contract for periodic updates. For the “Financial Analysis” approach, Firm is compensated by this advisory client on the basis of a contractual fee. The contract is subject to termination at any time by the client. Any credit balance is refundable on a pro-rata basis.

In its work with outside custodial services such as Charles Schwab and Fidelity, Firm shall recommend mutual funds, ETFs, CDs, Bonds and other securities which are to be selected and used. This service is not investment supervisory in nature as it is not continuous but shall only be in the nature of a periodic analysis and review.

A fee, disclosed below at item 5, will be collected monthly or quarterly in arrears or in advance.

Firm and its principals use the services of Russell Investment Management Co., Morningstar, Cambridge Investment Research, Inc., Genworth Financial Asset Management, Blue Bell Private Wealth Management, Clark Capital Management Group, Red Sky Capital Management, WBI Investments, Inc. LLC, BFP Capital Management and the Advisory Advantage Corporation (Manning & Napier) for mutual fund and investment allocation advisory services. Firm receives compensation from each of these organizations pursuant to a pre-established fee schedule. Firm also works through Charles Schwab, Fidelity Registered Investment Advisory Group, Pershing LLC, Community National Bank, Sterling Trust Co., Genworth Financial Trust Company and Exeter Trust as custodians. Firm is not an affiliate of these other entities.

Some Kohlhepp Investment Advisors’ affiliated persons who are also registered representatives are

eligible to participate in the Cambridge Investment Group, Inc. private stock purchase program. Cambridge Investment Group, Inc. is 100% owner of CIRA and its affiliated broker/dealer CIR. Those from Kohlhepp Investment Advisors who participate in this program do not act as officers of Cambridge. However, they would have a percentage of ownership and have the ability to participate in Cambridge's overall profits. Kohlhepp Investment Advisors' affiliated persons who are also registered representatives are eligible to participate in the stock purchase program due to their affiliation as Registered Representatives of Cambridge. This arrangement between certain of Kohlhepp Investment Advisor's affiliated persons who are also registered representatives and Cambridge is a potential conflict of interest between Kohlhepp Investment Advisors and its clients in that it may inhibit Kohlhepp Investment Advisors' independent judgment concerning the best execution services offered by Cambridge and its clearing broker-dealers.

Fees and Compensation

Form ADV Part 2A, Item 5

In some of these programs, the fee is paid by the client directly to the third party manager and such manager pays Firm its share. In other programs, the client pays Firm directly. Payments may or may not be made through Cambridge.

Account fees are negotiable and subject to discounts on an account-by-account basis. A trading and processing fee or annual maintenance fee will also be assessed to CAAP accounts, which are detailed

in the CAAP Schedule H wrap fee brochure. Depending upon the CAAP platform utilized, client may be charged a tiered fee or a flat fee not to exceed 1.90%. The fee is a maximum combined fee charged to the client and shared by the Adviser and IAR.

Clients should thoroughly review the CAAP Schedule H prior to investing.

Financial Analysis. The fee is negotiable and varies from client to client, but does not exceed \$300.00 an hour. Sometimes, a retainer of up to \$750.00 is required before work will commence for the “Financial Analysis”.

On some occasions a fee based on percentage of assets comprising the financial plan will be charged. This fee will not exceed two and one-half (2.5%) percent of such assets. Assets will be considered to be the current market value of the assets on the date the contract is entered into and each respective anniversary. The minimum annual fee is \$500.00. The advisory fee is payable upon entering into contract and includes such direct costs as consultation, data gathering, record keeping, analysis, set up, etc. No fee shall be payable more than six (6) months in advance.

With regard to the non-securities activity, this will involve advice about retirement, insurance, tax and financial planning to individuals, partnerships and corporations on a fee basis up to \$300.00 per hour. This rate is negotiable but will not be less than \$100.00 per hour.

The advisory fee is payable upon entering into contract and includes such direct costs as consultation, data gathering, record keeping, analysis, set up, etc. The contract is subject to termination at any time by the client. The credit balance is refundable on a pro-rata basis.

Outside Custodial.

<u>\$ Amount</u>	<u>Annual Fee</u>
First \$250,000	1.50%
\$250,001 - \$500,000	1.25%
\$500,001 - \$1,000,000	1.00%
\$1,000,001 - \$3,000,000	0.90%
\$3,000,001 - \$5,000,000	0.80%
\$5,000,001 +	Negotiable

These fees are the maximum advisor fees for mutual fund accounts. Separate account managers, strategist and money managers shall impose additional fees. Additional program, platform and custodial fees may also be imposed.

Clients are always advised that when investing in mutual funds, he/she will be paying two fees; that is, an advisory fee to Kohlhepp Investment Advisors, Ltd. and an advisory fee to the investment advisor of the mutual fund.

Despite the foregoing, all fees are negotiable. Clients shall enjoy a five day penalty free right of rescission.

In lieu of, or in addition to, a retainer fee may be charged to the client with a minimum retainer of \$5,000.

Performance-Based Fees and Side-By-Side Management

Form ADV Part 2A, Item 6

None.

Types of Clients

Form ADV Part 2A, Item 7

Individuals.

Methods of Analysis, Investment Strategies and Risk of Loss

Form ADV Part 2A, Item 8

Methods of securities analysis shall be fundamental and technical analysis.

Investment strategies shall be long term purchases, short term purchases and trading.

Disciplinary Information

Form ADV Part 2A, Item 9

None.

Other Financial Industry Activities and Affiliations

Form ADV Part 2A, Item 10

Edward J. Kohlhepp, Sr. is a registered principal (Series 24) with Cambridge Investment Research, Inc. It is possible that as a result of this arrangement, the client may pay higher or lower commissions on the execution of a trade. All clients are always advised that they shall have total freedom to effect all securities transactions with any broker/dealer of their choice. Firm is not an affiliate of Cambridge.

Principal executive officers also advise clients on purchase of insurance and sell insurance products. Associated persons of Firm also engage in tax planning and the provision of tax advice for clients. Five (5%) percent of our time is spent on this.

Edward J. Kohlhepp, Senior and Edward J. Kohlhepp, Junior accept compensation for the sale of securities or other investment products, including asset-based sales charges or service fees from the sale of mutual funds. 1. This practice presents a conflict of interest and gives us an incentive to recommend investment products based on the compensation received, rather than on a client's needs. This creates a conflict of interest. However, the firm will recommend no-load mutual funds and ETFs in most circumstances 2. Clients have the option to purchase investment products that we recommend through other brokers or agents that are not affiliated with us. 3. The firm charges advisory fees and the above individuals may receive commission income as a result of product

sales. Advisory fees are not off-set by commission income.

Firm and its principals use the services of Russell Investment Management Co., Morningstar, Cambridge Investment Research, Inc., Genworth Financial Asset Management, Blue Bell Private Wealth Management, Clark Capital Management Group, Red Sky Capital Management, WBI Investments, Inc., Curian Capital LLC, BFP Capital Management and the Advisory Advantage Corporation (Manning & Napier) for mutual fund and investment allocation advisory services. Firm receives compensation from each of these organizations pursuant to a pre-established fee schedule. Firm also works through Charles Schwab, Fidelity Registered Investment Advisory Group, Pershing LLC, Community National Bank, Sterling Trust Co., Genworth Financial Trust Company and Exeter Trust as custodians. Firm is not an affiliate of these other entities.

Associated persons of Firm are involved in various insurance industry activities. Firm is not an affiliate of any insurance company or insurance agency.

Employees of Firm as registered representatives may sell securities such as mutual funds, variable annuities, limited partnerships, stocks, bonds and tax-free bonds through broker/dealers for commissions. All sales to clients will meet suitability requirements of the client and client will be advised that commissions from the sale of investments and insurance will be paid to Firm or its employees.

With respect to the Genworth Financial Wealth Management Program, Firm is entitled to receive a quarterly reimbursement from Genworth Financial Wealth Management, for qualified marketing and/or business development expenses incurred by Firm. The amount of such reimbursement is based on the total assets invested at the end of each calendar quarter in the Genworth Financial Wealth Management Program, as follows:

<u>Asset Level</u>	<u>Quarterly Reimbursement</u>
\$ 25 mm	\$1,250
\$ 35 mm	\$1,750
\$ 50 mm	\$2,500
\$ 75 mm	\$3,750
\$ 100 mm	\$5,000
\$ 125 mm	\$6,250
\$ 150 mm	\$7,500
\$ 175 mm	\$8,750
\$ 200 mm	\$10,000
\$ 225 mm	\$11,250
\$ 250 mm	\$12,500

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

Form ADV Part 2A, Item 11

The firm has adopted a written Code of Ethics in compliance with SEC Rule 204A-1. The code sets forth standards of conduct and requires compliance with federal securities laws. Our code also addresses personal trading and requires our employees to report their personal securities holdings and transactions to the Chief Compliance Officer of the firm. A copy of our Code of Ethics is provided to any client or prospective client upon request.

Equity and principal officers may purchase securities, mutual funds, ETFs, variable annuities, and limited partnerships that it recommends to clients. All clients of Firm are informed that the investment adviser and its employees may from time to time hold a position either directly or indirectly in securities and/or mutual funds that are recommended. No person associated with the registrant may trade in a recommended security to his advantage over a client.

Brokerage Practices

Form ADV Part 2A, Item 12

Edward J. Kohlhepp, Sr. is a registered principal (Series 24) with Cambridge Investment Research, Inc. It is possible that as a result of this arrangement, the client may pay higher or lower commissions on the execution of a trade. All clients are always advised that they shall have total freedom to effect all securities transactions with any broker/dealer of their choice. Firm is not an affiliate of Cambridge.

Associated persons are associated with Cambridge Investment Research, Inc. and will receive commissions from their representative broker/dealers upon sale of investment products for which commissions are payable and can also receive commissions from insurance companies upon the sale of life or health insurance. In connection with Firm's consulting services, Firm receives compensation. See Item 1.A., this schedule.

Clients wishing to implement the advice of the Firm's associated persons are free to select any broker they wish and are so informed. If clients wish to have the associated persons implement the advice in their capacities as registered representatives, their broker/dealer, Cambridge Investment Research, Inc. (CIR), will be used. CIR has a wide range of approved securities products for which CIR performs due diligence when selecting. CIR's registered representatives are required to adhere to these

products when implementing securities transactions. The commissions earned for these products may be higher or lower than commissions earned through another broker/dealer.

In addition, some of the Firm's associated persons have entered into an Equity Participation Plan with Cambridge Investment Research, Inc. (CIR). Under this arrangement, the Firm's associated persons have the ability to earn a percentage of CIR's overall profit ratio. The Firm's associated persons are not owners or officers of CIR. However, the Firm's associated persons are eligible to participate in the Equity Participation Plan due to their affiliation as registered representatives of CIR. This arrangement between the Firm's associated persons and CIR is a potential conflict of interest between the Firm and its clients in that it may inhibit the Firm's independent judgment concerning the best execution services offered by CIR.

While the Firm has an arrangement with CIR, and the clearing broker/dealers that have contracted with CIR, at least annually, the Firm will review alternative broker/dealers and custodians in the marketplace to ensure CIR and its custodians are meeting the Firm's duty to provide best execution for client accounts. The review will include a comparison to CIR and the currently used custodians which involve evaluating criteria such as overall expertise, cost competitiveness and financial condition. The quality of execution by CIR and custodians will be reviewed through trade journal evaluations. However, best execution does not simply mean the lowest transaction cost. Therefore, no single criteria will validate nor invalidate a custodian, but rather, all criteria taken together will be used in evaluating the currently utilized custodian. The recommendation of CIR is not influenced by any soft dollar services or benefits provided to the advisor.

Review of Accounts

Form ADV Part 2A, Item 13

Reviewers include Edward J. Kohlhepp, Sr., President, and Edward J. Kohlhepp, Jr., Vice President.

Reviews are conducted at least annually with most reviews occurring on a quarterly basis. Some accounts are reviewed more frequently based upon several factors including, but not limited to, a client's request, changes in a client's financial status and/or investment objective, or if a specific market or product event warrants it.

Client Referrals and Other Compensation

Form ADV Part 2A, Item 14

The services of paid solicitors may be utilized by Firm. Full compliance with the paid solicitation rules is maintained.

Principal executive officers also advise clients on purchase of insurance and sell insurance products. Associated persons of Firm also engage in tax planning and the provision of tax advice for clients. Five (5%) percent of our time is spent on this.

Custody

Form ADV Part 2A, Item 15

None.

Investment Discretion

Form ADV Part 2A, Item 16

Kohlhepp Investment Advisors, Ltd. will have, in its discretion, the power and authority to supervise and direct the account investments including the authority to buy, sell, exchange, convert or otherwise trade in any security. All transactions entered on behalf of the client shall be consistent with the client's stated financial condition and investment objectives.

Voting Client Securities

Form ADV Part 2A, Item 17

Firm shall not vote proxy statements on behalf of advisory clients.

Financial Information

Form ADV Part 2A, Item 18

Firm does not receive fees more than three months in advance.

Requirements for State-Registered Advisers

Form ADV Part 2A, Item 19

Not applicable.

Additional Information

None.

**Edward J. Kohlhepp, Sr.
Edward J. Kohlhepp, Jr.**

**Kohlhepp Investment Advisors, Ltd.
150 East State Street
Doylestown, Pennsylvania 18901**

Phone: 215-340-5777

August 5, 2013

**FORM ADV PART 2B
BROCHURE SUPPLEMENT**

This brochure supplement provides information about Edward J. Kohlhepp, Sr. and Edward J. Kohlhepp, Jr. that supplements the Kohlhepp Investment Advisors, Ltd. brochure. You should have received a copy of that brochure. Please contact Edward J. Kohlhepp, Sr., President and Chief Compliance Officer if you did not receive Kohlhepp Investment Advisors, Ltd.'s brochure or if you have any questions about the contents of this supplement.

Additional information about the above named individuals is available on the SEC's website at www.adviserinfo.sec.gov.

Table of Contents

<i>Educational Background and Business Experience</i>	<i>1</i>
<i>Disciplinary Information</i>	<i>4</i>
<i>Other Business Activities</i>	<i>5</i>
<i>Additional Compensation</i>	<i>6</i>
<i>Supervision</i>	<i>6</i>
<i>Requirements for State-Registered Advisers</i>	<i>6</i>

Educational Background and Business Experience

Form ADV Part 2B, Item 2

Edward J. Kohlhepp, Jr.

Date of Birth: 10/07/1970

Education: Fairfield University, B.S., Marketing, 1993

Pennsylvania State University, MBA, 2000

Designations: Certified Financial Planner™ Professional

Employment: Kohlhepp Investment Advisors, Ltd. 2000–present

Cambridge Investment Research, Inc. 2004-present

Lincoln Investment Planning, 2000-2004

The Vanguard Group, 1996–2000

Edward J. Kohlhepp, Sr.

Date of Birth: 8/11/1943

Education: LaSalle University, B.S., Accounting, 1966

Temple University, MBA, 1969

Designations: Certified Financial Planner™ Professional

Enrolled Actuary

Chartered Financial Consultant

Certified Pension Consultant

Chartered Life Underwriter

Member Society of Pension Actuaries

Employment: Kohlhepp Investment Advisors, Ltd. 1998-present

Cambridge Investment Research, Inc. 2004-present

Lincoln Investment Planning, Inc. 1969-2004

The **CERTIFIED FINANCIAL PLANNER™, CFP®** and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 62,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification

The Certified Pension Consultant (CPC) credential is conferred by ASPPA to benefits professionals working in plan administration, pension actuarial administration, insurance, and financial planning. CPCs work alongside employers to formulate, implement, administer and maintain qualified retirement plans.

Education Requirements

Earning ASPPA's CPC credential requires successful completion of the following exams:

- Retirement Plan Fundamentals Part 1 (RPF-1)
- Retirement Plan Fundamentals Part 2 (RPF-2)
- Defined Contribution Administrative Issues – Basic Concepts (DC-1)
- Defined Contribution Administrative Issues – Compliance Issues (DC-2)
- Defined Contribution Administrative Issues – Advanced Topics (DC-3)
- Administrative Issues of Defined Benefit Plans (DB)
- Certified Pension Consultant Modules
- Certified Pension Consultant (CPC)

Experience Requirement

Individuals with at least three years of retirement plan related experience may apply to the ASPPA Board of Directors for the CPC credential. Applicants must demonstrate competence in specific areas of retirement and related employee benefits consulting through completion of the CPC examination series offered by ASPPA.

The Member, Society of Pension Actuaries (MSPA) program was created for individuals providing defined benefit or actuarial consulting who are currently Enrolled Actuaries in good standing.

Credential Requirements

Applicants successfully completing the three examinations required for Enrolled Actuary status [A-1 (EA-1), A-2 (EA-2A) and A-3 (EA-2B)] with at least three years retirement plan related experience may apply for the MSPA credential. No additional ASPPA examinations are required for the MSPA credential. ASPPA does offer review courses for the Enrolled Actuary examinations.

The Joint Board for the Enrollment of Actuaries (JBEA) administers two actuarial examinations, EA-1 and the EA-2 (Segment A or EA-2A and Segment B or EA-2B) that must be successfully completed by individuals to satisfy the actuarial knowledge requirement for the designation of Enrolled Actuary. These examinations are co-sponsored by ASPPA, the Society of Actuaries and the Joint Board for the Enrollment of Actuaries. Applications for the EA-1, EA-2A and EA-2B examinations may be obtained from the Society of Actuaries, visit www.soa.org.

Chartered Life Underwriter (CLU) is a professional designation for individuals who wish to specialize in life insurance and estate planning. Individuals must complete five core courses and three elective courses, and successfully pass all eight two-hour, 100-question examinations in order to receive the designation.

<http://www.theamericancollege.edu/insurance-education/clu-insurance-specialty>

Chartered Financial Consultant (ChFC) is a professional designation representing completion of a comprehensive course consisting of financial education, examinations and practical experience. Chartered Financial Consultant designations are granted by The American College upon completion of seven required courses and two elective courses. Those who earn the designation are understood to be knowledgeable in financial matters and to have the ability to provide sound advice. <http://www.theamericancollege.edu/financial-planning/chfc-advanced-financial-planning>

An **Enrolled Actuary** is any individual who has satisfied the standards and qualifications as set forth in the regulations of the Joint Board for the Enrollment of Actuaries and who has been approved by the Joint Board to perform actuarial services required under the Employee Retirement Income Security Act of 1974 (ERISA).

The Joint Board for the Enrollment of Actuaries administers two examinations to prospective Enrolled Actuaries. Once the two examinations have been passed, and an individual has also obtained sufficient relevant professional experience, that individual becomes an Enrolled Actuary.

The first exam (EA-1) tests basic knowledge of the mathematics of compound interest, the mathematics of life contingencies, and practical demographic analysis.

The second (EA-2) examination consists of two segments. Segment A covers the selection of actuarial assumptions, actuarial cost methods, and the calculation of minimum (required) and maximum (tax-deductible) contributions to pension plans. Segment B tests knowledge of relevant federal pension laws (in particular, the provisions of ERISA) as they affect pension actuarial practice.

Disciplinary Information

Form ADV Part 2B, Item 3

Neither Edward J Kohlhepp, Sr. nor Edward J Kohlhepp, Jr has any disciplinary history. For more information, clients can refer to Broker Check (www.FINRA.org) and also the SEC Investor Advisor Public Disclosure website (www.SEC.gov).

Other Business Activities

Form ADV Part 2B, Item 4

Edward J. Kohlhepp, Sr. is a registered principal (Series 24) with Cambridge Investment Research, Inc. It is possible that as a result of this arrangement, the client may pay higher or lower commissions on the execution of a trade. All clients are always advised that they shall have total freedom to effect all securities transactions with any broker/dealer of their choice. Firm is not an affiliate of Cambridge.

Principal executive officers also advise clients on purchase of insurance and sell insurance products. Associated persons of Firm also engage in tax planning and the provision of tax advice for clients. Five (5%) percent of our time is spent on this.

Edward J. Kohlhepp, Senior and Edward J. Kohlhepp, Junior accept compensation for the sale of securities or other investment products, including asset-based sales charges or service fees from the sale of mutual funds. 1. This practice presents a conflict of interest and gives us an incentive to recommend investment products based on the compensation received, rather than on a client's needs. This creates a conflict of interest. However, the firm will recommend no-load mutual funds and ETFs in most circumstances 2. Clients have the option to purchase investment products that we recommend through other brokers or agents that are not affiliated with us. 3. The firm charges advisory fees and the above individuals may receive commission income as a result of product sales. Advisory fees are not off-set by commission income.

Firm and its principals use the services of Russell Investment Management Co., Morningstar, Cambridge Investment Research, Inc., Genworth Financial Asset Management, Blue Bell Private Wealth Management, Clark Capital Management Group, Red Sky Capital Management, WBI Investments, Inc., Curian Capital LLC, BFP Capital Management and the Advisory Advantage Corporation (Manning & Napier) for mutual fund and investment allocation advisory services. Firm receives compensation from each of these organizations pursuant to a pre-established fee schedule. Firm also works through Charles Schwab, Fidelity Registered Investment Advisory Group, Pershing LLC, Community National Bank, Sterling Trust Co., Genworth Financial Trust Company and Exeter Trust as custodians. Firm is not an affiliate of these other entities.

Associated persons of Firm are involved in various insurance industry activities. Firm is not an affiliate of any insurance company or insurance agency.

Employees of Firm as registered representatives will sell securities such as mutual funds, variable annuities, limited partnerships, stocks, bonds and tax-free bonds through broker/dealers for commissions. All sales to clients will meet suitability requirements of the client and client will be advised that commissions from the sale of investments and insurance will be paid to Firm or its employees.

With respect to the Genworth Financial Wealth Management Program, Firm is entitled to receive a quarterly reimbursement from Genworth Financial Wealth Management, for qualified marketing and/or business development expenses incurred by Firm. The amount of such reimbursement is based on the total assets invested at the end of each calendar quarter in the Genworth Financial Wealth Management Program, as

follows:

<u>Asset Level</u>	<u>Quarterly Reimbursement</u>
\$ 25 mm	\$1,250
\$ 35 mm	\$1,750
\$ 50 mm	\$2,500
\$ 75 mm	\$3,750
\$ 100 mm	\$5,000
\$ 125 mm	\$6,250
\$ 150 mm	\$7,500
\$ 175 mm	\$8,750
\$ 200 mm	\$10,000
\$ 225 mm	\$11,250
\$ 250 mm	\$12,500

Kohlhepp Investment Advisors' affiliated persons who are registered representatives are eligible to participate in the Cambridge Investment Group, Inc. private stock purchase program. Cambridge Investment Group, Inc. is 100% owner of CIRA and its affiliated broker/dealer CIR. Individuals affiliated with Kohlhepp Investment Advisors who participate in this program do not act as officers of Cambridge. However, they would have a percentage of ownership and have the ability to participate in Cambridge's overall profits. Kohlhepp Investment Advisors' affiliated persons who are registered representatives are eligible to participate in the stock purchase program due to their affiliation as Registered Representatives of Cambridge. This arrangement between Kohlhepp Investment Advisors and Cambridge is a potential conflict of interest between Kohlhepp Investment Advisors and its clients in that it may inhibit Kohlhepp Investment Advisors' independent judgment concerning the best execution services offered by Cambridge and its clearing broker-dealers.

Additional Compensation

Form ADV Part 2B, Item 5

Disclosed at item 4, above.

Supervision

Form ADV Part 2B, Item 6

Edward J. Kohlhepp, Sr., as Chief Compliance Officer of the firm supervises associated persons.

Requirements for State-Registered Advisers

Form ADV Part 2B, Item 7

Not applicable.