



## Client Brochure

*This brochure provides information about the qualifications and business practices of VW Advisors, LLC. If you have any questions about the contents of this brochure, please contact us at (515) 223-6068 or by email at: [dawn@vanderweideadvisors.com](mailto:dawn@vanderweideadvisors.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 VW Advisors, LLC is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). VW Advisors, LLC's CRD number is: 146911*

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*Registration does not imply a certain level of skill or training. Version Date: 3/9/2011*

## **Item 2: Material Changes**

There are no material changes in this brochure from VW Advisors, LLC's last annual update filing on January 15, 2010. Material changes relate to VW Advisors, LLC's policies, practices or conflicts of interests only.

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## Item 4: Advisory Business

### A. Description of the Advisory Firm

This firm has been in business since 2008, and the principal owner is Douglas Dean Vander Weide.

### B. Types of Advisory Services

VW Advisors, LLC (hereinafter “VWA”) offers the following services to advisory clients:

#### *Investment Supervisory Services*

VWA offers ongoing portfolio management services based on the individual goals, objectives, time horizon, and risk tolerance of each client. VWA creates an Investment Advisory Contract for each client, which outlines the client’s current situation (income, tax levels, and risk tolerance levels) and then constructs a plan (the Investment Advisory Contract) to aid in the selection of a portfolio that matches each client’s specific situation. Investment Supervisory Services include, but are not limited to, the following:

- Investment strategy
- Asset allocation
- Risk tolerance
- Personal investment policy
- Asset selection
- Regular portfolio monitoring

VWA evaluates the current investments of each client with respect to their risk tolerance and time horizon. VWA requests discretionary authority from clients in order to select securities and execute transactions without permission from the client prior to each transaction. Risk tolerance levels are documented in the Investment Advisory Contract, which is signed by each client.

#### *Financial Planning*

Financial planning may include, but is not limited to: investment planning, insurance planning, tax concerns, retirement planning, education planning, and debt/credit planning. The fees associated with these services are variable depending upon the complexity of the services needed. Each client’s financial planning fee is documented in Exhibit II of the Investment Advisory Contract.

#### *Services Limited to Specific Types of Investments*

VWA offers investment advice and/or money management to mutual funds, equities, bonds, fixed income, debt securities, ETFs, third party money managers, REITs, private placements, government securities. VWA may use other securities as well to help diversify a portfolio when applicable. Upon request, VWA may offer advice on securities that clients hold outside of their accounts at VWA.

### **C. Client Tailored Services and Client Imposed Restrictions**

VWA offers the same suite of services to all of its clients. However, specific client financial plans and their implementation are dependent upon the client Investment Advisory Contract which outlines each client's current situation (income, tax levels, and risk tolerance) and is used to construct a client specific plan to aid in the selection of a portfolio that matches restrictions, needs, and targets.

Clients may impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs. However, if the restrictions prevent VWA from properly servicing the client account, or if the restrictions would require VWA to deviate from its standard suite of services, VWA reserves the right to end the relationship.

### **D. Wrap Fee Programs**

VWA does not participate in any wrap fee programs.

### **E. Amounts Under Management**

VWA has the following assets under management:

<b>Discretionary Amounts:</b>	<b>Non-discretionary Amounts:</b>	<b>Date Calculated:</b>
\$37,300,000	\$4,700,000.	12/20/2010

## Item 5: Fees and Compensation

### A. Fee Schedule

#### *Investment Supervisory Services Fees*

Total Assets Under Management	Annual Fee
\$100,000 - \$1,000,000	1.50%
\$1,000,001 - \$2,000,000	1.20%
\$2,000,001 - \$5,000,000	0.90%
Above \$5,000,000	Negotiable

These fees are negotiable and the final fee schedule is attached as Exhibit II of the Investment Advisory Contract. Fees are paid quarterly in arrears. Clients may terminate their contracts with thirty days' written notice. Because fees are charged in arrears, no refund policy is necessary. Clients may terminate their accounts without penalty within 5 business days of signing the advisory contract. Advisory fees are withdrawn directly from the client's accounts with client written authorization.

#### *Financial Planning Fees*

##### *Fixed Fees*

Depending upon the complexity of the situation and the needs of the client, the rate for financial planning is between \$1,000 and \$15,000. Fees are paid in advance, but never more than three months in advance. Fees that are charged in advance can be refunded based on the prorated amount of work completed at the point of termination. The fees are negotiable and the final fee schedule will be attached as Exhibit II of the Investment Advisory Contract. Clients may terminate their contracts without penalty within five business days of signing the advisory contract. After such time, clients may terminate their account with thirty days written notice.

### B. Payment of Fees

#### *Payment of Investment Supervisory Fees*

Advisory fees are withdrawn directly from the client's account(s) with client written authorization. Fees for assets under management are paid quarterly in arrears.

## ***Payment of Financial Planning Fees***

Fixed Financial Planning fees are paid via check or journal request, but never more than three months in advance. Fees that are charged in advance can be refunded based on the prorated amount of work completed at the point of termination.

### **C. Clients Are Responsible For Third Party Fees**

Clients are responsible for the payment of all third party fees (i.e. custodian fees, mutual fund fees, transaction fee etc.). Those fees are separate and distinct from the fees charged by VWA. Please see Item 12 of this brochure regarding broker/custodian.

### **D. Prepayment of Fees**

VWA only collects financial planning fees in advance. Fees that are collected in advance will be refunded based on the prorated amount of work completed at the point of termination. Fees will be returned within fourteen days to the client via check or to be deposited back into client's account.

### **E. Outside Compensation For the Sale of Securities to Clients**

Neither VWA nor its supervised persons accept any compensation for the sale of securities or other investment products, including asset-based sales charges or services fees from the sale of mutual funds.

## **Item 6: Performance-Based Fees and Side-By-Side Management**

VWA does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

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

VWA generally provides investment advice and/or management supervisory services to the following Types of Clients:

- ❖ Individuals
- ❖ High-Net-Worth Individuals
- ❖ Trusts, Estates, or Charitable Organizations
- ❖ Corporations or Business Entities

### ***Minimum Account Size***

There is an account minimum, \$100,000, which may be waived by the investment advisor, based on the needs of the client and the complexity of the situation.



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

### **A. Methods of Analysis and Investment Strategies**

VWA's primary method of analysis includes fundamental analysis.

**Fundamental analysis** involves the analysis of financial statements, the general financial health of companies, and/or the analysis of management or competitive advantages.

**Investing in securities involves a risk of loss of principal.**

### **B. Material Risks Involved**

VWA primarily uses long term trading strategies. Short Term Trading, Margin Transactions, and Options may be used on occasion.

VWA utilizes investment strategies that are designed to capture market rates of both return and risk. Frequent trading, if done, can affect investment performance, particularly through increased brokerage and other transaction costs and taxes. Margin transactions and options writing generally hold greater risk and clients should be aware that there is a chance of material risk of loss using any of those strategies.

**Investing in securities involves a risk of loss of principal.**

### **C. Risks of Specific Securities Utilized**

VWA generally seeks investment strategies that do not involve significant or unusual risk beyond that of the general domestic and/or international equity markets.

**Past performance is not a guarantee of future returns. Investing in securities involves a risk of loss of principal.**

## **Item 9: Disciplinary Information**

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business or the integrity of VWA management.

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

### **A. Registration as a Broker/Dealer or Broker/Dealer Representative**

Neither VWA nor its representatives are registered as a broker/dealer or as representatives of a broker/dealer.

### **B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor**

Neither VWA nor its representatives are registered as a FCM, CPO, or CTA.

### **C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests**

Douglas Vander Weide and William Streff are licensed insurance agents in the state of Iowa. As an ancillary service, VWA provides clients advice or products from those activities. Clients should be aware that these services pay a commission and involve a possible conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. VWA always acts in the best interest of the client; including the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of VWA in their capacity as an insurance agent.

### **D. Selection of Other Advisors or Managers and How This Adviser is Compensated for Those Selections**

VWA does not utilize nor select other advisors or third party managers. All assets are managed by VWA management.

## **Item 11: Code of Ethics, Participation in Transactions, Personal Trading**

### **A. Code of Ethics**

VWA has a written Code of Ethics that covers the following areas: Prohibited Purchases and Sales, Insider Trading, Personal Securities Transactions, Exempted Transactions, Prohibited Activities, Conflicts of Interest, Gifts and Entertainment, Confidentiality, Service on a Board of Directors, Compliance Procedures, Compliance with Laws and Regulations, Procedures and Reporting, Certification of Compliance, Reporting Violations, Compliance Officer Duties, Training and Education, Recordkeeping, Annual Review, and Sanctions. Clients may request a copy of VWA's Code of Ethics from management.

### **B. Recommendations Involving Material Financial Interests**

VWA does not recommend that clients buy or sell any security in which a related person to VWA has a material financial interest.

### **C. Investing Personal Money in the Same Securities as Clients**

From time to time, representatives of VWA may buy or sell securities for themselves that they also recommend to clients. VWA will always document any transactions that could be construed as conflicts of interest and will always transact client business before their own when similar securities are being bought or sold.

### **D. Trading Securities At/Around the Same Time as Clients' Securities**

From time to time, representatives of VWA may buy or sell securities for themselves at or around the same time as clients.

## **Item 12: Brokerage Practices**

### **A. Factors Used to Select Custodians and/or Broker/Dealers**

Schwab Institutional was chosen as the custodian based on their relatively low transaction fees and access to mutual funds and ETFs. VWA does not charge a premium or commission on transactions, beyond the actual cost imposed by Schwab Institutional.

### ***1. Research and Other Soft-Dollar Benefits***

VWA receives no research, product, or service other than execution from a broker-dealer or third-party in connection with client securities transactions ("soft dollar benefits").

### ***2. Brokerage for Client Referrals***

VWA receives no referrals from a broker-dealer or third party in exchange for using that broker-dealer or third party.

### ***3. Clients Directing Which Broker/Dealer/Custodian to Use***

VWA will not allow clients to direct VWA to use a specific broker-dealer to execute transactions. Clients must use VWA recommended custodian (broker-dealer). By requiring clients to use a specific custodian, VWA may be unable to achieve most favorable execution of client transaction and that this may cost clients money over using a lower-cost custodian.

## **B. Aggregating (Block) Trading for Multiple Client Accounts**

VWA maintains the ability to block trade purchases across accounts.

## **Item 13: Reviews of Accounts**

### **A. Frequency and Nature of Periodic Reviews and Who Makes Those Reviews**

Client accounts are reviewed at least quarterly by Douglas Vander Weide or William Streff. They are the chief advisors and are instructed to review clients' accounts with regards to their investment policies and risk tolerance levels. All accounts at VWA are assigned to these reviewers.

All financial planning accounts are reviewed upon financial plan creation and plan delivery by Douglas Vander Weide or William Streff.

### **B. Factors That Will Trigger a Non-Periodic Review of Client Accounts**

Reviews may be triggered by material market, economic or political events, or by changes in client's financial situation (such as retirement, termination of employment, physical move, or inheritance).

### **C. Content and Frequency of Regular Reports Provided to Clients**

Each client will receive quarterly written reports detailing account performance.

Clients may be provided with financial planning deliverables. Such deliverables could include any of the following: cash flow analysis, net worth statement, retirement projections, education analysis and/or VWA's proprietary wealth management system. Verbal advice may also be given which may or may not include tangible deliverables.

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

### **A. Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)**

VWA has engaged in a consulting relationship with BioProtection Systems Corporation (BPS) and NewLink Genetics (NLG) to work with the owners and its executives to provide financial planning services to its employees. This relationship is extended to working with and advising the companies on financial matters. VWA will receive shares of company stock from BPS and NLG for these services. VWA may also receive shares of stocks for referring investors to BPS or NLG. VWA receives a cash referral fee from MD Investors in exchange for referring clients to MD Investors. **ONLY ACCREDITED CLIENTS ARE SOLICITED TO INVEST IN BPS and/or NLG.**

### **B. Compensation to Non - Advisory Personnel for Client Referrals**

VWA does not directly or indirectly compensate any person for client referrals.

## **Item 15: Custody**

VWA does not take custody of client accounts at any time. Custody of client's accounts is held primarily at the Custodian. Clients will receive account statements from the custodian and should carefully review those statements.

## **Item 16: Investment Discretion**

For those client accounts where VWA provides ongoing supervision, VWA maintains limited power of authority over client accounts with respect to securities to be bought and sold and amount of securities to be bought and sold. All buying and selling of securities is explained to clients in detail before an advisory relationship has commenced.

## **Item 17: Voting Client Securities (Proxy Voting)**

VWA will not ask for, nor accept voting authority for client securities. Clients will receive proxies directly from the issuer of the security or the custodian. Clients should direct all proxy questions to the issuer of the security.

## **Item 18: Financial Information**

### **A. Balance Sheet**

VWA does not require prepayment for assets under management fees. Pre-payment of financial planning fees is required, and is quarterly in advance. These fees vary based on the complexity of the situation.

### **B. Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients**

Neither VWA nor its management has any financial conditions that are likely to reasonably impair its ability to meet contractual commitments to clients.

### **C. Bankruptcy Petitions in Previous Ten Years**

VWA has not been the subject of a bankruptcy petition in the last ten years.