

Firm Brochure

(Part 2A of Form ADV)



Trajan Wealth, L.L.C.

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This brochure provides information about the qualifications and business practices of Trajan Wealth, L.L.C. Being registered as a registered investment adviser does not imply a certain level of skill or training. If you have any questions about the contents of this brochure, please contact us at 480-214-9835 or by email at: jeff@trajanwealth.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 Trajan Wealth, L.L.C. (IARD # 158847) is available on the SEC's website at www.adviserinfo.sec.gov

October 20, 2017

Trajan Wealth, L.L.C.

Item 2: Material Changes

Annual Update

The Material Changes section of this brochure will be updated annually or when material changes occur since the previous release of the Firm Brochure. Each year, we will ensure that you receive a summary of any material changes to this and subsequent brochures by April 30th. We will further provide you with our most recent brochure at any time at your request, without charge. You may request a brochure by contacting us at (480) 214-9835 or jeff@trajanwealth.com.

Material Changes since the Last Update

Since the last Annual Update dated March 31, 2017, Trajan Wealth, LLC has had the following material changes:

- Effective August 2017, Trajan Wealth has soft dollar arrangements. Please see Item 12 Brokerage Practices for detailed information.

Full Brochure Available

This Firm Brochure being delivered is the complete brochure for the Firm.

Item 3: Table of Contents

Form ADV – Part 2A – Firm Brochure

Item 1: Cover Page

Item 2: Material Changes i

Annual Update i

Material Changes since the Last Update i

Full Brochure Available i

Item 3: Table of Contents ii

Item 4: Advisory Business..... 5

Firm Description..... 5

Types of Advisory Services 5

Client Tailored Services and Client Imposed Restrictions 6

Wrap Fee Programs 6

Client Assets under Management..... 7

Item 5: Fees and Compensation 7

Method of Compensation and Fee Schedule 7

Client Payment of Fees 8

Additional Client Fees Charged 8

Prepayment of Client Fees 9

External Compensation for the Sale of Securities to Clients 9

Item 6: Performance-Based Fees 9

Sharing of Capital Gains..... 9

Item 7: Types of Clients 9

Description 9

Account Minimums 9

Item 8: Methods of Analysis, Investment Strategies and Risk of Loss 9

Methods of Analysis and Investment Strategies..... 9

Investment Strategy and Method of Analysis Material Risks 10

Security Specific Material Risks 10

Item 9: Disciplinary Information	11
Criminal or Civil Actions.....	11
Administrative Enforcement Proceedings.....	12
Self Regulatory Organization Enforcement Proceedings	12
Item 10: Other Financial Industry Activities and Affiliations	12
Broker-Dealer or Representative Registration	12
Futures or Commodity Registration.....	12
Material Relationships Maintained by this Advisory Business and Conflicts of Interest	12
Recommendations or Selections of Other Investment Advisors and Conflicts of Interest	13
Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading.....	13
Code of Ethics Description.....	13
Investment Recommendations Involving a Material Financial Interest and Conflict of Interest.....	14
Advisory Firm Purchase of Same Securities Recommended to Clients and Conflicts of Interest.....	14
Client Securities Recommendations or Trades and Concurrent Advisory Firm Securities Transactions and Conflicts of Interest.....	14
Item 12: Brokerage Practices	14
Factors Used to Select Broker-Dealers for Client Transactions.....	14
Aggregating Securities Transactions for Client Accounts	17
Item 13: Review of Accounts	17
Schedule for Periodic Review of Client Accounts or Financial Plans and Advisory Persons Involved	17
Review of Client Accounts on Non-Periodic Basis.....	17
Content of Client Provided Reports and Frequency	17
Item 14: Client Referrals and Other Compensation	18
Economic benefits Provided to the Advisory Firm from External Sources and Conflicts of Interest.....	18
Advisory Firm Payments for Client Referrals	18
Item 15: Custody	19
Account Statements	19

Item 16: Investment Discretion	19
Discretionary Authority for Trading	19
Item 17: Voting Client Securities	19
Proxy Votes	19
Item 18: Financial Information.....	20
Balance Sheet.....	20
Financial Conditions Reasonably Likely to Impair Advisory Firm’s Ability to Meet Commitments to Clients	20
Bankruptcy Petitions during the Past Ten Years.....	20
Item 19: Requirements for State Registered Advisors	20
This section is not applicable because the firm is registered with the Securities and Exchange Commission.....	20
Brochure Supplement	21
Jeffrey B. Junior	21
Brochure Supplement (Part 2B of Form ADV).....	22
Additional Investment Advisor Representative	22
Item 2 Educational Background and Business Experience	22
Item 3 Disciplinary Information	22
Item 4 Other Business Activities	22
Item 5 Additional Compensation	23
Item 6 Supervision	23
Item 7 Requirements for State-Registered Advisors	23

Item 4: Advisory Business

Firm Description

Trajan Wealth, L.L.C., (“TW”) is a Registered Investment Advisor based in Scottsdale, Arizona, and incorporated under the laws of the State of Arizona. Founded in 2010, TW provides investment advice to primarily individuals which may include, but are not limited to, determination of financial objectives, identification of financial problems, cash flow management, tax planning, insurance review, investment management, education funding, retirement planning, and estate planning. Our investment advice is tailored to meet our clients’ needs and investment objectives.

The firm changed its name in 2011 from Valley Financial Wealth Management L.L.C. Jeffrey B. Junior is 100% owner. TW is registered with the Securities and Exchange Commission, and subject to its rules and regulations.

TW is also a licensed insurance agency wholly owned by Jeffrey B. Junior.

Types of Advisory Services

Asset Management Services

TW provides investment advisory and portfolio management services on a continuing basis, which may include the review of client investment objectives and goals, recommending asset allocation strategies of managed assets among investment products such as cash, stocks, mutual funds, bonds, and annuities. Our investment advice is tailored to meet our clients’ needs and investment objectives. Clients may impose restrictions on investing in certain securities or types of securities (such as a product type, specific companies, specific sectors, etc.) by providing a signed and dated written notification, of which an e-mail is also an acceptable form of notification.

TW provides investment advisory and other financial services through its Investment Advisory Representatives (“IAR”) to accounts opened with TW. Managed Accounts are available to individuals.

TW provides discretionary investment advisory services to its clients through various managed account programs. TW will assist clients in determining the suitability of the Managed Account Programs for the client. The IAR is compensated through a comprehensive single fee and the account may be assessed other charges associated with conducting a brokerage business. TW and its IAR, as appropriate, will be responsible for the following:

- Performing due diligence

- Recommending strategic asset and style allocations
- Providing research on investment product options, as needed
- Providing client risk profile questionnaire
- Obtaining investment advisory contract from client with required financial, risk tolerance, suitability and investment vehicle selection information for each new account
- Performing client suitability check on account documentation, reviewing the investment objectives and evaluating the investment vehicle selections
- Providing a Firm Brochure (this document)

Sub-Advisers

TW, in providing the services agreed upon with the client, may retain hereafter ("the sub-adviser"), an investment adviser registered under applicable securities laws, as a sub-adviser to manage all or a portion of the managed assets in the Client's account. If this occurs, TW will be responsible for the continuing supervision of the Client's account, and the actions of the sub-adviser in connection with the Client's account and the managed assets. TW also will be responsible for the payment of any advisory fee or other charges of the sub-adviser with respect to the managed assets unless or except as specifically authorized in advance by the Client. TW agrees that upon proper notice by the Client, TW will refrain from the appointment of, or terminate as permitted under applicable contracts, any sub-adviser appointed pursuant to this authority.

Client Tailored Services and Client Imposed Restrictions

The goals and objectives for each client are documented in our client files. Investment strategies are created that reflect the stated goals and objective. Clients may impose restrictions on investing in certain securities or types of securities with written notification.

Agreements may not be assigned without written client consent.

Wrap Fee Programs

TW does sponsor a Wrap Fee Program, and the Wrap Fee Program may or may not be managed similarly to the non-Wrap Fee Program accounts. A "wrap fee program" for purposes of the SEC is a program under which investment advisory and brokerage execution services are provided for a single "wrapped" fee that is not based on the transactions in a client account. TW offers some of its clients wrap accounts through third party money managers ("sub-advisers") through a managed account program, or through its own sponsored program. TW will assist clients in determining the suitability of the TW Wrap Fee Program for the client.

A separate Wrap Fee Program brochure is provided to those clients interested in the Wrap Fee Programs.

Client Assets under Management

As of March 1, 2017, TW had the following Assets under Management:

Discretionary: \$135,902,000

Non-Discretionary: \$0

Item 5: Fees and Compensation

Method of Compensation and Fee Schedule

The total annual advisory fees charged to the client are based on a percentage of assets under management as follows:

Assets Under Management	Annual Advisory Fee *
\$5,000 - \$5000,000	2.00%
\$500,001 - \$1,000,000	1.80%
\$1,000,001 - \$2,000,000	1.60%
Next \$2,000,000	1.30%
Held Away Accounts	1.00%

- *a \$100 annual fee will be assessed on all accounts with values below \$50,000. This fee is used to cover technology costs. This may equate to be more than the maximum stated 2% as stated in the ADV and Investment Advisory Agreement.

The annual fee is assessed on a quarterly schedule and calculated on the client's average daily balance. For example, a client with a \$1,000,000 portfolio will be charged 2.00% annually or .50% per quarter on the first \$500,000, and then 1.80% annually or .45% per quarter on the second \$500,000. With your written authorization, the custodian automatically deducts the advisory fee from your account quarterly, and distributes the above stated fee to TW. The fees may be negotiated lower than the fees stated in the above fee schedule.

Discounts, not generally available to our advisory clients, may be offered to family members and associated persons of our firm.

The minimum account value is \$10,000 for asset management services.

Client Payment of Fees

With written authorization, we will automatically deduct our fee from your account through the qualified custodian holding your funds and securities. These fees will be deducted quarterly in arrears. The authorization and method of payment will be documented in the Investment Advisory Agreement.

Additional Client Fees Charged

In addition to advisory fees paid to TW as explained above, clients may pay custodial service, account maintenance, transaction, and other fees associated with maintaining the account. These fees vary by broker and/or custodian. Clients should ask TW for details on transaction fees or other custodial fees specific to their account, as these fees are not included in the annual advisory fee. TW does not share any portion of such fees. Additionally, for any mutual funds purchased, the client may pay their proportionate share of the funds' distribution, internal management, investment advisory and administrative fees. Such fees are not shared with TW and are compensation to the fund manager. Clients are urged to read the mutual fund prospectus prior to investing.

Mutual fund companies impose internal fees and expenses on clients. These fees are in addition to the costs associated with the investment advisory services as described above. Complete details of such internal expenses are specified and disclosed in each mutual fund company's prospectus. Clients are strongly advised to review the prospectus(es) prior to investing in such securities.

Mutual funds purchased or sold in broker-dealer accounts may generate transaction fees that would not exist if the purchase or sale were made directly with the mutual fund company. Mutual funds held in broker-dealer accounts also charge management fees. These mutual fund management fees may be more or less than the mutual fund management fees charged if the client held the mutual fund directly with the mutual fund company.

Clients may purchase shares of mutual funds directly from the mutual fund issuer, its principal underwriter, or a distributor without purchasing the services of TW or paying the advisory fee on such shares (but subject to any applicable sales charges). Certain mutual funds are offered to the public without a sales charge. In the case of mutual funds offered with a sales charge, the prevailing sales charge (as described in the mutual fund prospectus) may be more or less than the applicable advisory fee. However, clients would not receive TW's assistance in developing an investment strategy, selecting securities, monitoring performance of the account, and making changes as necessary.

Please refer to Item 12 "Brokerage Practices" of this brochure for additional information.

Prepayment of Client Fees

TW does not require any prepayment of client fees.

External Compensation for the Sale of Securities to Clients

TW does not receive any external compensation for the sale of securities to clients, nor do any of the investment advisor representatives of TW.

Item 6: Performance-Based Fees

Sharing of Capital Gains

Fees are not based on a share of the capital gains or capital appreciation of managed securities.

TW does not use a performance-based fee structure because of the potential conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk to the client.

Item 7: Types of Clients

Description

TW primarily provides investment advice to individuals.

Client relationships vary in scope and length of service.

Account Minimums

The minimum account value is \$10,000.

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

Methods of Analysis and Investment Strategies

Security analysis methods used by TW may include fundamental analysis, technical analysis, and cyclical analysis. Investing in securities involves risk of loss that clients should be prepared to bear.

Fundamental analysis involves evaluating a stock using real data such as company revenues, earnings, return on equity, and profits margins to determine underlying value and potential growth. Technical analysis involves evaluating securities based on past prices and volume. Cyclical analysis involves analyzing the cycles of the market.

The main sources of information may include financial newspapers and magazines, research materials prepared by others, corporate rating services, annual reports, prospectuses, and filings with the Securities and Exchange Commission.

Investment Strategy and Method of Analysis Material Risks

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The client may change these objectives at any time. Each client executes an Investment Policy Statement, Risk Tolerance or other documentation as required by TW that documents the client's objectives and their desired investment strategy.

Fundamental analysis may involve interest rate risk, market risk, business risk, and financial risk. Risks involved in technical analysis are inflation risk, reinvestment risk, and market risk. Cyclical analysis involves inflation risk, market risk, and currency risk. Other strategies may include long-term purchases, short-term purchases, trading, and option writing (including covered options, uncovered options or spreading strategies).

Security Specific Material Risks

All investment programs have certain risks that are borne by the investor. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks:

- *Interest-rate Risk:* Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- *Market Risk:* The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- *Inflation Risk:* When any type of inflation is present, a dollar today will buy more than a dollar next year, because purchasing power is eroding at the rate of inflation.
- *Currency Risk:* Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.

- *Reinvestment Risk:* This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.
- *Business Risk:* These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.
- *Liquidity Risk:* Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.
- *Financial Risk:* Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

Our strategies and investments may have unique and significant tax implications. Regardless of your account size or other factors, we strongly recommend that you continuously consult with a tax professional prior to and throughout the investing of your assets.

Investing in securities involves risk of loss that clients should be prepared to bear. Although we manage your portfolio with strategies and in a manner consistent with your risk tolerances, there can be no guarantee that our efforts will be successful. You should be prepared to bear the risk of loss.

All investments involve the risk of loss, including (among other things) loss of principal, a reduction in earnings (including interest, dividends, and other distributions), and the loss of future earnings. These risks include the risks stated above. Regardless of the methods of analysis or strategies suggested for your particular investment goals, you should carefully consider these risks, as they all bear risks.

Item 9: Disciplinary Information

Criminal or Civil Actions

The firm and its management have not been involved in any criminal or civil action.

Administrative Enforcement Proceedings

The firm and its management have not been involved in administrative enforcement proceedings.

Self Regulatory Organization Enforcement Proceedings

The firm and its management have not been involved in legal or disciplinary events related to past or present investment clients.

Item 10: Other Financial Industry Activities and Affiliations

Broker-Dealer or Representative Registration

Neither TW nor any of its employees are registered representatives of a broker-dealer.

Futures or Commodity Registration

TW nor its employees are registered or have an application pending to register as a futures commission merchant, commodity pool operator, or a commodity trading advisor.

Material Relationships Maintained by this Advisory Business and Conflicts of Interest

Jeffrey B. Junior has a financial industry affiliated business as an insurance agent with Trajan Wealth, LLC. Not more than 50% of his time is spent on these activities. From time to time, he and/or his Investment Advisor Representative(s) offer clients advice or products from those activities. He and/or his Investment Advisor Representative(s) may receive separate yet typical compensation in the form of finder's fees for the sale of insurance products.

These practices represent conflicts of interest because it gives TW an incentive to recommend products based on the compensation amount received. This conflict is mitigated by the fact that TW has a fiduciary responsibility to place the best interest of the client first and the clients are not required to purchase any insurance products. Clients have the option to purchase these products through another insurance agent of their choosing.

Jeffrey B. Junior is 50% owner of another Registered Investment Advisor, Foundations Investment Advisors, LLC. Foundations Investment Advisors, LLC is also registered with the Securities and Exchange Commission.

Jeffrey B. Junior is also the owner of Trajan Tax, LLC. Trajan Tax, LLC provides tax services for clients. Clients are not obligated to utilize the services of Trajan Tax, LLC.

Recommendations or Selections of Other Investment Advisors and Conflicts of Interest

TW does not select or recommend the services of other registered investment advisors.

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

Code of Ethics Description

The employees of TW have committed to a Code of Ethics ("Code"). The purpose of our Code is to set forth standards of conduct expected of TW employees and addresses conflicts that may arise. The Code defines acceptable behavior for employees of TW. The Code reflects TW and its supervised persons' responsibility to act in the best interest of their client.

One area which the Code addresses is when employees buy or sell securities for their personal accounts and how to mitigate any conflict of interest with our clients. We do not allow any employees to use non-public material information for their personal profit or to use internal research for their personal benefit in conflict with the benefit to our clients.

TW's policy prohibits any person from acting upon or otherwise misusing non-public or inside information. No advisory representative or other employee, officer or director of TW may recommend any transaction in a security or its derivative to advisory clients or engage in personal securities transactions for a security or its derivatives if the advisory representative possesses material, non-public information regarding the security.

TW's Code is based on the guiding principle that the interests of the client are our top priority. TW's officers, directors, advisors, and other employees have a fiduciary duty to our clients and must diligently perform that duty to maintain the complete trust and confidence of our clients. When a conflict arises, it is our obligation to put the client's interests over the interests of either employees or the company.

The Code applies to "access" persons. "Access" persons are employees who have access to non-public information regarding any clients' purchase or sale of securities, or non-public information regarding the portfolio holdings of any reportable fund, who are involved in making securities recommendations to clients, or who have access to such recommendations that are non-public.

The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

Investment Recommendations Involving a Material Financial Interest and Conflict of Interest

TW and its employees do not recommend to clients securities in which we have a material financial interest.

Advisory Firm Purchase of Same Securities Recommended to Clients and Conflicts of Interest

TW and its employees may buy or sell securities that are also held by clients. In order to mitigate conflicts of interest such as trading ahead of client trades, employees are required to disclose all reportable securities transactions as well as provide TW with copies of their brokerage statements.

The Chief Compliance Officer of TW is Jeff Junior. He reviews all employee trades each quarter. The personal trading reviews ensure that the personal trading of employees does not affect the markets and that clients of the firm receive preferential treatment over employee transactions.

Client Securities Recommendations or Trades and Concurrent Advisory Firm Securities Transactions and Conflicts of Interest

TW does not maintain a firm proprietary trading account and does not have a material financial interest in any securities being recommended and therefore no conflicts of interest exist.

Item 12: Brokerage Practices

Factors Used to Select Broker-Dealers for Client Transactions

TW participates in the institutional advisor program (the "Program") offered by TD Ameritrade Institutional. TD Ameritrade Institutional is a division of TD Ameritrade, Inc., member FINRA/SIPC ("TD Ameritrade"), an unaffiliated SEC-registered broker-dealer and FINRA member. TD Ameritrade offers to independent investment advisors services which include custody of securities, trade execution, clearance and settlement of transactions.

TW receives some benefits from TD Ameritrade through its participation in the Program. (Please see the disclosure under Item 14 below.)

- *Directed Brokerage*
You may direct us in writing to use a particular broker-dealer to execute some or all of the transactions for your account. If you do so, you are responsible for negotiating the terms and arrangements for the account with that broker-dealer.

We may not be able to negotiate commissions, obtain volume discounts, or best execution. In addition, under these circumstances a difference in commission charges may exist between the commissions charged to clients who direct us to use a particular broker or dealer and other clients who do not direct us to use a particular broker or dealer.

- *Best Execution*

Investment advisors who manage or supervise client portfolios on a discretionary basis have a fiduciary obligation of best execution. TW recommends the brokerage and custodial services of TD Ameritrade. TD Ameritrade maintains custody of all funds and securities. We believe that TD Ameritrade provides quality execution services for you at competitive prices. Price is not the sole factor we consider in evaluating best execution. We also consider the quality of the brokerage services provided by TD Ameritrade, including the value of research provided, the firm's reputation, execution capabilities, commission rates, reporting capabilities, and responsiveness to our clients and our firm. In recognition of the value of research services and additional brokerage products and services TD Ameritrade provides, you may pay higher commissions and/or trading costs than those that may be available elsewhere.

- *Soft Dollar Arrangements*

Generally, in addition to a broker's ability to provide "best execution," we may also consider the value of "research" or additional brokerage products and services a broker-dealer has provided or may be willing to provide. This is known as paying for those services or products with "soft dollars." Because many of the services or products could be considered to provide a benefit to the firm, and because the "soft dollars" used to acquire them are client assets, the firm could be considered to have a conflict of interest in allocating client brokerage business: it could receive valuable benefits by selecting a particular broker or dealer to execute client transactions and the transaction compensation charged by that broker or dealer might not be the lowest compensation the firm might otherwise be able to negotiate. In addition, the firm could have an incentive to cause clients to engage in more securities transactions than would otherwise be optimal in order to generate brokerage compensation with which to acquire products and services.

The firm's use of soft dollars is intended to comply with the requirements of Section 28(e) of the Securities Exchange Act of 1934. Section 28(e) provides a "safe harbor" for investment managers who use commissions or transaction fees paid by their advised accounts to obtain investment research services that provide lawful and appropriate assistance to the manager in performing investment decision-making responsibilities. As required by Section 28(e), the firm will make a good faith determination that the amount of commission or other fees paid is reasonable in relation to the value of the brokerage and research services provided. That is, before placing orders with a particular broker, we generally determine, considering all the factors described below, that the compensation to be paid to TD Ameritrade is

reasonable in relation to the value of all the brokerage and research products and services provided by TD Ameritrade. In making this determination, we typically consider not only the particular transaction or transactions, and not only the value of brokerage and research services and products to a particular client, but also the value of those services and products in our performance of our overall responsibilities to all of our clients. In some cases, the commissions or other transaction fees charged by a particular broker- dealer for a particular transaction or set of transactions may be greater than the amounts another broker- dealer who did not provide research services or products might charge.

- *Research and Brokerage Products and Services*

"Research" products and services we may receive from broker-dealers may include economic surveys, data, and analyses; financial publications; recommendations or other information about particular companies and industries (through research reports and otherwise); and other products or services (e.g., computer services and equipment, including hardware, software, and data bases) that provide lawful and appropriate assistance to the firm in the performance of its investment decision-making responsibilities. Consistent with Section 28(e), brokerage products and services (beyond traditional execution services) consist primarily of computer services and software that permit us to effect securities transactions and perform functions incidental to transaction execution. We generally use such products and services in the conduct of our investment decision-making generally, not just for those accounts whose commissions may be considered to have been used to pay for the products or services.

Other Uses and Products. TW may use some products or services not only as "research" and as brokerage (i.e., to assist in making investment decisions for clients or to perform functions incidental to transaction execution) but for our administrative and other purposes as well. In these instances, we make a reasonable allocation of the cost of the products and services so that only the portion of the cost that is attributable making investment decisions and executing transactions is paid with commission dollars and we bear the cost of the balance. Our interest in making such an allocation differs from clients' interest, in that we have an incentive to designate as much as possible of the cost as research and brokerage in order to minimize the portion that the firm must pay directly.

Mutual Fund Transactions. Although shares of no-load mutual funds can be purchased and redeemed without payment of transactions fees, TW may, consistent with our duty of best execution, determine to cause client accounts to pay transaction fees that may be higher than those obtainable from other broker-dealers when purchasing shares of certain no-load mutual funds through TD Ameritrade in order to obtain "research". This research may not be used for the exclusive benefit of the clients who pay transaction fees in purchasing mutual fund shares.

Amount and Manner of Payment. A broker-dealer through which the firm wishes to use soft dollars may establish "credits" arising out of brokerage business done in the past, which may be used to pay, or reimburse the firm for, specified expenses. In other cases, a broker-dealer may provide or pay for the service or product and suggest a level of future business that would fully compensate it. The actual level of transactional business the firm does with a particular broker-dealer during any period may be less than such a suggested level, but may exceed that level and may generate unused soft dollar "credits." We do not exclude a broker-dealer from receiving business simply because the broker-dealer has not been identified as providing soft dollar research products and services, although we may not be willing to pay the same commission to such broker-dealer as we would have paid had the broker-dealer provided such products and services.

Aggregating Securities Transactions for Client Accounts

When TW buys or sells the same security for two or more clients (including our personal accounts), we may place concurrent orders to be executed together as a single "block" in order to facilitate orderly and efficient execution. Each client account will be charged or credited with the average price per unit. We receive no additional compensation or remuneration of any kind because we aggregate client transactions, and no client is favored over any other client.

Item 13: Review of Accounts

Schedule for Periodic Review of Client Accounts or Financial Plans and Advisory Persons Involved

Account reviews are performed quarterly by the Investment Advisor Representative assigned to the account. Account reviews are performed more frequently when market conditions dictate.

Review of Client Accounts on Non-Periodic Basis

Other conditions that may trigger a review of clients' accounts are changes in the tax laws, new investment information, and changes in a client's own situation.

Content of Client Provided Reports and Frequency

Clients receive account statements no less than quarterly for managed accounts from the Custodian. Account reports may be issued by TW. Client receives confirmations of each transaction in account from the custodian and an additional statement during any month in which a transaction occurs.

Item 14: Client Referrals and Other Compensation

Economic benefits Provided to the Advisory Firm from External Sources and Conflicts of Interest

As disclosed under Item 12 above, TW participates in TD Ameritrade's institutional customer program and Advisor may recommend TD Ameritrade to Clients for custody and brokerage services. There is no direct link between TW's participation in the program and the investment advice it gives to its Clients, although TW receives economic benefits through its participation in the program that are typically not available to TD Ameritrade retail investors. These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate Client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving TW participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to Client accounts); the ability to have advisory fees deducted directly from Client accounts; access to an electronic communications network for Client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to TW by third party vendors. TD Ameritrade may also have paid for business consulting and professional services received by TW's related persons. Some of the products and services made available by TD Ameritrade through the program may benefit TW but may not benefit its Client accounts. These products or services may assist TW in managing and administering Client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help TW manage and further develop its business enterprise. The benefits received by TW or its personnel through participation in the program do not depend on the amount of brokerage transactions directed to TD Ameritrade. As part of its fiduciary duties to clients, TW endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by Advisor or its related persons in and of itself creates a potential conflict of interest and may indirectly influence the TW's choice of TD Ameritrade for custody and brokerage services.

Advisory Firm Payments for Client Referrals

TW may enter into "Solicitor/Finder" relationships. These individual solicitors offer our services to the public. TW pays a referral fee to the solicitor or finder based on its advisory fee and written agreement. Clients may pay higher or lower fees when working with a solicitor. The final fee schedule will be disclosed in the client agreement. TW will charge the total fee to the client and pay the solicitor/finder their share of the total fee. Solicitor/finders will also be appropriately registered under federal and state securities laws where applicable. Client receives all related

agreements and disclosures prior to or at the time of entering into an Investment Advisory Agreement.

Item 15: Custody

Account Statements

We directly debit your account(s) for the payment of our advisory fees. This ability to deduct our advisory fees from your accounts causes our firm to exercise limited custody over your funds or securities. We do not have physical custody of any of your funds and/or securities. Your funds and securities will be held with a bank, broker-dealer, or other independent, qualified custodian. You will receive account statements from the independent, qualified custodian(s) holding your funds and securities at least quarterly. The account statements from your custodian(s) will indicate the amount of our advisory fees deducted from your account(s) each billing period. You should carefully review account statements for accuracy. Clients are urged to compare the account statements received directly from their custodians to any performance report statements prepared by TW.

Item 16: Investment Discretion

Discretionary Authority for Trading

Before TW can buy or sell securities on your behalf, you must first sign our discretionary management agreement, a limited power of attorney, and/or trading authorization forms. By choosing to do so, you may grant the firm discretion over the selection and amount of securities to be purchased or sold for your account(s) without obtaining your consent or approval prior to each transaction. Clients may impose limitations on discretionary authority for investing in certain securities or types of securities (such as a product type, specific companies, specific sectors, etc.), as well as other limitations as expressed by the client. Limitations on discretionary authority are required to be provided to the IAR in writing. Please refer to the "Advisory Business" section of this Brochure for more information on our discretionary management services.

Item 17: Voting Client Securities

Proxy Votes

TW does not vote proxies on securities. Clients are expected to vote their own proxies. The client will receive their proxies directly from the custodian of their account or from a transfer agent.

Item 18: Financial Information

Balance Sheet

A balance sheet is not required to be provided because TW does not serve as a custodian for client funds or securities and TW does not require prepayment of fees of more than \$1,200 per client and six months or more in advance.

Financial Conditions Reasonably Likely to Impair Advisory Firm's Ability to Meet Commitments to Clients

TW has no condition that is reasonably likely to impair our ability to meet contractual commitments to our clients.

Bankruptcy Petitions during the Past Ten Years

Neither TW nor its management has had any bankruptcy petitions.

Item 19: Requirements for State Registered Advisors

This section is not applicable because the firm is registered with the Securities and Exchange Commission.

Brochure Supplement

Part 2B of Form ADV

Jeffrey B. Junior

Trajan Wealth, L.L.C.
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This brochure provides information about Jeffrey B. Junior and supplements the Trajan Wealth, L.L.C.'s brochure. Being registered as a registered investment adviser does not imply a certain level of skill or training. You should have received a copy of that brochure. Please contact Jeffrey B. Junior if you did not receive Trajan Wealth, L.L.C.'s brochure or if you have any questions about the contents of this supplement.

Additional information about Jeffrey B. Junior (CRD #2940593) is available on the SEC's website at www.adviserinfo.sec.gov.

March 31, 2017

Brochure Supplement (Part 2B of Form ADV)

Additional Investment Advisor Representative

Jeffrey B. Junior

- Year of birth: 1975

Item 2 Educational Background and Business Experience

Educational Background:

- Campbell University; Degree in General Studies; 1997

Business Experience:

- Trajan Wealth, L.L.C.; Owner/Chief Compliance Officer/Investment Advisor Representative; 07/2012 – Present
- Trajan Tax, L.L.C.; Owner; 10/2016 - Present
- Foundations Investment Advisors, LLC; Partner / Chief Compliance Officer; 04/2015 - Present
- Trajan Wealth L.L.C.; Owner; 08/2011 – 07/2012
- Trajan Wealth, L.L.C.; Owner/Insurance Agent
- Trajan Insurance Services, Inc.; Co-Owner/Insurance Agent; 09/2011 – 05/2012
- Valley Financial Corporation; Owner/Insurance Agent; 03/2010 – 05/2012
- Transamerica Financial Advisors, Inc.; Managing Principal; 04/2004 – 04/2010
- National Planning Corp.; Managing Principal; 12/2002 – 04/2004
- Sun America; Managing Principal; 08/2002 – 12/2002
- Simmers Capital Management; Vice President; 10/1997 – 08/2002

Item 3 Disciplinary Information

None to report

Item 4 Other Business Activities

Jeffrey B. Junior has a financial industry affiliated businesses as an insurance agent with Trajan Wealth, L.L.C. Not more than 50% of his time is spent on these activities. From time to time, he offers clients advice or products from those activities. He may receive separate yet typical compensation in the form of finder's fees for the sale of insurance products.

These practices represent conflicts of interest because it gives Mr. Junior an incentive to recommend products based on the compensation amount received. This conflict is mitigated by the fact that Mr. Junior has a fiduciary responsibility to place the best interest of the client first and the clients are not required to purchase any insurance products. Clients have the option to purchase these products through another insurance agent of their choosing.

Jeffrey B. Junior is 50% owner of another Registered Investment Advisor, Foundations Investment Advisors, LLC. Foundations Investment Advisors, LLC is registered with the Arizona Securities Division.

Jeffrey B. Junior is also the owner of Trajan Tax, LLC. Trajan Tax, LLC provides tax services for clients. Clients are not obligated to utilize the services of Trajan Tax, LLC.

Item 5 Additional Compensation

Jeffrey B. Junior does not receive any economic benefit from anyone, who is not a client, for providing advisory services.

Item 6 Supervision

As owner of Trajan Wealth, L.L.C., Jeffrey Junior is responsible for supervision and formulation and monitoring of investment advice offered to clients.

Item 7 Requirements for State-Registered Advisors

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None