



SHEETS SMITH
Investment Management

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ADV Part 2A – Firm Brochure

Sheets Smith Investment Management, LLC
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336-765-2020

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Dated: March 20, 2018

This Form ADV, Part 2 (the “Brochure”) is a very important document that provides disclosures about the manner in which Sheets Smith Investment Management, LLC. (“Sheets Smith Investment Management” or the “Firm”) provides services to its clients.

This brochure provides information about the qualifications and business practices of Sheets Smith Investment Management. If you have any questions about the contents of this brochure, please contact Allison Hewett, Chief Compliance Officer, at (336) 765-2020 or ahewett@sheetssmith.com. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any State Securities Authority.

Additional information about Sheets Smith Investment Management is also available at the SEC’s website www.adviserinfo.sec.gov (click on the link, select “investment adviser firm” and type in the Firm’s name).

Sheets Smith Investment Management is a registered investment advisor with the SEC. The Firm’s registration as an investment advisor does not imply any level of skill or training. However, all of the Firm’s advisors hold the CFA designation, the CFP designation, or have passed the Uniform Investment Advisor Law Exam, which is required to be an investment advisor representative in the State of North Carolina.

Item 2 – Material Changes

This is the initial filing of the ADV for Sheets Smith Investment Management, LLC.

The Firm may, at any time, update this Form ADV, Part 2. In such an event, the Firm will either send you a copy or offer to send you a copy (either by e-mail or by regular mail). If at any time you would like another copy of this Form ADV, Part 2, you may download it from the SEC's public disclosure website (www.adviserinfo.sec.gov) or you may request one from the Firm's Chief Compliance Officer, Allison Hewett at 336-765-2020 or ahewett@sheetssmith.com.

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Item 4 – Advisory Business

Sheets Smith Investment Management, LLC (SSIM or Firm) is an affiliate of Sheets Smith Wealth Management Inc. (SSWM), an investment advisor registered with the Securities and Exchange Commission under the Investment Advisors Act of 1940. The primary office of both entities is in Winston-Salem, NC. The Firm was formed in December 2015 by SSWM and Z. Cornell Bowden. SSWM owns 35% of SSIM and the remainder is owned by employees of SSIM. The Firm specializes in multi-strategy equity and tactical asset allocation balanced portfolio management. Accounts using these investment strategies are both institutional and retail lines of business, including those with a wrap fee arrangement with their custodian. SSIM was formed for the expressed purpose of segregating accounts using these strategies into an entity separate from SSWM to comply with the CFA Institute's Global Investment Performance Standards.

The Multi-Strategy Equity portfolios consist of stocks and, as appropriate, cash and cash equivalent investments. Balanced portfolios have the same holdings as the equity and cash accounts but also include income-producing securities. The Firm offers a suite of Balanced Portfolio strategies to accommodate various risk tolerances and time horizons of individual clients. Other portfolio strategies that are designed for specific clients are also managed by SSIM.

As mentioned above, the Firm manages accounts that participate in wrap programs sponsored by various brokerage firms. These accounts are managed under dual contracts and are billed separately from the wrap fees that are paid to the applicable brokerage firm.

The Firm was accepted onto the Morgan Stanley Uniform Managed Account (UMA) platform in the spring of 2016, and all the tactical asset allocation balanced strategies are available under dual contracts at Morgan Stanley. In the fall of 2016 the Firm's Absolute Return Balanced product was allowed onto the Wells Fargo Private Advisor Network.

All of the Firm's assets under management are discretionary. As of December 31, 2017, the Firm had \$6 million total assets under management (AUM), which does not include any assets which are part of a Unified Managed Account (UMA) program or the accounts managed using these investment guidelines contracted with Sheets Smith Wealth Management.

Item 5 – Fees and Compensation

Sheets Smith Investment Management's fees are predominantly based on Assets Under Management (AUM). All of the Firm's fees are (1) agreed upon when the written advisory agreement is signed, and (2) billed in arrears. The firm may charge hourly fees for professional services that are not investment advisory in nature.

Each advisor is responsible for the amount they charge on the assets they manage. For the clients who participate in wrap programs, management fees vary from 0.25% to 0.75% of the assets managed, payable in arrears. Various factors dictate whether higher or lower fees are appropriate. These factors include the size of the account, frequency of trading, the amount of client contact necessary, the nature of the account, and the ease of administration. The Firm attempts to tailor both its services and its fees to fit the needs and desires of clients. Depending on client preferences and where the account is custodied, Sheets Smith Investment Management may deduct its fees directly from client accounts or bill clients for its fees.

Clients often incur other minimal fees when securities are purchased or sold on their behalf. The Firm does not receive, directly or indirectly, any of these fees, which are typically paid directly to the client's broker-dealer, custodian, or mutual fund. These fees include, but are not limited to, exchange fees and SEC fees.

Finally, the Firm does not employ anyone who receives (directly or indirectly) any compensation from the sale of securities or investments that are purchased or sold for client accounts or to which the Firm provides consulting expertise/services. As a result, the Firm is a "fee only" investment advisor. Accordingly, the Firm is not aware of potential conflicts of interest that could relate to any undisclosed compensation generated from client assets that the Firm manages.

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

The Firm does not charge advisory fees on a share of the capital appreciation of the funds or securities in client accounts (*i.e.*, performance-based fees). All of the Firm's advisory compensation arrangements are disclosed in Item 5.

Item 7 – Types of Clients

Sheets Smith Investment Management clients and prospective clients generally include individuals, trusts, foundations, endowments, and retirement plans.

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

Sheets Smith Investment Management offers a suite of Active Asset Allocation products with risk characteristics ranging from relatively low volatility to those of an aggressive, all equity account. For each of these products, the overriding concern is Preservation of Capital, particularly in volatile markets, and second is achieving competitive long term returns within those risk parameters of the client. The Tactical Asset Allocation process measures the risk adjusted expected return (based on projected earnings) of the S & P 500 and compares it with the returns available in typically less volatile, longer-term corporate bonds and cash. (“Typically” is used carefully here because there have been periods in the past when the volatility of the return of bonds was actually higher than that those of stocks. Should interest rates on the long end of the curve increase, this may be the case again in the future.) For each of our balanced products the system finds the optimal asset mix for each of our products at a given point in time. Changes in interest rates and the prices of stocks causes the relative value of the capital markets to change over time. These changes in relative value shift the asset mix over time, and the portfolio manager is then required to make adjustments in the portfolio from relatively overvalued assets to relatively undervalued ones in a measured and timely manner.

Our Portfolio Managers/Analysts do not follow specific issues/industries in the traditional sense of an analyst’s role. Our investment process is highly quantitative, and is agnostic as to capitalization, industry or economic sector. Our investment universe is every stock traded on major exchanges in the United States, including ADRs, but excluding those listed on the “pink sheets”. The total number of stocks in our universe exceeds 5,000. For our wrap accounts the fixed income portion of the portfolio and MLP’s, if used, are in the form of ETFs. For these size accounts, individual bonds offer only marginal, if any, benefits especially when one needs to be sold. Diversification with individual bonds is difficult as corporates are generally traded in \$5,000 lots. Therefore, we prefer using fixed income ETFs for our wrap customers. We will use individual municipals, treasury, agency or corporates for larger commission accounts as appropriate. For real estate investing, the Firm’s advisors primarily use real-estate investment trusts (REITs).

Again, Preservation of Capital is of paramount concern. Performance is second, which SSIM attempts to achieve with reduced risk through nimble asset allocation adjustments and strategic equity selection. It is far more profitable not to lose money than to have wide variations in return. Portfolio risk is managed through the tactical asset allocation process and highly diversified holdings, which usually ranges between 75 and 125 names. In addition, we manage stock losses by selling aberrant stocks,

typically caused by negative changes in fundamentals or by severe bear market corrections. In bear market conditions, a large portion of the portfolio may be allocated to cash giving clients some comfort in tumultuous markets. Some people may consider this process not “tax efficient” due to our active trading strategy. However, our belief is that it is far more profitable to pay a tax on the *gain* in a stock than to lose 30% to 50% of the *principal* of the holding.

The Firm uses some street research (*i.e.*, research received over e-mail from the major investment banks), periodicals such as the Wall Street Journal, Barron’s, and Forbes, ValueLine Investment Survey, but rely more heavily on our two databases, the William O’Neil online institutional investment data research tools and Thomson Reuter’s Vestek. Research from various brokerage houses and more general investment information from reputable websites is also utilized.

Securities markets can and often do fluctuate substantially, even over short periods of time. Investing in equities, fixed-income, mutual funds, ETFs and real estate involves a risk of loss, and clients need to be prepared for the potential that their account may sustain substantial losses. The risk of loss includes the loss of principal (*i.e.*, the amount invested) and any unrealized profits (*i.e.*, any gain in the value of the securities before they are sold to “lock in” the profit).

The Firm cannot guarantee any level of performance, or that client accounts will not experience losses.

Item 9 – Disciplinary Information

Neither Sheets Smith Investment Management, nor any employee of the Firm, has had: (1) any civil or criminal actions brought against them; (2) any administrative proceedings before the SEC, any other federal regulator agency, any state regulatory agency, or any foreign financial regulatory authority; or (3) any proceedings before a self-regulatory organization.

Item 10 – Other Financial Industry Activities and Affiliations

Sheets Smith Investment Management is an affiliate of Sheets Smith Wealth Management, Inc.

Item 11 – Code of Ethics

Sheets Smith Investment Management's Code of Ethics falls under Sheets Smith Wealth Management, Inc.'s Code of Ethics (the "Code"). The Code is designed to ensure the Firm meets its fiduciary obligation to its clients and to instill a culture of compliance within the Firm. The Firm's Code includes the CFA Institute Code of Ethics and Standards of Professional Conduct. The Firm's Code and compliance manual includes policies and procedures covering the following areas:

- Portfolio Management Processes;
- Personal Securities Transactions;
- Trading Error Policy;
- Gift Policy;
- Whistle Blowing Procedures and Protections; and
- Code of Ethics Records.

The Firm's Code is distributed to, reviewed by, and acknowledged by each employee annually. Any amendments to the Code are distributed to all employees for their review. Allison Hewett, the Chief Compliance Officer, is responsible for distributing the Code and any amendments and verifying the receipt of employee acknowledgements. A copy of the Firm's Code will be provided to any client or prospective client upon request by contacting Allison Hewett at (336) 765-2020 or ahewett@sheetssmith.com.

The Firm's Code does not prohibit personal trading by employees. As professional investment advisors, the Firm's advisors often follow their own advice. As a result, Firm employees may purchase or sell the same or similar securities after or at the same time that the Firm places transactions for clients. (Advisors use block trades if they wish to trade securities for employee accounts at the same time as clients.) To ensure that personal trades are not executed before any client trades, the Sheets Smith administrator responsible for executing the employee trade sends out an e-mail to notify all of the Firm's advisors, including the Chief Compliance Officer, of an employee trade request. Only if an advisor(s) responds with a conflict will the trade not be executed, else the administrator will proceed with the trade. Once the trade is executed the administrator will post the trade to the "Employee Trades" folder so that firm personnel have access to all personal trades that have been made. These procedures help ensure that the Firm and its advisors do not put their interests before the interests of clients.

The Firm's advisors may affect fixed-income cross trades between client accounts, when they deem it appropriate for both client accounts involved. A cross trade is a trade in which an advisor sells a security for one client while at the same time buying it for another client. Cross trades generally occur when a client needs cash from their account which requires the sale of a fixed income security, yet the Firm's advisor still likes the valuation of the security and thus buys it for another client's account. The fixed-income broker-dealer used by the Firm charges discounted brokerage fees for effecting cross trades. All cross trades trade tickets are documented and filed for the retention period required under applicable SEC rules.

Item 12 – Brokerage Practices

Sheets Smith Investment Management takes its fiduciary responsibility to clients seriously. The Firm recognizes that achieving best execution on client trades is an important component of maximizing client account performance.

In most cases, the Firm executes equity trades with the firm where the client account is custodied. Currently, the Firm has clients with two different custodians.

In certain circumstances a sizable block order may be placed with a broker-dealer, the broker-dealer may be instructed to “work” the order. In these instances, the price (or prices) at which the trade is executed is compared to the day’s trading range and average price of the security in question in order to determine if the broker-dealer obtained best execution.

The firm typically uses fixed income ETFs for its fixed income investments or will search for bonds with the client’s custodial broker. In some cases involving fixed-income securities, particularly municipal bond investments, the Firm uses broker-dealers who specialize in fixed-income and, therefore, are more likely to offer the desired inventory and pricing. When the Firm trades with a specific fixed-income specialist, the Firm’s advisors use bond market benchmarks to gauge the value of a specific security before executing a trade. For example, the Firm’s advisors may reference data available from Bloomberg to assess whether a bond’s price and yield is reasonable relative to similar fixed-income securities.

Research and Other Soft Dollar Benefits:

Sheets Smith Investment Management receives investment research from various broker-dealers, mostly via e-mail or through company portals, but is not obligated to trade a required amount with any broker-dealers. William O’Neil and Company requires the Firm to direct commissions to them in order for the Firm to continue to receive investment research products from William O’Neil and Company. Commissions are directed to various broker-dealers in order to keep research materials and services available to the Firm. The research received in return for such commissions may not directly benefit the client accounts that pay the commissions. The Firm believes that its use of research qualifies under the safe harbor for the use of soft dollars under Section 28(e) of the Securities Exchange Act of 1934.

Block Trading:

Sheets Smith Investment Management uses block trading when buying or selling the same equity for more than one client account at a given custodian. Clients participating in an aggregated (block) order will receive an average share price, and all transaction costs are shared on a pro-rata basis. Partially block orders are allocated on a pro-rata basis.

Cross Trades:

Sheets Smith Investment Management has a written compliance policy that prohibits advisors from executing equity cross trades. The Firm permits fixed-income cross trades if the cross trade makes sense for both clients. The last paragraph of Item 11 contains further disclosure regarding the Firm's fixed-income cross trade policy.

Item 13 – Review of Accounts

Sheets Smith Investment Management advisors periodically review client accounts. The Firm's advisors use Portfolio Center, the Firm's portfolio management software package, to review client accounts. Data in Portfolio Center is shown based on the close of the prior business day. Material deposits to or withdrawals from an account, as well as a corporate transaction such as a merger or acquisition involving a security held in a client account, will trigger a review of that client account. If these events call for contacting the client, the advisor will contact the client. The Firm's advisors also will review client accounts after executing block trades to verify that the allocations are correct.

The Firm's clients receive statements from their custodians on a monthly or quarterly basis. The Firm's advisors provide performance and holdings reports to clients upon request or when meetings with the clients are held. During client meetings, the Firm's advisors discuss portfolio performance, present and future investment strategy, and any events that may have led to a change in risk tolerance or time horizon for the client.

Item 14 – Client Referrals and Other Compensation

Sheets Smith Investment Management receives no economic benefits from third-parties for providing investment advice, including sales awards or other prizes, to any of its clients.

Item 15 – Custody

Sheets Smith Investment Management has no custody as advisor cannot request funds from client accounts.

Item 16 – Investment Discretion

Sheets Smith Investment Management accepts discretionary authority to manage securities accounts on behalf of all Firm clients. Prior to assuming discretionary authority, clients are provided with a written Sheets Smith Advisory Agreement to sign that provides the Firm with this discretion. Clients are also provided a current Form ADV, Part 2A and Part 2B. In some cases, transactions, purchases, and sales of securities and their amounts may be subject to client approval depending on the preferences of the particular client and the type of relationship.

Item 17 – Voting Client Securities (*i.e.*, Proxy Voting)

Sheets Smith Investment Management proxies are voted under the guidelines set forth by Sheets Smith Wealth Management, Inc. and are also voted by Sheets Smith Wealth Management, Inc. personnel. When completing the account application for the applicable custodian, the client has the ability to grant proxy voting privileges to his or her advisor. Clients can, if they wish, direct the vote of a specific proxy or proxies by notifying us of their desire to do so. Where the Firm has proxy voting authority, the Firm has a fiduciary responsibility for voting the proxies in a manner that is in the best interests of clients.

Proxy Voting Policies

Sheets Smith Wealth Management votes proxies related to securities held by any client in a manner solely in the interests of the client. In general, the Firm considers factors that relate to the client's investment, including how the vote will economically impact the value of the client's investment. Proxy votes generally will be cast in favor of proposals that the Firm believes maintain or strengthen the shared interests of shareholders and management, increase shareholder value, maintain or increase shareholder influence over the issuer's board of directors and management, and maintain or increase the rights of shareholders. Proxy votes generally will be cast against proposals having the opposite effect.

Specific guidelines for voting proxies reside in the Voting Guidelines that are part of the Firm's Proxy Voting Policies and Procedures.

Conflicts

While the nature of Sheets Smith Wealth Management's business is unlikely to result in a conflict of interest with regard to proxy voting (*e.g.*, the Firm is not engaged in brokerage, underwriting, or investment banking activities), if the Firm is aware of a conflict between the interests of a client and the interests of the Firm or an affiliated person of the Firm (*e.g.*, a portfolio company is a client or an affiliate of a client of the Firm), the Firm will take the following steps:

- A. With respect to clients that are registered investment companies, the Firm will notify the client of the conflict and will vote the client's shares in accordance with the client's instructions; and
- B. With respect to other clients, the Firm will vote the proxy in accordance with the specifics of the Voting Guidelines (if addressed in the Voting Guidelines) or may abstain (if not addressed in the Voting Guidelines).

Clients can obtain information as to how their proxies were voted and the Firm's policies and procedures on voting proxies by submitting a written request.

Item 18 – Financial Information

Sheets Smith Investment Management bills its clients in arrears and does not require prepayment of fees. The Firm has an independent public accountant who is responsible for tracking finances and producing financial statements. There are no financial conditions that are likely to impair the Firm's ability to meet its contractual commitments to clients.

Item 19 – Requirements for State-Registered Advisors

This section is not applicable to Sheets Smith Investment Management.



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ADV Part 2B – Brochure Supplement

Z. Cornell Bowden
Sheets Smith Investment Management, LLC.
President, Wealth Manager

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www.sheetssmith.com

Dated: March 1, 2018

This brochure supplement provides information about Z. Cornell Bowden that supplements the Sheets Smith Investment Management brochure. A copy of that brochure precedes this supplement. Please contact Z. Cornell Bowden if the Sheets Smith Investment Management brochure is not included with this supplement or if you have any questions about the contents of the supplement.

Additional information about Z. Cornell Bowden is also available at the SEC's website www.adviserinfo.sec.gov

Item 2: Educational Background and Business Expertise

Z. Cornell Bowden is President of Sheets Smith Investment Management, LLC. which was founded in 2015 and is an affiliate of Sheets Smith Wealth Management, Inc. He is the lead portfolio manager for the Active Asset Allocation Balanced and the Quantitative Equity portfolios. For eleven years prior to joining Sheets Smith Wealth Management in May 2003, Mr. Bowden was the Chief Investment Officer of Atlantic Capital Management, Ltd. His earlier portfolio management experiences include Senior Vice President and equity strategist of Companion Capital Management, Inc. As Vice President and portfolio manager of Bankers Trust of South Carolina, now Bank of America, Mr. Bowden was responsible for management of the equity funds of the trust department. He began his investment career as a securities analyst with Wachovia Bank and Trust Company, N.A. Mr. Bowden received an MBA in Finance from Emory University in 1972 and a BS in Mathematics from Duke University in 1970.

Item 3: Disciplinary Information

Z. Cornell Bowden has not had: (1) any civil or criminal actions brought against him; (2) any administrative proceedings before the SEC, any other federal regulatory agency, any state regulatory agency, or any foreign financial regulatory authority; or (3) any proceedings before a self-regulatory organization. Further, Z. Cornell Bowden has not had proceedings in which a professional attainment, designation, or license was revoked or suspended.

Item 4: Other Business Activities

Z. Cornell Bowden also performs investment activities for Sheets Smith Wealth Management, Inc. He does not engage in any investment-related businesses outside of Sheets Smith Investment Management and Sheets Smith Wealth Management.

Item 5: Additional Compensation

Z. Cornell Bowden does not receive any economic benefit from any person, company, or organization, other than Sheets Smith Investment Management in exchange for providing clients advisory services through the firm. Sheets Smith Investment Management has deemed any gift under \$100 allowable and does not create a conflict of interest for the employee receiving the gift.

Item 6: Supervision

Z. Cornell Bowden is responsible for the supervision of individuals providing investment advice to clients of Sheets Smith Investment Management, LLC. Mr. Bowden is also a Wealth Manager of Sheets Smith Wealth Management Inc. and is not responsible for supervision of the individuals providing investment advice to clients in that organization. Allison Hewett is the Chief Compliance Officer for

Sheets Smith Investment Management and, as CCO, supervises all the Firm's advisors to help ensure that their conduct conforms to the firm's code of ethics, compliance manual, and the Investment Advisor's Act of 1940 and the rules promulgated thereunder.



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ADV Part 2B – Brochure Supplement

Gregory C. Bowden
Sheets Smith Investment Management, LLC.
Investment Analyst/Portfolio Manager

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www.sheetssmith.com

Dated: March 1, 2018

This brochure supplement provides information about Gregory C. Bowden that supplements the Sheets Smith Investment Management brochure. A copy of that brochure precedes this supplement. Please contact Gregory C. Bowden if the Sheets Smith Investment Management brochure is not included with this supplement or if you have any questions about the contents of the supplement.

Item 2: Educational Background and Business Expertise

Gregory C. Bowden is an Investment Analyst at Sheets Smith Investment Management LLC., an affiliate of Sheets Smith Wealth Management, Inc. He is a portfolio manager/analyst for the Active Asset Allocation Balanced and the Quantitative Equity portfolios. Prior to joining Sheets Smith in November 2015, Mr. Bowden served in various Financial Planning and Analysis roles with Bristow Group, Inc., Melior Innovations, Inc. and Waste Management, Inc. His experience includes mergers and acquisitions, corporate venture capital investing, business valuations, and forecasting and budgeting. He holds Master degrees in both Business Administration and Bioengineering from Rice University and a Bachelor of Science degree with Highest Honors in Mechanical Engineering from the Georgia Institute of Technology. He is a Level II candidate for accreditation as a Chartered Financial Analyst (CFA).

Item 3: Disciplinary Information

Gregory C. Bowden has not had: (1) any civil or criminal actions brought against him; (2) any administrative proceedings before the SEC, any other federal regulatory agency, any state regulatory agency, or any foreign financial regulatory authority; or (3) any proceedings before a self-regulatory organization. Further, Gregory C. Bowden has not had proceedings in which a professional attainment, designation, or license was revoked or suspended.

Item 4: Other Business Activities

Gregory C. Bowden also performs investment activities for Sheets Smith Wealth Management, Inc. He does not engage in any investment-related businesses outside of Sheets Smith Investment Management and Sheets Smith Wealth Management.

Item 5: Additional Compensation

Gregory C. Bowden does not receive any economic benefit from any person, company, or organization, other than Sheets Smith Investment Management in exchange for providing clients advisory services through the firm. Sheets Smith Investment Management has deemed any gift under \$100 allowable and does not create a conflict of interest for the employee receiving the gift.

Item 6: Supervision

Gregory C. Bowden is a Investment Analyst for Sheets Smith Investment Management. Mr. Bowden is not responsible for supervision of the individuals providing investment advice to clients. Z. Cornell Bowden, as President of Sheets Smith Investment Management, is responsible for the actions of all supervised personnel. Allison Hewett is the Chief Compliance Officer for Sheets Smith Investment Management and, as CCO, supervises all the Firm's advisors to help

ensure that their conduct conforms to the firm's code of ethics, compliance manual, and the Investment Advisor's Act of 1940 and the rules promulgated thereunder.