

## Client Brochure

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November 14, 2019

Chas P. Smith & Associates, PA, CPA's conducts its advisory business under the name CPS Investment Advisors (hereinafter referred to as CPS). This Brochure provides information about the qualifications and business practices of CPS. If you have any questions about the contents of this Brochure, please contact us at (863) 688-1725. 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.

CPS is a registered investment adviser. Registration of an Investment Adviser does not imply any level of skill or training. The oral and written communications of an Adviser provide you with information about which you determine to hire or retain an Adviser.

On July 28, 2010, the United States Securities and Exchange Commission published "Amendments to Form ADV" which amends the disclosure document that we provide to

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clients as required by SEC Rules. This Brochure dated November 14, 2019 is prepared according to the SEC's requirements and rules.

This Item will discuss only specific material changes that are made to the Brochure and provide clients with a summary of such changes. The date of our last annual update of our brochure was March 21, 2019.

- **There have been no material changes to this Brochure since March 21, 2019. However, some of the attached Supplements have been updated to reflect a minimum of five years past employment.**

In the past we have offered or delivered information about our qualifications and business practices to clients on at least an annual basis. Pursuant to new SEC Rules, we will ensure that you receive a summary of any materials changes to this and subsequent Brochures within 120 days of the close of our business' fiscal year. We may further provide other ongoing disclosure information about material changes as necessary.

We will further provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

Currently, our Brochure may be requested by contacting Esther A. Barnette, Executive Administrator at (863) 688-1725 or [esther@cpsinvest.com](mailto:esther@cpsinvest.com)

Additional information about CPS is also available via the SEC's web site [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The SEC's web site also provides information about any persons affiliated with CPS who are registered, or are required to be registered, as investment adviser representatives of CPS.

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## Item 4 – Advisory Business

CPS has been in the advisory business since 1989. CPS had assets under management of \$1,389,113,950 as of 10/31/2019. The Principals of CPS are James M. Luffman, Peter C. Golotko and Michael A Riskin.

### **Direct**

At the initial review of a client's portfolio, CPS may give advice on all investments owned by the client. CPS has discretionary authority (with respect to the purchase and sale of securities) and provides ongoing supervisory services for each account.

**Investment Supervisory Services:** CPS provides Investment Supervisory Services, defined as giving continuous advice to a client or making investments for a client based on the individual needs of the client. Through personal discussions, CPS determines the client's goals and objectives. CPS then develops a client's personal investment policy and creates and manages a portfolio based on that policy. CPS provides this service to individuals, trusts, estates, charitable organizations, pension and profit sharing plans, and corporations. CPS will manage advisory accounts on a discretionary basis. Account supervision is guided by the stated objectives of the client.

**CPS Investment Advisors 401(k) Services:** CPS offers Investment supervisory services through its 401(k) Daily Valuation program. This is a service CPS offers to companies. CPS hires a third party administrator to perform accounting and document preparation functions. CPS handles all of the investment decisions. CPS does not provide reports to the Participants.

**401(k) Pilot Services:** CPS offers Investment supervisory services through its 401(k) Pilot program. This is a limited service CPS Offers to participants in company 401(k) plans. CPS develops a client's personal investment policy and manages the investments in the 401(k) account through the Plan Administration website. CPS does not provide reports to the Participants. Participants can view reports and activity on line through the Plan Administration website.

**403(b) Services:** CPS offers Investment supervisory services through its 403(b) program. This is a limited service CPS Offers to participants in public 403(b) plans. CPS develops a client's personal investment policy and manages the investments in the 403(b) account through the ASpire Financial Services website. CPS does not provide reports to the Participants. Participants can view reports and activity on line through the ASpire Financial Services website.

**Personal Financial Counseling:** CPS also provides advice in the form of a Financial Plan. Clients purchasing this service will receive a written financial plan, providing the client with a detailed financial plan designed to assist in achieving their stated financial goals and objectives.

In general, the financial plan will address the following areas of concern:

PERSONAL: Family records, budgeting, personal liabilities, estate information and financial goals.

TAX & CASH FLOW: Income tax and spending analysis and planning for past, current and future years. CPS will discuss the impact of various investments on a client's current income tax and future tax liability.

DEATH & DISABILITY: Cash needs at death, income needs of surviving dependents, estate planning and disability income analysis.

RETIREMENT: Analysis of current strategies and investment plans to help the client achieve his or her retirement goals.

INVESTMENTS: Analysis of investment alternatives and their effect on a client's portfolio.

CPS gathers required information through in-depth personal interviews. Information gathered includes a client's current financial status, future goals and attitudes towards risk. Related documents supplied by the client are carefully reviewed, including a questionnaire completed by the client, and a written report is

prepared. Should the client choose to implement the recommendations contained in the plan, CPS suggests the client work closely with his/her attorney, accountant, insurance agent, and/or investment advisor. Implementation of financial planning recommendations is entirely at the client's discretion.

Clients can also receive investment advice on a more limited basis. This may include advice on only an isolated area(s) of concern such as estate planning, retirement planning, or any other specific topic. CPS also provides specific consultation and administrative services regarding investment and financial concerns of the client. Additionally, CPS provides advice on non-securities matters. Generally, this is in connection with the rendering of estate planning, insurance, and/or annuity advice. Consulting recommendations are not limited to any specific product or service offered by a broker dealer or insurance company. All recommendations are of a generic nature.

CPS holds seminars to help educate people on how to achieve financial independence by teaching them the fundamentals of investing and presenting different scenarios to show the affects of saving and spending money more wisely. These seminars teach direct instrument and mutual fund investing. In both situations, we discuss costs and fees associated with each as well as risk and turnover. There is no cost for the seminars. Investment advice is not tailored to the attendees.

CPS offers advice on various real estate investments including syndicated partnerships. Generally speaking, CPS' advice relates to the evaluation of these securities.

A direct client agreement may be canceled by the client at any time for any reason upon receipt of 30 days' written notice. Upon termination of any account, any prepaid, unearned fees will be promptly refunded, and any earned, unpaid fees will be due and payable.

#### **TIAA-CREF Advisor Network Program**

Through TIAA-CREF's Advisor Network, CPS may provide investment advisory services to participants in retirement plans offered through TIAA-CREF. In order to participate in the program, the RIA firm and any participating, approved Investment Advisor Representatives must meet minimum due diligence standards set by the program and must agree to limit their fees to 1.25% (or lower depending on the plan) on assets maintained on the TIAA-CREF retirement platform.

#### **CPAlliance™**

CPS has discretionary authority (with respect to the purchase and sale of securities) and provides ongoing supervisory services for each account. The Certified Public Accounting/Registered Investment Advisory firm (member) participating with CPS is responsible for educating the client with respect to the types of investments available, assisting each client in determining the amount of risk versus return in various investment vehicles, and assisting each client in making an asset allocation between those various investments. It is the responsibility of the participating member to monitor the performance of the account, as it relates to meeting the objectives of the client and the asset allocation. The member will meet with the client to continually assess the client's risk tolerance and change the asset allocation as necessary. The participating member has the discretionary authority to terminate the client's contract with CPS without the client's consent. CPS and the participating member have separate contracts with the client.

**CPAlliance™ Investment Supervisory Services:** CPS offers investment supervisory services, through its alliance program to members. This program is called CPAlliance™ (hereinafter referred to as "Program"). These members that participate in CPS' Program are not affiliated with CPS by common control or ownership. Please refer to CPAlliance™ member's Form ADV for the additional services that they provide.

**CPAlliance™ 401(k) Services:** CPS offers investment supervisory services through its CPAlliance™ program to members for the 401(k) Daily Valuation service. These members that participate in CPS' program are not affiliated with CPS by common control or ownership. This is a service CPS offers to companies. CPS hires a third party administrator to perform accounting and document preparation functions. CPS handles all of the

investment decisions. Please refer to CPAlliance™ member's Form ADV for the additional services that they provide. CPS does not provide reports to the Participants.

**CPAlliance™ 401(k) Pilot Services:** CPS offers investment supervisory services through its CPAlliance™ program to members. These members that participate in CPS' program are not affiliated with CPS by common control or ownership. This is a limited service CPS offers to participants in company 401(k) plans. CPS develops a client's personal investment policy and manages the 401(k) account through the Plan Administration website. CPS does not provide reports to the Participants. Participants can view reports and activity on line through the Plan Administration website. Please refer to CPAlliance™ member's Form ADV for the additional services that they provide.

A CPAlliance™ client agreement may be canceled by the client or the participating member at any time for any reason upon receipt of 30 days' written notice. Upon termination of any account, any prepaid, unearned fees will be promptly refunded, and any earned, unpaid fees will be due and payable.

## **Item 5 – Fees and Compensation**

All fees are subject to negotiation. All investment fees are calculated on assets under management and are not charged on the basis of a share of capital gains upon or capital appreciation of the funds or any portion of the funds of an advisory client [SEC Rule 205 (a)(1)]. Fees for financial planning and consulting will be charged either on an hourly basis or fixed fee basis. CPS may waive the financial planning and consulting fee for those clients who select CPS Investment Advisors for money management services.

The specific manner in which fees are charged by CPS is established in a client's written agreement with CPS. CPS will generally bill its fees in advance on a quarterly basis. Fees and quarter end account values are rounded to the nearest dollar. Clients may also elect to be billed directly for fees or to authorize CPS to directly debit fees from client accounts. Management fees shall not be prorated for each capital contribution and withdrawal made during the applicable calendar quarter. Accounts initiated or terminated during a calendar quarter will be charged a prorated fee. Upon termination of any account, any prepaid, unearned fees will be promptly refunded, and any earned, unpaid fees will be due and payable. The client has the right to terminate an agreement without penalty within five business days after entering into the agreement.

CPS fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which shall be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, third party investment and other third parties such as fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange traded funds also charge internal management fees, which are disclosed in the fund's prospectus. Such charges, fees and commissions are exclusive of and in addition to CPS fee, and CPS shall not receive any portion of these commissions, fees, and costs.

Clients will be invoiced in advance, at the beginning of each calendar quarter, based upon the month end values (market value or fair market value in the absence of market value, plus any margin balance) of the client's account during the previous quarter. The value of the portfolio is determined on the nearest valuation date preceding the end of the quarter, which valuation date is defined as the last day of the month.

Management of the account and the fee commences upon the signing of the agreement, unless otherwise agreed upon. If the agreement commences other than at the beginning of a quarter, a pro rata charge will be made for the initial period the portfolio is under the advisor's management prior to the beginning of a quarter on the amount agreed upon.

Management fees do not include wire fees, margin interest, overnight or registered postage charges, mutual fund sales charges, IRA custodial fees or transaction charges. These fees are charged to the client directly by the mutual fund or custodian when incurred.

Item 12 further describes the factors that CPS considers in selecting or recommending broker-dealers for *client* transactions and determining the reasonableness of their compensation (*e.g.*, commissions).

All fees paid to CPS for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds to their shareholders. These fees and expenses are described in each fund's prospectus. These fees will generally include a management fee, other fund expenses, and a possible distribution fee. If the fund also imposes sales charges, a client may pay an initial or deferred sales charge. A client could invest in a mutual fund directly, without the services of CPS. In that case, the client would not receive the services provided by CPS which are designed, among other things, to assist the client in determining which mutual fund or funds are most appropriate to each client's financial condition and objectives. Accordingly, the client should review both the fees charged by the funds and the fees charged by CPS to fully understand the total amount of fees to be paid by the client and to thereby evaluate the advisory services being provided. When appropriate to the needs of the client, CPS may recommend the use of trading (securities sold within 30 days), margin strategies, or option writing. Because these investment strategies involve certain additional degrees of risk, they will only be recommended when consistent with the client's stated tolerance for risk.

### **Direct**

#### **Investment Supervisory Services:**

The annual fee for investment supervisory services will be charged as a percentage of assets under management, according to the schedule below:

<u>Assets under management</u>	<u>Annual fees%</u>
The portion of assets between \$0-\$3,000,000	1.500%
The portion of assets between \$3,000,001-\$5,000,000	1.000%
The portion over \$5 million	0.750%

#### **CPS Investment Advisors 401(k) Services:**

The annual fee for investment supervisory services will be charged as a percentage of assets under management, according to the schedule below:

<u>Assets under management</u>	<u>Annual fees%</u>
The portion of assets up to \$1,000,000,000	1.000%

#### **401(k) Pilot Services:**

The annual fee for investment supervisory services will be charged as a percentage of assets under management, according to the schedule below:

<u>Assets under management</u>	<u>Annual fees%</u>
The portion of assets between \$0-\$3,000,000	1.500%
The portion of assets between \$3,000,001-\$5,000,000	1.000%
The portion of assets over \$5 million	0.750%

#### **403(b) Pilot Services:**

The annual fee for investment supervisory services will be charged as a percentage of assets under management, according to the schedule below:

<u>Assets under management</u>	<u>Annual fees%</u>
The portion of assets up to \$99,000,000	1.500%

### **TIAA-CREF Advisor Network Program**

In order to participate in the program, the RIA firm and any participating, approved Investment Advisor Representatives must meet minimum due diligence standards set by the program and must agree to limit their fees to 1.250% (or lower depending on the plan) on assets maintained on the TIAA-CREF retirement platform.

For this program our fee schedule is as follows:

<u>Assets under management</u>	<u>Annual fees%</u>
The portion of assets up to \$99,000,000	1.000%

**Consulting Fees:** Consulting fees will be charged in one of two ways:

1. As a fixed fee, typically ranging from \$500 and up, depending on the nature and complexity of each client's circumstances and upon mutual agreement with the client. 50% of this fee may be due upon the inception of the advisory relationship, with the balance due upon completion of the consulting service; and/or
2. On an hourly basis, ranging from \$200 to \$400 per hour, depending on the nature and complexity of each client's circumstances and upon mutual agreement with the client. An estimate for total hours may be determined at the start of the advisory relationship. 50% of the estimated fee may be due upon the inception of the advisory relationship, with the balance (based on actual hours) due upon completion of the consulting service.

### **CPAlliance™**

#### **CPAlliance™ Investment Supervisory Services:**

The annual fee for investment supervisory services will be charged as a percentage of assets under management, according to the schedule below:

<u>Assets under management</u>	<u>CPA Firm</u>	<u>CPS</u>	<u>Total</u>
The portion of assets between \$0-\$3,000,000	0.750%	0.750%	1.500%
The portion of assets between \$3,000,001-\$5,000,000	0.500%	0.500%	1.000%
The portion over \$5 million	0.375%	0.375%	0.750%

#### **CPAlliance™ 401(k) Services:**

The annual fee for investment supervisory services will be charged as a percentage of assets under management, according to the schedule below:

<u>Assets under management</u>	<u>CPA Firm</u>	<u>CPS</u>	<u>Total</u>
The portion of assets up to \$1,000,000,000	.500%	.500%	1.000%

#### **CPAlliance™ 401(k) Pilot Services:**

The annual fee for investment supervisory services will be charged as a percentage of assets under management, according to the schedule below:

<u>Assets under management</u>	<u>CPA Firm</u>	<u>CPS</u>	<u>Total</u>
The portion of assets between \$0-\$3,000,000	0.750%	0.750%	1.500%
The portion of assets between \$3,000,001-\$5,000,000	0.500%	0.500%	1.000%
The portion over \$5 million	0.375%	0.375%	0.750%

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

CPS does not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client) or side-by-side management.



## **Item 7 – Types of Clients**

CPS provides portfolio management services to high net worth individuals, individuals, corporations, corporate pension and profit-sharing plans, charitable institutions, foundations, endowments, municipalities, and other U.S. institutions.

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

CPS utilizes a number of different sources for its research and investment process, including financial publications and news, Value Line, Morningstar, annual reports, online research services, and financial newsletters, among many others. None of these services or products is obtained by the firm on a soft dollar basis.

Our investment philosophy at CPS is to stick to our value driven premise that buying securities when they are undervalued is associated with a high probability of achieving above-average returns in the future, and of course, buying securities when they are overvalued will result in a high probability of achieving lower than expected returns. Our philosophy is based around fundamental analysis and that companies trading in a range lower than its historical average will likely achieve a higher probability of above-average returns.

Our investment strategy is to identify companies with strong balance sheets, dependable earnings, history of increasing dividends, significant overseas exposure and a dominate player in their respective industry. These companies have competitive advantages over their competitors; this allows them to withstand the volatility the market can provide. We buy with a margin of safety and monitor until such time the company is overvalued, at which time it may be sold and the proceeds reinvested in another undervalued company. We understand the importance of diversification, therefore, properly diversifying all Client Accounts can likely lead to better performance over time. In areas where market research is limited, we may elect to incorporate mutual funds, index funds, or exchange traded funds to adequately diversify the Client Account. Our view is long-term and our Clients understand this position. Short-term movements in the market sometimes in response to non-factual information, either positive or negative, therefore having a long-term approach rids the Account of short-term fluctuations. This process takes time, effort and experience. It requires the use of expertise and good judgment in a qualitative, as well as quantitative process, making it as much of an art as it is a science.

Investing in securities involves risk of loss that clients should be prepared to bear. CPS does not guarantee the future performance of the Account or any specific level of performance, the success of any investment decision or strategy that CPS may use, or the success of Advisor's overall management of the Account. Client understands that investment decisions made for Client's Account by CPS are subject to various market, currency, economic, political and business risks, and that those investment decisions will not always be profitable. CPS will manage only the securities, cash and other investments held in Client's Account and in making investment decisions for the Account, CPS will not consider any other securities, cash or other investments owned by Client. Except as may otherwise be provided by law, CPS will not be liable to Client for (i) any loss that Client may suffer by reason of any investment decision made or other action taken or omitted in good faith by CPS with that degree of care, skill, prudence, and diligence under the circumstances that a prudent person acting in a fiduciary capacity would use; (ii) any loss arising from CPS' adherence to Client's instructions; or (iii) any act or failure to act by the Custodian, any broker or dealer to which CPS directs transactions for the Account, or by any other third party. This limitation on liability is valid, however, only to the extent it does not violate federal and state securities laws. Federal and state securities laws impose liabilities under certain circumstances on persons who nonetheless act in good faith, and therefore do not constitute a waiver or limitation of any right Client has under such laws.

**Option writing:** Although rarely, CPS may use options as an investment strategy. An option is a contract that gives the buyer the right, but not the obligation, to buy or sell an asset (such as a share of stock) at a specific

price on or before a certain date. An option, just like a stock or bond, is a security. An option is also a derivative, because it derives its value from an underlying asset.

The two types of options are calls and puts: A call gives CPS the right to buy an asset at a certain price within a specific period of time. CPS will buy a call if it's been determined that the stock will increase substantially before the option expires. A put gives CPS the holder the right to sell an asset at a certain price within a specific period of time. CPS will buy a put if CPS has determined that the price of the stock will fall before the option expires.

CPS may use options to speculate on the possibility of a sharp price swing. CPS may also use options to "hedge" a purchase of the underlying security; in other words, CPS may use an option purchase to limit the potential upside and downside of a security CPS has purchased for your portfolio.

CPS may use "covered calls," in which CPS sells an option on a security you own. In this strategy, you receive a fee for making the option available, and the person purchasing the option has the right to buy the security from you at an agreed-upon price. A risk of covered calls is that the option buyer does not have to exercise the option, so that if CPS wanted to sell the stock prior to the end of the option agreement, CPS has to buy the option back from the option buyer, for a possible loss.

CPS may use a "straddle," in which CPS purchases two or more option contracts (for example, a call option that you buy and a call option that you sell) for the same underlying security. This effectively puts the client on both sides of the market, but with the ability to vary price, time and other factors. A risk of spreading strategies is that the ability to fully profit from a price swing is limited.

## **Item 9 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

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

CPS is affiliated with a Certified Public Accounting firm actively involved in personal financial counseling and traditional income tax and accounting services. The firm name is CPS Group CPA's, PA. The owners of CPS have a majority ownership (100%) of the company CPS Group CPA's, PA.

CPAlliance™ Insurance Services, Inc. is an Independent Insurance Agency that sells Life, Health & Disability insurance for a commission. The owners of CPS have a majority ownership (100%) of the company CPAlliance™ Insurance Services, Inc.

CPS is the owner of CPS Tax Lien Income Fund I LLC (formally CPAlliance™ Financial Services, an inactive business entity). The owners of CPS have a majority ownership (100%) of the company CPS Tax Lien Income Fund I LLC.

CPAlliance™ Training Seminars: CPS offers a two-day training seminar for CPA firms to learn how to add money management to their financial planning services. The cost of the training is \$2,000. This is a deposit which will be returned to the CPA firm upon reaching \$10 million in assets under management.

CPS also offers Continuing Professional Education Seminars for CPAlliance™ members. This program qualifies for CPE credit. The cost of each seminar may vary depending on the topic & program outline.

CPS holds an annual Roundtable conference for its CPAlliance™ members. Conference sponsors have included Bisk Education, Inc., Creekmore Insurance Group, Inc, Fidelity Investments, IShares/Blackrock, ASpire Financial Services, Matthews Benefit Group, Paycor, Perpetual Technology Solutions, Inc., David W. Ralston, PC., and any other third-parties.

## **Item 11 – Code of Ethics**

CPS has adopted a Code of Ethics expressing the firms' commitment to ethical conduct for all supervised persons of the firm describing its high standard of business conduct, and fiduciary duty to its clients. The Code of Ethics includes provisions relating to the confidentiality of client information, a prohibition on insider trading, a prohibition of rumor mongering, restrictions on the acceptance of significant gifts and the reporting of certain gifts and business entertainment items, and personal securities trading procedures, among other things. All supervised persons at CPS must acknowledge the terms of the Code of Ethics annually, or as amended.

The Code of Ethics is designed to assure that the personal securities transactions, activities and interests of the employees of CPS will not interfere with (i) making decisions in the best interest of advisory clients and (ii) implementing such decisions while, at the same time, allowing employees to invest for their own accounts.

In addition, the Code requires pre-clearance of many transactions, and restricts trading in close proximity to client trading activity. Nonetheless, because the Code of Ethics in some circumstances would permit employees to invest in the same securities as clients, there is a possibility that employees might benefit from market activity by a client in a security held by an employee. Employee trading is continually monitored under the Code of Ethics, and to reasonably prevent conflicts of interest between CPS and its clients.

Associated with CPS or its associated persons may buy or sell securities for their personal accounts identical or different than those recommended to clients. It is the expressed policy of CPS that no person employed by CPS shall prefer his or her own interest to that of an advisory client or make personal investment decisions based on the investment decision of advisory clients. CPS buys and sells securities for its owners, employees, and their immediate families that it also recommends to clients. At times, CPS may buy investments for its proprietary accounts that it does not buy for its clients.

All securities traded in affiliated accounts are subject to a blackout period where a security that has been purchased or sold for a client account may not be purchased or sold for an affiliated account during the 3-day period before and after the client purchase or sale date.

All principal individuals and/or employees of CPS are required to comply with all applicable federal and state securities laws, rules and regulations. Adviser's Code of Ethics further includes the firm's policy prohibiting the use of material non-public information. If any person of CPS violates CPS' internal controls and/or the applicable federal or state laws, rules & regulations, then that person will be subject to disciplinary action ranging from verbal reprimand to termination of employment, depending on the nature, seriousness, and repetition of the violation.

CPS clients or prospective clients may request a copy of the firm's Code of Ethics by contacting Peter C. Golotko, Chief Compliance Officer at (863) 688-1725 or [peter@cpsinvest.com](mailto:peter@cpsinvest.com).

## **Item 12 – Brokerage Practices**

Because CPS does not have the discretionary authority to determine the broker dealer to be used or the commission rates to be paid, clients must direct CPS as to the broker dealer to be used. In directing the use of a particular broker or dealer, it should be understood that CPS may not have authority to negotiate commissions or obtain volume discounts, and best execution may not be achieved. In addition, a disparity in commission charges may exist between the commissions charged to other clients. CPS does not have any formal or informal soft-dollar arrangements. Clients will receive monthly and/or quarterly statements from their broker-dealer/custodian. CPS will provide clients with reports as contracted for at the inception of the advisory relationship.

CPS participates in the Fidelity Institutional Wealth Services (FIWS) which is offered to independent investment advisers by Fidelity Investments, an NASD registered broker-dealer. CPS utilizes the services of Fidelity Institutional Wealth Services (FIWS) program sponsored by Fidelity Brokerage Services, LLC

(Fidelity). While there is no direct linkage (except in certain circumstances) between the investment advice given to clients and CPS' participation in the FIWS program, economic benefits that are received by CPS would not be received if CPS did not give investment advice to clients. These benefits include: a dedicated trading desk that services FIWS participants exclusively, a dedicated service group and an account services manager dedicated to CPS' accounts, access to a real-time order matching system, electronic download of trades, balances and positions in FIWS's portfolio management software, access, for a fee, to an electronic interface with FIWS's software, duplicate and batched client statements, confirmations and year-end summaries, the ability to have advisory fees directly debited from client accounts (in accordance with federal and state requirements), a quarterly newsletter, access to Fidelity mutual funds, access to [www.wealthscape.com](http://www.wealthscape.com), a Fidelity Brokerage information web site, access to over 6000 mutual funds NOT affiliated with Fidelity, and the ability to have loads waived for CPS' clients who invest in certain Fidelity loaded funds, when certain conditions are met and maintained. FIWS also financially co-sponsors an annual conference for CPS' CPAlliance™ program to enhance the education and skills of the CPAlliance™ members.

Clients in need of brokerage or custodial services will have Fidelity Investments recommended to them. As part of the FIWS program, CPS receives benefits that it would not receive if it did not offer investment advice.

CPS has the policy to make whole all accounts that have trading errors. CPS will not penalize the account for the trading error. All errors are moved to a trade error account for correction. Profits are donated to a charity chosen by CPS and losses are absorbed by CPS.

CPS may, from time to time, aggregate client trades using Block Orders. If this strategy is used, all clients within the aggregate filled trade will receive the same price. Aggregate trades are used to move in and out of a particular investment quickly which could improve the execution of the trade.

Regarding thinly traded securities and partial fill executions of volume and/or batched trades, CPS will use a random sampling method or the Advent/Moxy software to ensure fair and equitable treatment over time. Allocations for partial fills will be made using a random number sequence or the Advent/Moxy software. This random sampling method may be changed if a different method is more appropriate.

**Financial Planning - Consulting:** These clients will be required to select their own broker-dealers and/or insurance companies for the implementation of financial planning and/or consulting recommendations. CPS may recommend any one of several brokers (including, but not limited to Fidelity). CPS clients must independently evaluate these brokers before opening an account. The factors considered by CPS when making this recommendation are the broker's ability to provide professional services, CPS' experience with the broker, the broker's reputation, and the broker's financial strength, among other factors.

**Seminars:** Due to the nature of this service, CPS does not recommend broker-dealers to these clients.

**Class Action & Legal Proceedings:** CPS does not accept responsibility for assisting or acting on a client's behalf with filings for class action or other legal proceedings.

### **Item 13 – Review of Accounts**

**Portfolio Management:** Portfolios are reviewed on a continuous and regular basis. Portfolio management accounts are formally reviewed in their entirety initially upon engagement and quarterly, semi-annually, or annually, as contracted for at the inception of the advisory relationship. Periodic reviews of accounts are conducted on a more frequent basis to accommodate additions to cash, unusual price movements, and any investment objective change by the client. CPAlliance™ clients are only contacted by the participating advisory firm unless requested by the participating firm or end client.

**Financial Planning - Consulting:** These client accounts are reviewed as contracted for at the inception of the advisory relationship.

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

**CPAlliance™ EZ** is a referral arrangement. Each participating firm or person signs a Solicitation Agreement and their client signs a Disclosure Statement and Acknowledgement which allows CPS to manage the client and their assets and pays the participating firm or person a portion of the quarterly fee collected. The owners of CPS have a majority ownership (100%) of the company CPAlliance™.

**CPAlliance™ Training Seminars:** CPS offers a two-day training seminar for CPAlliance™ members to learn how to add money management to their financial planning services. The cost of the training is \$2,000. This is a deposit which will be returned to the CPAlliance™ member upon reaching \$10 million in assets under management. CPS also offers Continuing Professional Education Seminars for CPAlliance™ members. This program qualifies for CPE credit. The cost of each seminar may vary depending on the topic & program outline.

## **Item 15 – Custody**

Clients should receive at least quarterly statements from the broker dealer, bank or other qualified custodian that holds and maintains client's investment assets. CPS urges you to carefully review such statements and compare such official custodial records to the account statements that we may provide to you. Our statements may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

CPS has custody over certain client's funds and securities and therefore is required to have an annual surprise audit by an independent public accountant.

## **Item 16 – Investment Discretion**

CPS usually receives discretionary authority from the client at the outset of an advisory relationship to select the identity and amount of securities to be bought or sold. In all cases, however, such discretion is to be exercised in a manner consistent with the stated investment objectives for the particular client account. Any limitations on this discretionary authority shall be included in this written authority statement.

Clients may change/amend these limitations as required. Investment guidelines, restrictions and any amendments shall be submitted in writing.

When selecting securities and determining amounts, CPS observes the investment policies, limitations and restrictions of the clients for which it advises.

## **Item 17 – Voting *Client* Securities**

Unless the parties otherwise agree in writing, CPS shall have no obligation or authority to take any action or render any advice with respect to the voting of proxies solicited by or with respect to issuers of securities held by an Account. The Client expressly retains the authority and responsibility for, and CPS is expressly precluded from rendering any advice or taking any action with respect to, the voting of any such proxies.

If the account is maintained on behalf of a plan subject to the Employee Retirement Income Security Act of 1974 ("ERISA") or similar government regulations, Client represents regardless of the plan document, that the Client expressly retains the authority and responsibility for, and CPS is expressly precluded from rendering any advice or taking any action with respect to, the voting of such proxies.

## **Item 18 – Financial Information**

Registered investment advisers are required in this Item to provide you with certain financial information or disclosures about CPS financial condition. CPS has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients, and has not been the subject of a bankruptcy proceeding.

CPS will not charge more than \$1200 in advance for work that cannot be completed within six months.

Supplement for Peter C. Golotko  
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November 14, 2019

This Brochure Supplement provides information about **Peter C. Golotko, CPA/PFS, MBA** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Peter C. Golotko is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**CPSInvest.com**

## **Item 2 – Educational Background and Business Experience**

**Peter C. Golotko, CPA/PFS, MBA**, born April 10, 1968.

Peter has been Partner/Director of Chas P. Smith & Associates, P.A., CPA's since January 1998.

He earned his B.S. in Business Administration-Accounting in 1990 and his Masters in Business Administration (MBA) in 1996, both from Florida Southern College.

He became a Certified Public Accountant (CPA) in 1995, but has had public accounting experience since 1990. CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education, minimum experience levels, and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education each year. Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest, maintain client confidentiality, disclose to the client any commission or referral fees, and service the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

Peter received a Certificate of Education Achievement from the AICPA for Financial Planning in 1995 and has been a Personal Financial Specialist (PFS) since 1995. The PFS credential demonstrates that an individual has met the minimum education, experience and testing required of a CPA in addition to a minimum level of expertise in personal financial planning. To attain the PFS credential, a candidate must hold an unrevoked CPA license, fulfill 3,000 hours of personal financial planning business experience, complete 80 hours of personal financial planning CPE credits, pass a comprehensive financial planning exam and be an active member of the AICPA. A PFS credential holder is required to adhere to AICPA's *Code of Professional Conduct*, and is encouraged to follow AICPA's *Statement on Responsibilities in Financial Planning Practice*. To maintain their PFS credential, the recipient must complete 60 hours of financial planning CPE credits every three years. The PFS credential is administered through the AICPA.

Peter passed the Series 65 in 1998.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Peter C. Golotko is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Peter C. Golotko receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with James M. Luffman in a supervisory role to monitor the advice provided to clients. Jim can be contacted at (863) 688-1725 or [jluffman@cpsinvest.com](mailto:jluffman@cpsinvest.com).

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[jluffman@cpsinvest.com](mailto:jluffman@cpsinvest.com)

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November 14, 2019

This Brochure Supplement provides information about **James M. Luffman, CPA/PFS** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about James M. Luffman is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**CPSInvest.com**



## **Item 2 – Educational Background and Business Experience**

**James M. Luffman, CPA/PFS**, born August 10, 1955.

Jim has been Secretary/Director of Chas P. Smith & Associates, P.A., CPA's since January 1996 and became Chairman of the Board in 2017.

He earned his B.S. in Business Administration-Accounting at Florida State University in 1977.

He became a Certified Public Accountant (CPA) in 1988, but has had public accounting experience since 1987. CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education, minimum experience levels, and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education each year. Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest, maintain client confidentiality, disclose to the client any commission or referral fees, and service the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

Jim received a Certificate of Education Achievement from the AICPA for Financial Planning in 1993 and has been a Personal Financial Specialist (PFS) since 1993. The PFS credential demonstrates that an individual has met the minimum education, experience and testing required of a CPA in addition to a minimum level of expertise in personal financial planning. To attain the PFS credential, a candidate must hold an unrevoked CPA license, fulfill 3,000 hours of personal financial planning business experience, complete 80 hours of personal financial planning CPE credits, pass a comprehensive financial planning exam and be an active member of the AICPA. A PFS credential holder is required to adhere to AICPA's *Code of Professional Conduct*, and is encouraged to follow AICPA's *Statement on Responsibilities in Financial Planning Practice*. To maintain their PFS credential, the recipient must complete 60 hours of financial planning CPE credits every three years. The PFS credential is administered through the AICPA.

Jim passed the Series 2 in 1994.

Jim received his Insurance License from the Florida Department of Financial Services in 2004 for Life, Health and Annuities.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

James M. Luffman is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

James M. Luffman receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly James M. Luffman in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Michael A. Riskin  
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November 14, 2019

This Brochure Supplement provides information about **Michael A. Riskin, CPA/PFS, CFP®, MST** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Michael A. Riskin is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Item 2 – Educational Background and Business Experience**

**Michael A. Riskin, CPA/PFS, CFP®, MST**, born June 27, 1974.

Michael has been a Partner of Chas P. Smith & Associates, P.A., CPA's since July 2017. He also serves as the Corporate Treasurer, a role he assumed in January 2016. He served as Director of Taxation for CPS Group CPAs, PA from February 2009 through December 2015.

He earned his B.S. in Business Administration-Accounting in 1996 from Lehigh University and his Masters in Taxation (MST) in 2000 from Florida International University.

He became a Certified Public Accountant (CPA) in 2002, but has had public accounting experience since 1996. CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education, minimum experience levels, and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education each year. Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest, maintain client confidentiality, disclose to the client any commission or referral fees, and service the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

Michael has been a Personal Financial Specialist (PFS) and a Certified Financial Planner (CFP®) since 2010. The PFS credential demonstrates that an individual has met the minimum education, experience and testing required of a CPA in addition to a minimum level of expertise in personal financial planning. To attain the PFS credential, a candidate must hold an unrevoked CPA license, fulfill 3,000 hours of personal financial planning business experience, complete 80 hours of personal financial planning CPE credits, pass a comprehensive financial planning exam and be an active member of the AICPA. A PFS credential holder is required to adhere to AICPA's *Code of Professional Conduct*, and is encouraged to follow AICPA's *Statement on Responsibilities in Financial Planning Practice*. To maintain their PFS credential, the recipient must complete 60 hours of financial planning CPE credits every three years. The PFS credential is administered through the AICPA.

The CERTIFIED FINANCIAL PLANNER (CFP®) designation is a professional certification mark for financial planners conferred by the Certified Financial Planner Board of Standards (CFP® Board) in the United States, and by 25 other organizations affiliated with Financial Planning Standards Board (FPSB). To receive authorization to use the designation, the candidate must meet education, examination, experience and ethics requirements, and pay an ongoing certification fee.

Michael has been issued his Series 65 since 2010 upon passing the CFP® exam.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Michael A. Riskin is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Michael A. Riskin receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Michael A. Riskin in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Nolen B. Bailey  
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November 14, 2019

This Brochure Supplement provides information about **Nolen B. Bailey** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Nolen B. Bailey is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Item 2 – Educational Background and Business Experience**

**Nolen B. Bailey, CFP®, CRPS®, ARPC**, born July 20, 1984.

Nolen has been Regional Director of Retirement Plan Services at CPS Investment Advisors, since March 2011.

He earned his B.S. in Business Administration – Finance concentration with a minor in Economics in 2007 from Florida Southern College. Nolen obtained his Series 65 license as a Registered Investment Advisor Representative in 2011.

The CERTIFIED FINANCIAL PLANNER™ (CFP®) designation is a professional certification mark for financial planners conferred by the Certified Financial Planner Board of Standards (CFP® Board) in the United States, and by 25 other organizations affiliated with Financial Planning Standards Board (FPSB). To receive authorization to use the designation, the candidate must meet education, examination, experience and ethics requirements, and pay an ongoing certification fee.

He obtained the Chartered Retirement Plans Specialist (CRPS®) designation from the College for Financial Planning in 2015. The CRPS® is a professional designation awarded by the College for Financial Planning to individuals who specialize in creating, implementing and maintaining retirement plans for businesses. They must pass an exam demonstrating their expertise. Successful applicants earn the right to use the CRPS® designation with their names for two years. Every two years, CRPS professionals must complete 16 hours of continuing education and pay a nominal fee to continue using the designation.

He obtained the Accredited Retirement Plan Consultant (ARPC) designation from the Society of Professional Asset-Managers and Record Keepers in 2014. The Accredited Retirement Plan Consultant (ARPC) designation is awarded to sales and marketing professionals who have demonstrated the knowledge required to help employers sponsor plans that enable employees to effectively save and plan for retirement. The ARPC designation program is accredited by the National Commission for Certifying Agencies (NCCA). Accreditation provides independent third-party validation that the ARPC program meets or exceeds standards regarding its purpose, structure, governance, psychometric foundation, policies and procedures. NCCA accreditation meets the requirements of the NASAA Model Rule on the Use of Senior Specific Certifications and Professional Designations.

Nolen received his Insurance License from the Florida Department of Financial Services in 2015 for Life including Variable Annuities and Health.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Nolen B. Bailey is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Nolen B. Bailey receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Nolen B. Bailey in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Richard D. Bernard  
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November 14, 2019

This Brochure Supplement provides information about **Richard D. Bernard, MBA** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Richard D. Bernard is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

CPSInvest.com

## **Item 2 – Educational Background and Business Experience**

**Richard D. Bernard, MBA was born June 27, 1961**

Richard has been employed as a Financial Advisor by CPS Investment Advisors since February 21, 2017. Prior to his employment with CPS Investment Advisors, Richard worked from 1983 – 2016 at the Polk County Sheriff's Office in Florida.

Richard earned his B.A. in Organizational Management from Warner University in 2005 and his Masters of Business Administration (MBA) from Florida Southern College in 2008. The Florida Southern College MBA is an internationally-recognized graduate level program designed to develop the skills required for careers in business and management. The curriculum includes a comprehensive selection of business related topics, including Economics, Marketing, Qualitative & Quantitative Analysis, Business Finance, Business Law, Ethics, and Leadership.

Richard also earned his Certified Public Manager (CPM) certification from Florida State University in 2004. The Certified Public Manager is a [United States professional designation](#) established in 1979 for the purpose of improving performance and advancing [best practice](#) standards for [public sector](#) managers.

Richard is a Florida Retirement System (FRS) retiree and former DROP participant. Richard specializes in retirement planning for government/public sector employees and retirees.

Richard obtained his Series 65 license as a Registered Investment Advisor Representative in 2017.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Richard D. Bernard is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Richard D. Bernard receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Richard D. Bernard in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or [peter@cpsinvest.com](mailto:peter@cpsinvest.com).

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November 14, 2019

This Brochure Supplement provides information about **Gary E. Clark, MS, CPM, CPPT** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Chas P. Smith is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Item 2 – Educational Background and Business Experience**

**Gary E. Clark, MS, CPM, CPPT**, born September 18, 1945.

Gary has been affiliated with CPS Investment Advisors since February 2007.

He earned his B.S. in Mathematics in 1967 from Kansas State University and his Masters in Systems Analysis-Operations Research in 1969 from the Air Force Institute of Technology. He graduated from National Defense University in 1983.

He retired from the United States Air Force after 26 years of active duty. His grade at retirement was Colonel in the Regular Air Force.

Subsequent to his Air Force career he served as the Civil Service and Retirement Director for the City of Lakeland, Florida. He retired from this position in 2006 after 13.5 years of service.

Gary passed the Series 65 in 2008.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Gary E. Clark is not engaged in other investment-related business activities for compensation outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Gary E. Clark receives referral compensation for his advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Gary E. Clark in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or [peter@cpsinvest.com](mailto:peter@cpsinvest.com).

Supplement for Anthony M. Corrao  
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November 14, 2019

This Brochure Supplement provides information about **Anthony M. Corrao, CFP®** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Anthony M. Corrao is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**CPSInvest.com**

## **Item 2 – Educational Background and Business Experience**

**Anthony M. Corrao, CFP®**, born September 28, 1981

Anthony has been employed with Chas P. Smith & Associates, P.A., CPA's since June 2010. He is responsible for analyzing new accounts and implementing the investment strategy best suitable for the client. Previously, Anthony compiled financial statements at a large manufacturing company where reconciliation of the balance sheet and income statement has helped him gain knowledge of understanding companies and their financial status.

He earned his B.S. in Finance in 2003 from The Florida State University.

The CERTIFIED FINANCIAL PLANNER™ (CFP®) designation is a professional certification mark for financial planners conferred by the Certified Financial Planner Board of Standards (CFP® Board) in the United States, and by 25 other organizations affiliated with Financial Planning Standards Board (FPSB). To receive authorization to use the designation, the candidate must meet education, examination, experience and ethics requirements, and pay an ongoing certification fee.

Anthony passed the Series 65 in 2012 and attained the CFP® designation in 2016.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Anthony M. Corrao is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Anthony M. Corrao receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Anthony M. Corrao in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or [peter@cpsinvest.com](mailto:peter@cpsinvest.com).

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[beckenroth@cpsinvest.com](mailto:beckenroth@cpsinvest.com)

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November 14, 2019

This Brochure Supplement provides information about **Robert M. Eckenroth, CPA, MBA** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Peter C. Golotko is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

CPSInvest.com

## **Item 2 – Educational Background and Business Experience**

**Robert M. Eckenroth, CPA, MBA**, born April 21, 1948.

Robert joined CPS Investment Advisors in July, 2015.

He earned his B.A in Accounting in 1970 from Grove City College and his Masters in Business Administration (MBA) in 1975 from the University of Maryland.

He became a Certified Public Accountant (CPA) in 1977, and had public accounting experience from 1975-1979 with Price Waterhouse and Company in Washington, DC. CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education, minimum experience levels, and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education each year. Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest, maintain client confidentiality, disclose to the client any commission or referral fees, and service the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

Robert retired as a Vice President from Marriott International after 30 years with the Company. He was the President of Barom Consulting, LLC for 2 years prior to joining CPS Investment Advisors.

Robert passed the Series 65 in 2016.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Robert M. Eckenroth is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Robert M. Eckenroth receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Robert M. Eckenroth in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Tamara L. Fales  
[Tamara@cpsinvest.com](mailto:Tamara@cpsinvest.com)

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November 14, 2019

This Brochure Supplement provides information about **Tamara L. Fales** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Tamara L. Fales is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Item 2 – Educational Background and Business Experience**

**Tamara L. Fales**, born August 2, 1984.

Tamara joined the Retirement Plan Services Division at CPS Investment Advisors, November 2018.

She earned her B.A. in Mass Communications – in 2010 from the University of South Florida. Tamara obtained her Series 65 license as a Registered Investment Advisor Representative in 2015.

Tamara received her Insurance License from the Florida Department of Financial Services in 2015 for Life including Variable Annuities and Health.

Tamara worked for USAA from 2010 – 2018. She served in many roles ranging from Insurance to Financial Advisor. When leaving USAA in 2018 she had the title of Financial Advisor II

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Tamara L. Fales is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Tamara L. Fales receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Tamara L. Fales in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Adam M. Gruber  
[adam@cpsinvest.com](mailto:adam@cpsinvest.com)

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November 14, 2019

This Brochure Supplement provides information about **Adam M. Gruber** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Adam M. Gruber is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Item 2 – Educational Background and Business Experience**

**Adam M. Gruber**, born May 31, 1990

Adam has been a Portfolio Analyst of Chas P. Smith & Associates, P.A., CPA's since May 2018. He is responsible for analyzing new client accounts to determine the most suitable investments based on the client's goals.

He has been a Math/Finance Educator in Hillsborough County School District since 2012. He is responsible for creating curriculum based on his student's abilities and needs, continually assessing their strengths and weaknesses throughout the process, and delivering appropriate content. He was also employed with Sundance Wealth Management Group, LLC from 2016 to 2017.

He earned a BS in Finance in 2012 from The Florida State University and is currently enrolled in the certified financial planner program at this same university.

Adam passed the Series 65 in 2016

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS management. CPS has no information applicable to this item

## **Item 4 – Other Business Activities**

Adam M. Gruber is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Adam M. Gruber receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Adam M Gruber in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Thomas A. Gruber  
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This Brochure Supplement provides information about **Thomas A. Gruber** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Thomas A. Gruber is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**CPSInvest.com**

## **Item 2 – Educational Background and Business Experience**

Thomas A Gruber, CPA/PFS, born August 28, 1956.

Thomas has thirty years of experience in financial, accounting and treasury management of a Fortune 100 publishing company and in financial and tax planning for individuals and small businesses. Thomas owned Sundance Wealth Management Group LLC and Thomas A. Gruber, PA CPA until it ceased business on December 31, 2017. He began employment with CPS Investment Advisors on January 2, 2018 through the present. He also continues to be employed as a part-time faculty member at the University of Phoenix over the last five years. He earned his Master of Science Degree in business administration from Radford University in 1981. He became a certified public accountant in 1984, but has had public and private accounting experience since 1981. CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education, minimum experience levels, and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education each year. Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest, maintain client confidentiality, disclose to the client any commission or referral fees, and service the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

Thomas earned a Personal Financial Specialists (PFS) designation from the American Institute of CPAs in 2006. The PFS credential demonstrates that an individual has met the minimum education, experience and testing required of a CPA in addition to a minimum level of expertise in personal financial planning. To attain the PFS credential, a candidate must hold an unrevoked CPA license, fulfill 3,000 hours of personal financial planning business experience, complete 80 hours of personal financial planning CPE credits, pass a comprehensive financial planning exam and be an active member of the AICPA. A PFS credential holder is required to adhere to AICPA's *Code of Professional Conduct*, and is encouraged to follow AICPA's *Statement on Responsibilities in Financial Planning Practice*. To maintain their PFS credential, the recipient must complete 60 hours of financial planning CPE credits every three years. The PFS credential is administered through the AICPA.

Thomas passed the Series 65 in 2005.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS management. CPS has no information applicable to this item

## **Item 4 – Other Business Activities**

Thomas A Gruber is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Thomas A Gruber receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Thomas A. Gruber in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Derek M. Oxford  
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November 14, 2019

This Brochure Supplement provides information about **Derek M. Oxford, CFP®** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Derek M. Oxford is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

CPSInvest.com

## **Item 2 – Educational Background and Business Experience**

**Derek M. Oxford, CFP®, born August 13, 1982.**

Derek has been an employee of Chas P. Smith & Associates, P.A., CPA's since July of 2008.

He earned his B.S. in Finance in 2004 from Florida State University.

He began his career in August, 2004 as a Financial Advisor after graduating from Florida State University. Having experience with the front office, he transitioned to the back-office setting with the Merrill Lynch Insurance Group as the liaison with the west coast division for the annuity whole-sales dept. There, he learned detailed information about insurance products. Derek later became an institutional trader with the Merrill Lynch WRAP program working directly with fund managers for large asset level money transfers.

In 2007, Derek transitioned to Fidelity Investments as a college planning specialist for the Southeast United States. In 2008, CPS Investment Advisors opened the doors to Derek, where he is currently a Portfolio Analyst and Financial Planner.

Derek passed the Series 66 in 2005 and the Certified Financial Planner (CFP®) in 2015. The Certified Financial Planner (CFP) designation is a professional certification mark for financial planners conferred by the Certified Financial Planner Board of Standards (CFP Board) in the United States, and by 25 other organizations affiliated with Financial Planning Standards Board (FPSB). To receive authorization to use the designation, the candidate must meet education, examination, experience and ethics requirements, and pay an ongoing certification fee.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Derek M. Oxford is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Derek M. Oxford receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Derek M. Oxford in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Michael Scott  
[mscott@cpsinvest.com](mailto:mscott@cpsinvest.com)

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November 14, 2019

This Brochure Supplement provides information about **Michael Scott** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Michael Scott is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Item 2 – Educational Background and Business Experience**

**Michael Scott, MBA, CFA was born February 16, 1993.**

Michael has been an employee of Chas P. Smith & Associates, P.A., CPA's since March 2014. Prior to 2014 Michael was a full-time student at Florida Southern College.

He earned his B.S. in Business Administration in 2014, from Florida Southern College. He then earned is Masters of Business Administration from Florida Southern College in 2015.

Michael passed the Series 65 in 2014.

Michael is a Chartered Financial Analyst®, earning the right to use the Chartered Financial Analyst® designation in August of 2019.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Michael Scott is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Michael Scott receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Michael Scott in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Sterling J Searcy Jr.  
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November 14, 2019

This Brochure Supplement provides information about **Sterling J Searcy Jr, CPA** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Sterling J Searcy Jr. is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Item 2 – Educational Background and Business Experience**

**Sterling J Searcy Jr, CPA**, born April 13, 1989.

Sterling earned his Masters in Accountancy (MAcc) at Florida Southern College in 2016.

He became a Certified Public Accountant (CPA) in 2017. CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education, minimum experience levels, and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education each year. Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest, maintain client confidentiality, disclose to the client any commission or referral fees, and service the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

Sterling passed the Series 65 exam in 2017.

Sterling's recent business experience includes the following:

Senior Tax Advisor, CPS Group CPS's, PA, May 2018 – Present  
Owner, Searcy Tax LLC, December 2017- May 2018  
Accountant Supervisor, Kaba Consulting, November 2017 – December 2017  
International Tax Associate, JPC International Tax Advisors, February 2016- November 2017  
Senior Accountant, ArithmeTech Inc., September 2015- February 2016  
Accounting Manager, Pressure-Pro Inc., July 2012 – August 2015

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

Sterling J Searcy Jr. is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

## **Item 5 – Additional Compensation**

Sterling J Searcy Jr. receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Sterling J Searcy Jr. in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Matthew A. Treskovich  
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November 14, 2019

This Brochure Supplement provides information about **Matthew A. Treskovich**, that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Matthew A. Treskovich is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Item 2 – Educational Background and Business Experience**

**Matthew A. Treskovich, CPA/PFS, CFP®, CMA, AEP®, MBA, CLU, ChFC, FLMI, born August 14, 1978.**

Matt has been affiliated with Chas P. Smith & Associates, P.A., CPA's since March of 2016. Prior to joining the firm, he was Chief Financial Officer at Creekmore Insurance Group for 12 years, a life and long term care insurance brokerage.

He earned his B.S. in Physics in 2001 from the University of Central Florida, and his Masters in Business Administration (MBA) with an emphasis on accounting in 2007 from the University of Phoenix.

He became a Certified Public Accountant (CPA) in 2016. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education, minimum experience levels, and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education each year. Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest, maintain client confidentiality, disclose to the client any commission or referral fees, and service the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

Matt received a Certificate of Education Achievement from the AICPA for Financial Planning in 2016 and has been a Personal Financial Specialist (PFS) since 2016. The PFS credential demonstrates that an individual has met the minimum education, experience and testing required of a CPA in addition to a minimum level of expertise in personal financial planning. To attain the PFS credential, a candidate must hold an unrevoked CPA license, fulfill 3,000 hours of personal financial planning business experience, complete 80 hours of personal financial planning CPE credits, pass a comprehensive financial planning exam and be an active member of the AICPA. A PFS credential holder is required to adhere to AICPA's *Code of Professional Conduct*, and is encouraged to follow AICPA's *Statement on Responsibilities in Financial Planning Practice*. To maintain their PFS credential, the recipient must complete 60 hours of financial planning CPE credits every three years. The PFS credential is administered through the AICPA.

Matt earned the Certified Information Technology Professional (CITP) credential from the AICPA in 2018. The Certified Information Technology Professional (CITP ®) is awarded to CPAs with the unique ability to bridge between business and technology while meeting the strict requirements for a CPA license, as well as additional training and experience in IT assurance, risk, security and privacy, analytics and technology. The credential requires passing the CITP Exam.

Matt earned the Certified Financial Planner (CFP®) certification in 2011. The Certified Financial Planner (CFP) designation is a professional certification mark for financial planners conferred by the Certified Financial Planner Board of Standards (CFP Board) in the United States, and by 25 other organizations affiliated with Financial Planning Standards Board (FPSB). To receive authorization to use the designation, the candidate must meet education, examination, experience and ethics requirements, and pay an ongoing certification fee.

Matt earned the Certified Management Accountant designation in 2010 with special recognition for an exam score in the top ten worldwide. The CMA is the globally recognized, advanced-level credential appropriate for accountants and financial professionals in business. Achieving the CMA demonstrates professional expertise in financial planning, analysis, control, decision support, and professional ethics.

Matt was designated an Accredited Estate Planner® (AEP®) in 2018. The AEP® designation is a graduate level, multi-disciplinary specialization in estate planning, obtained in addition to already recognized professional credentials within the various disciplines of estate planning. It is awarded by the National

Association of Estate Planners & Councils to recognize estate planning professionals who meet stringent requirements of experience, knowledge, education, professional reputation, and character. An AEP® designee must embrace the team concept of estate planning and adhere to the NAEPC Code of Ethics, as well as participate in an annual renewal and recertification process.

Matt earned the CLU® (Chartered Life Underwriter®) designation in 2006. Since 1927, the CLU® has been the respected risk management credential for advisors. Designees have completed eight or more college-level courses representing an average study time of 400 hours. Topics for required courses include insurance and financial planning, life insurance law, estate planning, and planning for business owners and professionals. Elective courses include such advanced topics as income taxes, group benefits, retirement planning, and health insurance. CLU® designees must meet experience and continuing education requirements and must adhere to a high ethical standard. The mark is awarded by The American College, a non-profit educator with the top level of academic accreditation.

Matt earned the ChFC® (Chartered Financial Consultant®) designation in 2009. The ChFC® designation has been a mark of excellence for almost thirty years and currently requires nine college-level courses, the most of any financial planning credential. Average study time to earn the ChFC® exceeds 450 hours. Required courses cover extensive education and application training in financial planning, income taxation, investments, and estate and retirement planning. Additional electives are chosen from such topics as macroeconomics, financial decisions for retirement, and executive compensation. ChFC® designees must meet experience requirements and adhere to continuing education and ethical standards. The credential is awarded by The American College, a non-profit educator founded in 1927 and the highest level of academic accreditation.

Matt earned the FLMI – Fellow, Life Management Institute – designation with a certificate for distinguished performance in 2005. The FLMI designation recognizes advanced expertise in operations, products and management of life and health insurance companies.

### **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS' management. CPS has no information applicable to this item.

### **Item 4 – Other Business Activities**

Matthew A. Treskovich is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA's.

### **Item 5 – Additional Compensation**

Matthew A. Treskovich receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

### **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with Matthew A. Treskovich in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.

Supplement for Kelley “K.C.” Wilson  
[kwilson@cpsinvest.com](mailto:kwilson@cpsinvest.com)

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November 14, 2019

This Brochure Supplement provides information about **Kelley “K.C.” Wilson** that supplements the CPS Investment Advisors Brochure. You should have received a copy of that Brochure. Please contact Peter C. Golotko, Chief Compliance Officer, if you did not receive CPS Investment Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about K.C. Wilson is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

CPSInvest.com

## **Item 2 – Educational Background and Business Experience**

**Kelley “K.C.” Wilson born March 17, 1994.**

K.C. has been an employee of Chas P. Smith & Associates, P.A., CPA’s since July 2016. Previously K.C. worked for Compass Flooring Distributor from 2012 through June 2016 as a Sales & Assistant Warehouse Manager.

He earned his B.S. in Accounting & Business Administration, from Florida Southern College in 2016.

K.C. passed the Series 65 in 2018.

## **Item 3 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of CPS or the integrity of CPS’ management. CPS has no information applicable to this item.

## **Item 4 – Other Business Activities**

K.C. Wilson is not engaged in other investment-related business activities outside of Chas P. Smith & Associates, P.A., CPA’s.

## **Item 5 – Additional Compensation**

K.C. Wilson receives no additional compensation for advisory services. The firm also has a strict gift and entertainment policy that is overseen by the Chief Compliance Officer.

## **Item 6 – Supervision**

Peter C. Golotko, Chief Compliance Officer, meets regularly with K.C. Wilson in a supervisory role to monitor the advice provided to clients. Peter can be contacted at (863) 688-1725 or peter@cpsinvest.com.