



**Wealth Management Strategies, Inc.**

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March 19, 2020

This brochure provides information about the qualifications and business practices of Wealth Management Strategies, Inc. ("Adviser"). If you have any questions about the contents of this brochure, please contact us at either of the numbers listed above or by email at [info@mywealthmgmt.com](mailto:info@mywealthmgmt.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission ("SEC") or by any state securities authority.

Adviser is a registered investment adviser. Registration of an investment adviser does not imply any level of skill or training.

Additional information about Adviser also is available on the SEC's website at [WWW.ADVISERINFO.SEC.GOV](http://WWW.ADVISERINFO.SEC.GOV). You can search this site by a unique identifying number, known as a CRD number. Adviser's CRD number is 305481.

**ITEM 2 – SUMMARY OF MATERIAL CHANGES**

There have been no material changes since the initial IARD filing on October 31, 2019.

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#### **ITEM 4 – ADVISORY BUSINESS**

Wealth Management Strategies, Inc. (“Adviser”) has been in operation since 1994 and has applied for registration as a registered investment adviser as of September 2019. Adviser’s sole owner is Herman “Bud” Kahn. We provide investment advice to individuals, retirement plans, trusts, estates, charitable organizations, corporations and other business entities. We also provide advice to clients on financial planning, retirement planning, estate planning, tax planning and on matters that include, but are not limited to, life insurance, long-term care insurance, 529 plans and other similar financial matters. We are a fiduciary and are required to act in a client’s best interest at all times.

##### **Investment Management**

We use a time-tested, disciplined approach to investing. We are a “total portfolio” manager using active and passive, diversified investment approaches. We believe that a portfolio should be diversified among asset classes, companies of different size, and other attributes to reduce risk as measured by portfolio volatility. Typically, we use model portfolios that meet the individual needs and risk tolerances of our clients. If you desire, you may impose restrictions on the securities or types of securities you would like us to invest in.

##### **Financial Planning**

Sound financial planning services can help clients identify the strengths and weaknesses of their long-term financial health. We have years of experience in this area and sophisticated software tools available to assist our clients in developing comprehensive financial plans that guide them toward the accomplishment of their goals.

##### **Retirement Planning**

Retirement planning and financial planning are not one and the same. We have worked with many clients through their earning years and into the distribution phase of their lives. We assist clients with the management of their portfolios to ensure longevity through retirement while at the same time providing needed income. We have experience working with clients on a range of retirement planning issues, including rollover of 401(k) plans, level of income needed for retirement and tax-efficient distribution of after-tax and before-tax assets.

##### **Estate Planning**

Good estate planning advice can save a client significant amounts of estate and gift taxes. We provide a full range of estate planning services, all of which are designed to help clients achieve their personal and financial goals regarding the tax-efficient transfer of their assets to the next generation and/or to charitable institutions.

##### **Tax Planning**

Whether it’s the sale of a security, the exercise of a stock option, the transfer of real estate or the gifting of appreciated securities, advance planning regarding the tax impact of a transaction is critical. Our team has many years of experience in assisting clients with tax issues. Our goal is to help our clients minimize their lifetime tax liability so they can retain a larger share of the assets accumulated over their working lives.

As part of our investment strategy, we may recommend allocating portions of a client's assets to mutual funds, Exchange Traded Funds, or publicly traded REITs. Those other independent managers will have total investment discretion over the assets allocated to them. We annually conduct due diligence and monitor the performance on an ongoing basis of the investment vehicles. Nonetheless, they may conduct business with different custodians, banks, brokers, dealers and counterparties than those we utilize. Moreover, we have no direct ability to ensure that those other managers act in accordance with the stated investment policies or objectives of those funds or accounts, or otherwise act in conformity with applicable contractual, legal, regulatory or other standards and restrictions.

As of March 13, 2020, we were actively managing \$115,967,924 of clients' assets on a discretionary basis.

#### **ITEM 5 – FEES AND COMPENSATION**

We are a fee-based advisor, which may include hourly and/or fixed fees, as well as fees based upon assets under management. Additionally, certain of our Advisory representatives, in their individual capacities, may offer insurance products under a commission arrangement. A fee based on assets under management means we get paid a fee for our investment management services based on the average daily market value of your assets under management in the preceding month. We typically bill for our fees monthly, payable in advance. Our minimum account size and fees are negotiable in certain circumstances. Fees can be paid by having them deducted directly from your account or by check. The choice is yours. In either case, we provide you with a fee statement. Our annual fee schedule is as follows:

<b>Total Assets Under Management</b>	<b>Annual Fee*</b>
Up to \$500,000	1.25%
\$500,001 to \$3,000,000	1.00%
\$3,000,001- \$5,000,000	0.80%
\$5,000,001-\$10,000,000	0.65%
\$10,000,001-\$25,000,000	0.50%
\$25,000,001-and up	negotiable

\*We, in our sole discretion, may negotiate to reduce any fee. AUM excludes any non-managed assets held in a managed account. A non-managed asset includes any asset that the client has directed us to hold and not trade. Our minimum account size is \$500,000; however, we reserve the right to manage smaller accounts.

#### **Platform Fees**

A third-party vendor charges a platform fee of \$60-\$80 per account that is an additional fee paid by the client. This fee has been waived for a two-year period ending October 2021.

#### **Asset Management Fee Calculation Example**

A client with \$4,000,000 in Assets Under Management would annually be billed 0.80% and be charged a \$60-\$80 platform fee per account.

Our asset management fee includes our charge for the development and maintenance of a client's financial plan. For non-investment clients, we charge a fee of \$5,000 for a financial plan half of which is billed upon our firm being engaged by the client, and half upon completion of the plan. Most financial plans are completed within six months. We do not require or solicit prepayment of more than \$1,200 in fees per client, six months or more in advance.

We will also bill an hourly rate of \$500 per hour for certain projects. An estimate of the project completion time will be discussed with the client.

In investing your portfolio, we will likely use one or more mutual funds. If we do, you will incur mutual fund fees and expenses that are in addition to the fees we charge you. Mutual funds pass these fees and expenses on to investors directly - they are not charged nor billed by us.

We use TD Ameritrade ("TD"), a registered broker-dealer and member of the Securities Investor Protection Corporation, as our custodian. Through our use of TD's services, you will incur certain trading costs in addition to our fees. These costs are further explained in Item 12 below.

#### **ITEM 6 – PERFORMANCE-BASED FEES AND SIDE-BY-SIDE MANAGEMENT**

We do not charge performance-based fees nor do we engage in side-by-side management.

#### **ITEM 7 – TYPES OF CLIENTS**

We provide investment advice to individuals, retirement plans, trusts, estates, endowments, charitable organizations, corporations and other business entities. Our minimum account size is \$500,000; however, we reserve the right to manage smaller accounts.

#### **ITEM 8 – METHODS OF ANALYSIS, INVESTMENT STRATEGIES AND RISK OF LOSS**

Please remember that any time you invest in securities of any type, there is risk of loss of principal that you should be prepared to bear.

##### **Methods of Analysis**

Our disciplined, diversified investment approach is designed to achieve excess returns by overweighting undervalued asset classes and investment styles. Our approach incorporates a number of different methods of analysis. In order to determine undervalued asset classes, we use fundamental, technical and cyclical analysis. Fundamental analysis helps us determine how under- or overvalued an asset class or security is by itself. Technical analysis is a study of the supply and demand of investors and where they are investing their money at a particular time. Cyclical analysis is a study of where the economy is in the business cycle and which asset classes should perform best over the next several months. We use fundamental, technical and cyclical analyses in a proprietary model to assist in the determination of which investment styles to overweight. Our proprietary model is based on the concept of reversion to the mean – this means that investment styles that are overvalued will fall in value and undervalued styles will rise in value to revert to the mean performance over time. Our investment committee uses these

methods to determine the appropriate weightings for asset classes, investment styles and appropriate investment vehicles. There is a risk of loss of principal due to the fact that these methods may not prove successful at times, especially during unexpected market events or catastrophic events.

#### Investment Strategies

We use several investment strategies for our clients' portfolios depending on the risk tolerance and return objectives for each of our clients. Adviser's investment committee determines the appropriate asset class allocation, investment vehicles and appropriate risk levels for each investment strategy. Adviser's core investment strategies are: aggressive growth, growth, moderate growth, moderate, conservative growth, conservative, and capital preservation. We also have ESG versions of several of these strategies, as well as a Charitable Endowment strategy. Each of these core strategies may invest in mutual funds, exchange traded funds, individual equities, fixed income, alternatives and/or cash. The level of equities in a clients' portfolio will be highest for someone invested in our aggressive growth strategy and lowest for someone invested in our capital preservation strategy.

**Fixed Income Strategy:** We have a few clients that have a portfolio invested solely in fixed income investments. Adviser's approach in these situations is to overweight credit quality and maturity lengths for which we believe clients are compensated for the risk of owning the asset. This approach is based primarily on our cyclical analysis. We may use both mutual funds and individual bonds depending on client goals as outlined in their respective investment policy statements. Our fixed income strategy is subject to risk of loss of principal through rising interest rates, bond market dislocation, illiquidity in the bond market and security rating downgrades.

#### Alternative Investment Strategies

At certain times, we have the ability to invest in what we consider to be alternative investments. Our exposure to alternative investments is done through mutual funds, partnerships, and ETF's in our core strategies. Examples of alternative investments that we may invest in, but are not limited to, are a stock, LLC or LLP interest, mutual fund or ETF investing in real estate, infrastructure, natural resources or private equity. The amount of alternative investments allowed in a client's portfolio is outlined in each client's investment policy statement. There is a risk of loss of principal in alternative investments because they may be illiquid or undiversified and this risk of loss is compounded by any alternative that uses leverage.

#### **ITEM 9 – DISCIPLINARY INFORMATION**

We, nor anyone on our management team, have been, or is currently, subject to any criminal, civil or disciplinary action.

#### **ITEM 10 – OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS**

##### Receipt of Insurance Commissions

Certain of the firm's advisory representatives, in their individual capacities, are also licensed insurance agents with various insurance companies, and in such capacity, may recommend, on a fully-disclosed commission basis, the purchase of certain insurance products. Although we do not sell such insurance products to our investment advisory clients, we do permit the

advisory representatives, in their individual capacities as licensed insurance agents, to sell insurance products to our investment advisory clients. A conflict of interest exists to the extent that we recommend the purchase of insurance products where its advisory representatives receive insurance commissions or other additional compensation.

#### **ITEM 11 – CODE OF ETHICS, PARTICIPATION OR INTEREST IN CLIENT TRANSACTIONS AND PERSONAL TRADING**

We and its employees may buy and sell securities that they recommend to advisory clients for purchase and sale. To the extent possible, the firm and its employees will process securities transactions for client accounts ahead of similar transactions contemplated for their own accounts. The Adviser and its employees do not recommend to clients or buy or sell for clients' accounts investments in which the Adviser or its employees have a material financial interest. To ensure employee transactions are supervised, we have established a Code of Ethics designed to prevent conflicts of interest. Under the requirements of the Code, each Adviser employee is required to file personal transaction reports regularly for transactions in accounts in which they have a beneficial interest. In addition, certain types of transactions for employee personal accounts require preapproval and certain types of transactions are prohibited. Please contact our Chief Compliance Officer at (412) 781-7100 to obtain a complete copy of our Code of Ethics.

#### **ITEM 12 – BROKERAGE PRACTICES**

The Adviser participates in the institutional customer program offered by TD Ameritrade Institutional. TD Ameritrade Institutional is a division of TD Ameritrade Inc., member FINRA/SIPC ("TD Ameritrade"), an unaffiliated SEC-registered broker-dealer and FINRA member. TD Ameritrade offers to independent investment advisors services which include custody of securities, trade execution, clearance and settlement of transactions. The Adviser receives some benefits from TD Ameritrade through its participation in the program.

When placing orders for more than one client account, the Adviser portfolio manager may decide to aggregate similar purchase or sale orders in the same security for several accounts resulting in an average price being applied to each client account participating in the aggregate order.

The Adviser representatives will not generally exercise discretion to evaluate the commissions and services of other broker-dealers unless unusual conditions exist. Selection of one broker-dealer for executing orders may not allow the Adviser to receive research from other broker-dealers in return for commission business, to batch transaction orders with those of other clients for volume commission discounts (unless batched with orders of other the Adviser clients) or allow the Adviser to evaluate the quality of execution services and commissions of other broker-dealers. Thus, selecting a single broker-dealer may not result in best price or execution of a client's transactions. The Adviser does not exercise discretionary authority when placing orders for customer accounts.

As disclosed above, the Adviser participates in TD Ameritrade's institutional customer program and the Adviser may require clients to maintain accounts with TD Ameritrade for custody and brokerage services. There is no direct link between the Adviser's participation in the program and the investment advice it gives to its clients, although the Adviser receives economic benefits through its participation in the program that are typically not available to TD Ameritrade retail



investors. These benefits include the following products and services (provided without cost or at a discount): duplicate client statements and confirmations; research related products and tools; consulting services; access to a trading desk servicing advisor participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have advisory fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to the Adviser by third party vendors. TD Ameritrade may also have paid for business consulting and professional services received by the Adviser's related persons and may also pay or reimburse expenses (including travel, lodging, meals and entertainment expenses) for the Adviser's personnel to attend conferences or meetings generally relating to the program or to TD Ameritrade's advisor custody and brokerage services. Some of the products and services made available by TD Ameritrade through the program may benefit the Adviser but may not benefit its client accounts. These products or services may assist the Adviser in managing and administering client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help the Adviser manage and further develop its business enterprise. The benefits received by the Adviser through participation in the program do not depend on the amount of brokerage transactions directed to TD Ameritrade. Clients should be aware, however, that the receipt of economic benefits by the Adviser or its related persons in and of itself creates a conflict of interest and may influence the Adviser's recommendation of TD Ameritrade for custody and brokerage services.

#### **ITEM 13 – REVIEW OF ACCOUNTS**

Your accounts are under continuous review by our investment professionals. Portfolio reviews are conducted frequently to judge the appropriateness of securities held in your account. Accounts are reviewed if there is an extraordinary event such as abnormal performance of a mutual fund or individual equity, if there is a change in a mutual fund manager or if there is a significant market swing. Bud Kahn and Aaron Kahn review all accounts and are assigned all accounts under management. In addition to the monthly written statements that our clients receive from their custodian through the mail or via email and the annual written reports that we send to clients through the mail or via email, our clients receive quarterly, semiannual or annual reviews that include, but are not limited to, evaluation and review of securities currently held in an account, performance review and review of activity in the account since the last review.

#### **ITEM 14 – CLIENT REFERRALS AND OTHER COMPENSATION**

Adviser does not compensate any outside parties for client referrals, nor does Adviser receive any non-cash economic benefit for client referrals. Adviser receives economic benefits from our custodians in the form of the support products and services that are made available to us and to other independent investment advisors. These products and services, how they benefit us, and the related conflicts of interest are described in Item 12 above. The availability to us of our custodian's products and services is not based on us giving particular investment advice, such as buying particular securities for our clients.

As part of our employee compensation package, an employee may receive a portion of the first year's fee of a referred client relationship.

#### **ITEM 15 – CUSTODY**

We do not have physical custody of client assets as TD maintains actual custody of your assets. You will receive account statements directly from TD monthly. The statements will be sent to the email or postal mailing address you provide to TD. You should carefully review those statements promptly when you receive them. We also urge you to compare TD's account statements to the portfolio reports you receive from us. Clients may have standing letters of authorization on their accounts. We have reviewed those relationships and determined that they meet the IAA no action letter seven conditions and do not trigger the surprise custody audit.

#### **ITEM 16 – INVESTMENT DISCRETION**

We manage all of our accounts on a discretionary basis. This means that you give us full and complete discretion and authority with respect to the management of your assets, including the authority to purchase, sell, exchange, convert and trade your assets, to choose broker-dealers and to subcontract and use sub-advisers. If you desire, you may impose restrictions on the securities or types of securities you would like us to invest in.

#### **ITEM 17 – VOTING CLIENT SECURITIES**

We do not accept authority to vote proxies on behalf of clients as a matter of policy. Clients will receive their proxy information directly from their custodian. Clients may contact the Adviser with questions about a particular solicitation by telephone at (412) 781-7100.

#### **ITEM 18 – FINANCIAL INFORMATION**

We do not require or solicit prepayment of more than \$1,200 in fees per client, six months or more in advance. As an advisory firm that maintains discretionary authority for client accounts and is deemed to have custody of some assets, we are also required to disclose any financial condition that is reasonably likely to impair our ability to meet our contractual obligations. We have no additional financial circumstances to report.

#### **Confidentiality**

Protecting client privacy is very important to us. We view protecting our clients' private information as a top priority. Pursuant to the requirements of the Gramm-Leach-Bliley Act, we have instituted policies and procedures to ensure that customer information is kept private and secure. We do not disclose any non-public personal information about its clients or former clients to any nonaffiliated third parties, except as permitted by law. In the course of servicing a client account, we may share some information with its service providers, such as, but not limited to, transfer agents, custodians, broker/dealers, accountants, and lawyers.

We restrict internal access to non-public personal information about our clients to those employees who need to know that information in order to provide products or services to the client. We maintain physical and procedural safeguards that comply with federal standards to guard a client's non-public personal information and ensure its integrity and confidentiality. As emphasized above, it has always been and will always be our policy never to sell information

about current or former customers or their accounts to anyone. It is also our policy not to share information unless required to process a transaction, at the request of our customer, or as required by law.

A copy of our privacy policy notice will be provided to each client prior to, or contemporaneously with, the execution of the advisory agreement. Thereafter, we will deliver a copy of the current privacy policy notice to our clients prior to changing our sharing practices.



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**SCHEDULE 2B - BROCHURE SUPPLEMENT**

**Herman "Bud" Kahn  
Wealth Management Strategies, Inc.**

17 Brilliant Avenue, Suite 302

Pittsburgh, PA 15215

Phone: (412) 781-7100

Website: <https://www.mywealthmgmt.com>

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This Brochure Supplement provides information about Herman "Bud" Kahn that supplements the Wealth Management Strategies, Inc. ("Adviser") brochure. You should have received a copy of that brochure. Please contact Bud Kahn at [info@mywealthmgmt.com](mailto:info@mywealthmgmt.com) if you did not receive the Adviser's brochure or if you have any questions about the contents of this supplement.

Additional information about Bud Kahn (CRD Number 1866522) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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

**Herman “Bud” Kahn**

Year of birth: 1954

Educational Background and Business Experience:

Robert Morris College, Pittsburgh, Pennsylvania, MS, Taxation, 1985

University of Pittsburgh, Pittsburgh, Pennsylvania, MBA, Accounting & Finance, 1976

University of Pittsburgh, Pittsburgh, Pennsylvania, BA, Economics, 1975

He has passed Series 7, (08/1988), Series 24 (11/1996), Series 31 (01/2003), Series 51 (07/2003), Series 63 (10/1988) and SIE (10/2018) Examinations.

He earned the CPWA designation in 2018, the AEP® designation in 2014, the CIMA® designation in 2002, the CPA license in 1978, and the CFP® designation in 1995.

Professional Designations:

### **CFP® - Certified Financial Planner**

In order to achieve and maintain certification, CFP® professionals must: 1) pass the comprehensive CFP® Certification Examination, 2) pass the CFP Board's Fitness Standards for Candidates and Registrants, 3) agree to abide by CFP Board's Code of Ethics and Professional Responsibility and Rules of Conduct which put clients' interests first, 4) comply with the Financial Planning Practice Standards which spell out what clients should be able to reasonably expect from the financial planning engagement, and 5) complete 30 hours of continuing education (including 2 hours of approved Ethics CE) every two years. - See more at: <http://www.cfp.net/become-a-cfp-professional/cfp-certification-requirements#sthash.gwXJz3yF.dpuf>.

### **CIMA® - Certified Investment Management Analyst<sup>SM</sup>**

CIMA® MINIMUM QUALIFICATIONS:

- The CIMA certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application.
- Prerequisites for the CIMA certification are three years of financial services experience and an acceptable regulatory history.
- To obtain the CIMA certification, candidates must pass an online Qualification Examination, successfully complete a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school, and pass an online Certification Examination.
- CIMA designees are required to adhere to The Investments and Wealth Institute's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks.
- CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification. The designation is administered through Investments and Wealth Institute.

**CPA - Certified public accountants** are licensed by their state boards of accountancy. Attaining a CPA license requires the completion of a minimum of college education in accounting, successful passage of the Uniform CPA examination, and at least one year of experience. In order to maintain a CPA license, the Commonwealth of Pennsylvania requires licensees complete 80

hours of continuing education every two years and adhere to a stringent Code of Professional Conduct.

### **CPWA® - Certified Private Wealth Advisor**

#### **CPWA® MINIMUM QUALIFICATIONS:**

Certified Private Wealth Advisor® (CPWA®) is an advanced professional certification for advisors who serve high-net-worth clients. It's designed for seasoned professionals who seek the latest, most advanced knowledge and techniques to address the sophisticated needs of clients. Unlike credentials that focus specifically on investing or financial planning, the CPWA program takes a holistic and multidisciplinary approach.

- Prerequisites for the CPWA® certification are a bachelor's degree from an accredited college or university, or one of the following certifications or licenses: CIMA®, RMA®, CFA®, CFP®, ChFC® or a CPA license, five years of experience in financial services or delivering services to high-net-worth clients and successful completion of a comprehensive background check.
- To obtain the CPWA® certification, candidates must successfully complete an education program which includes both self-study and a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school, and pass an online Certification Examination.
- CPWA® designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks.
- CPWA® designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification. The designation is administered through Investments and Wealth Institute.

**The Accredited Estate Planner® (AEP®)** designation is a graduate level 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 and Councils (NAEPC) to recognize estate planning professionals who meet stringent requirements of experience, knowledge, education, professional reputation, and character.

An ACCREDITED ESTATE PLANNER® applicant must meet ALL of the following requirements as established by the National Association of Estate Planners & Councils:

1. Credential requirement. To be eligible to be considered for the AEP® designation, the applicant must provide documentation of being licensed to practice law as an Attorney (JD) or to practice as a Certified Public Accountant (CPA), or of being currently designated as a Chartered Life Underwriter® (CLU®), Chartered Financial Consultant® (ChFC®), Certified Financial Planner (CFP®), or Certified Trust & Financial Advisor (CTFA), in any jurisdiction of the United States of America.
2. Professional discipline engaged in estate planning requirement. The applicant must be presently and significantly engaged in "estate planning activities" as an attorney, an accountant, an insurance professional and financial planner, or a trust officer. Estate planning encompasses the accumulation, conservation, preservation, and transfer of an estate through planning and implementation of an estate plan. The overall purpose of the estate planning process is to develop a plan that will maintain the financial security of individuals and their families. Estate planning has come to include lifetime planning that leads to conservation and transfer of assets. Estate planning should also facilitate the intended and orderly transfer of property at death, taking into consideration the family unit and the potential costs of different methods.

Business Experience:

Wealth Management Strategies, Inc., Pittsburgh, Pennsylvania, Investment Adviser Representative, 10/2019 – Present

Wealth Management Strategies, Inc., Pittsburgh, Pennsylvania, President, 09/1994 – Present

Various Carriers, Insurance Agent, 09/2004 – Present

Kestra Financial Services, Inc., Austin, Texas, Registered Representative/Investment Adviser Representative 04/2016 – 10/2019

NFP Securities, Austin, Texas, Registered Representative, 09/2004 – 04/2016

**Item 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

**ITEM 4 Other Business Activities**

Bud Kahn is a licensed insurance agent. In this capacity, he can sell insurance products such as fixed and variable life insurance products to clients and receive normal and customary commission compensation. You are under no obligation to purchase insurance products through Bud Kahn on a commissionable basis. He may receive other compensation such as fixed life trails. The potential for receipt of commissions and other compensation gives him an incentive to recommend insurance products based on the compensation received, rather than on the client's needs. To address this conflict, clients purchasing insurance from him will receive certain disclosure documents and complete additional documentation to complete the transaction. All insurance activity is supervised directly by the Wealth Management Strategies CCO.

Bud Kahn does not have any Other Outside Business Activity to disclose that is 10% of his time or 10% revenue.

**ITEM 5 Additional Compensation**

Bud Kahn does not receive additional compensation for advisory services other than from the sale of insurance products previously described.

**ITEM 6 Supervision**

Bud Kahn, Chief Compliance Officer, is responsible for monitoring the activities of the Adviser's supervised persons. Bud Kahn's telephone number is (412) 781-7100. Bud Kahn continuously reviews investment strategies and market conditions. Bud Kahn supervises all Investment Adviser Representatives that conduct client contact. The Adviser has an Investment Adviser Supervisory Manual and Code of Ethics that are annually reviewed.



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**SCHEDULE 2B - BROCHURE SUPPLEMENT**

**Aaron Harold Kahn**  
**Wealth Management Strategies, Inc.**

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Pittsburgh, PA 15215  
Phone: (412) 781-7100  
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Additional information about Aaron Kahn (CRD Number 6064121) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



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

**Aaron Harold Kahn**

Year of birth: 1988

Educational Background and Business Experience:

University of Pittsburgh, Pittsburgh, PA, MBA, 2018

Indiana University, Bloomington, Indiana, BA, Journalism and Marketing, 2010

He has passed Series 7, Series 66 (1/2013) and SIE (10/2018) Examinations.

He earned the CFP® designation in 1988.

Professional Designations:

### **CFP® - Certified Financial Planner**

In order to achieve and maintain certification, CFP® professionals must: 1) pass the comprehensive CFP® Certification Examination, 2) pass the CFP Board's Fitness Standards for Candidates and Registrants, 3) agree to abide by CFP Board's Code of Ethics and Professional Responsibility and Rules of Conduct which put clients' interests first, 4) comply with the Financial Planning Practice Standards which spell out what clients should be able to reasonably expect from the financial planning engagement, and 5) complete 30 hours of continuing education (including 2 hours of approved Ethics CE) every two years. - See more at: <http://www.cfp.net/become-a-cfp-professional/cfp-certification-requirements#sthash.gwXJz3yF.dpuf>.

Business Experience:

Wealth Management Strategies, Inc., Pittsburgh, Pennsylvania, Investment Adviser Representative, 10/2019 – Present

Wealth Management Strategies, Inc., Pittsburgh, Pennsylvania, Vice President, 08/2012 – Present

Various Carriers, Insurance Agent, 08/2012 – Present

Kestra Financial Services, Inc., Austin, Texas, Registered Representative/Investment Adviser Representative 04/2016 – 10/2019

NFP Securities, Austin, Texas, Registered Representative, 08/2012 – 04/2016

## **Item 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Aaron Kahn is a licensed insurance agent. In this capacity, he can sell insurance products such as fixed and variable life insurance products to clients and receive normal and customary commission compensation. You are under no obligation to purchase insurance products through Aaron Kahn on a commissionable basis. He may receive other compensation such as fixed life trails. The potential for receipt of commissions and other compensation gives him an incentive to recommend insurance products based on the compensation received, rather than on the client's needs. To address this conflict, clients purchasing insurance from him will receive certain disclosure documents and complete additional documentation to complete the transaction. All insurance activity is supervised directly by the Wealth Management Services CCO.

Aaron Kahn does not have any Other Outside Business Activity to disclose that is 10% of his time or 10% revenue.

**ITEM 5 Additional Compensation**

Aaron Kahn does not receive additional compensation for advisory services other than from the sale of insurance products previously described.

**ITEM 6 Supervision**

Bud Kahn, Chief Compliance Officer, is responsible for monitoring the activities of the Adviser's supervised persons. Bud Kahn's telephone number is (412) 781-7100. Bud Kahn continuously reviews investment strategies and market conditions. Bud Kahn supervises all Investment Adviser Representatives that conduct client contact. The Adviser has an Investment Adviser Supervisory Manual and Code of Ethics that are annually reviewed.



**SCHEDULE 2B - BROCHURE SUPPLEMENT**

**Curt Randy Grossman**  
**Wealth Management Strategies, Inc.**

17 Brilliant Avenue, Suite 302  
Pittsburgh, PA 15215  
Phone: (412) 781-7100  
Website: <https://www.mywealthmgmt.com>

March 19, 2020

**This Brochure Supplement provides information about Randy Grossman that supplements the Wealth Management Strategies, Inc. ("Adviser") brochure. You should have received a copy of that brochure. Please contact Bud Kahn at [info@mywealthmgmt.com](mailto:info@mywealthmgmt.com) if you did not receive the Adviser's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Randy Grossman (CRD Number 2013519) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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

**Curt Randy Grossman**

Year of birth: 1952

Educational Background and Business Experience:

Haverford High School, Havertown, PA, High School Diploma, 1970

He has passed Series 7 (12/1989), Series 65 (1/1992), Series 63 (12/1989) and SIE (10/2018) Examinations.

He has earned the CFP® designation and the PPC® designation.

Professional Designations:

### **CFP® - Certified Financial Planner**

In order to achieve and maintain certification, CFP® professionals must: 1) pass the comprehensive CFP® Certification Examination, 2) pass the CFP Board's Fitness Standards for Candidates and Registrants, 3) agree to abide by CFP Board's Code of Ethics and Professional Responsibility and Rules of Conduct which put clients' interests first, 4) comply with the Financial Planning Practice Standards which spell out what clients should be able to reasonably expect from the financial planning engagement, and 5) complete 30 hours of continuing education (including 2 hours of approved Ethics CE) every two years. - See more at: <http://www.cfp.net/become-a-cfp-professional/cfp-certification-requirements#sthash.gwXJz3yF.dpuf>.

### **PPC® - Professional Plan Consultant**

Minimum qualification: Have 3 years relevant experience, complete self-study or instructor-led training session, pass a 50 question multiple choice exam, and comply with a code of ethics.

Issuing institution: Financial Service Standards, LLC

Issuing institution Website: <http://www.401kservicetraining.com/designation.htm>

Continuing Education Requirements: 12 hours every 2 years

Business Experience:

Wealth Management Strategies, Inc., Pittsburgh, Pennsylvania, Investment Adviser Representative, 11/2019 – Present

Wealth Management Strategies, Inc., Pittsburgh, Pennsylvania, 03/2011 – Present

Various Carriers, Insurance Agent, 03/2011 – Present

Kestra Financial Services, Inc., Austin, Texas, Registered Representative/Investment Adviser Representative 04/2016 – 11/2019

NFP Securities, Austin, Texas, Registered Representative, 01/2011 – 04/2016

## **Item 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Randy Grossman is a licensed insurance agent. In this capacity, he can sell insurance products such as fixed and variable life insurance products to clients and receive normal and customary commission compensation. You are under no obligation to purchase insurance products through Randy Grossman on a commissionable basis. He may receive other compensation such as fixed life trails. The potential for receipt of commissions and other compensation gives him an

incentive to recommend insurance products based on the compensation received, rather than on the client's needs. To address this conflict, clients purchasing insurance from him will receive certain disclosure documents and complete additional documentation to complete the transaction. All insurance activity is supervised directly by the Wealth Management Services CCO.

Randy Grossman does not have any Other Outside Business Activity to disclose that is 10% of his time or 10% revenue.

**ITEM 5 Additional Compensation**

Randy Grossman does not receive additional compensation for advisory services other than from the sale of insurance products previously described.

**ITEM 6 Supervision**

Bud Kahn, Chief Compliance Officer, is responsible for monitoring the activities of the Adviser's supervised persons. Bud Kahn's telephone number is (412) 781-7100. Bud Kahn continuously reviews investment strategies and market conditions. Bud Kahn supervises all Investment Adviser Representatives that conduct client contact. The Adviser has an Investment Adviser Supervisory Manual and Code of Ethics that are annually reviewed.