

**Part 2A Appendix 1 of Form ADV**

**Wrap Fee Program Brochure**

May 6, 2020



**Golden State Wealth Management**

SEC CRD No. 167995

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This brochure provides information about the qualifications and business practices of Golden State Wealth Management, LLC. If you have any questions about the contents of this brochure, please contact us at 866-273-1563 or via email to Patrick Catone at Patrick.Catone@TeamGoldenState.com. The information in this brochure has not been approved or verified by any state securities authority.

Registration state regulatory authority does not imply a certain level of skill or expertise.

Additional information about Golden State Wealth Management, LLC is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## ITEM 2: MATERIAL CHANGES

This Firm Brochure is our disclosure document prepared according to regulatory requirements and rules. Consistent with the rules, we will ensure that you receive a summary of any material changes to this and subsequent Brochures within 120 days of the close of our business fiscal year. Furthermore, we will provide you with other interim disclosures about material changes as necessary. The following items have changed since the Firm's last annual update on March 13, 2020.

- Golden State Wealth Management added additional DBAs in Item 4A.
- We added additional information regarding fees and conflicts of interests in wrap fee managed accounts in Item 4.
- The firm added description of transition assistance provided by TD Ameritrade to firm representatives in Item 12 and Item 14.

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## ITEM 4: ADVISORY BUSINESS

### A. GOLDEN STATE WEALTH MANAGEMENT, LLC

Golden State Wealth Management, LLC (“GSWM” and/or “the firm”) is an investment adviser registered under the Investment Advisers Act of 1940. Daniel Catone, Patrick Catone, and John Nahas are the principal owners and managing members of GSWM.

See Item 9 of this document for an additional discussion concerning the firm’s affiliates.

Our firm’s home office is located at 201 E Sandpointe Ave., Suite 460 South Coast Metro, CA 92707. Other investment adviser representatives of the firm are permitted to conduct their business under a “doing business as” name, otherwise known as a “DBA.” Golden State Wealth Management also conducts business under the following D/B/A names:

- Bur Oak Wealth Management
- Champlain Wealth Advisors
- Companion Wealth Management
- Cornerstone Financial
- Curt Howard Wealth and Insurance Solutions
- Fago Wealth Management
- Granite Bay Wealth Management
- Ideal Life Advisors
- Isaac Kim Wealth Management
- Laguna Point Wealth Advisors
- Lundqvist Wealth Strategies
- Miller Wealth Management
- Oakmont Financial Group, LLC
- Ogden Wealth Management
- Ogden Wealth Management & Planning Services
- Pointwealth Capital Management
- Precision Capital Management
- Rasmussen Advisors
- Renaissance Wealth Management
- Rohling Wealth Management
- Stellar Wealth Management
- Westlake Investment Advisors

### B. TYPES OF ADVISORY SERVICES OFFERED

As discussed below, our firm is dedicated to providing individuals and other types of clients with a wide array of investment advisory services, including asset management, comprehensive portfolio management, and financial planning services. Our firm seeks to establish a service-oriented advisory practice with open lines of communication for many different types of clients to help meet their financial goals while remaining sensitive to risk tolerance and time horizons.

Working with clients to understand their investment objectives while educating them about our process and facilitates the kind of working relationship we value.

Our firm sponsors and offers a wrap fee program. Our wrap fee program allows clients to pay a single fee for investment advisory services and associated custodial transaction costs. Because our firm absorbs client transaction fees, an incentive exists to limit trading activities in client accounts. Custodial transaction costs, however, are not included in the advisory fee charged by our firm for non-wrap services and are to be paid by the client to their chosen custodian. Depending on the client's account or portfolio trading activity, clients may pay more for using our wrap fee services than they would for using our non-wrap services.

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## **B.1. WRAP ASSET MANAGEMENT**

As part of our Wrap Asset Management service, a portfolio is created, consisting of individual stocks, bonds, exchange traded funds ("ETFs"), options, mutual funds and other public and private securities or investments. The client's individual investment strategy is tailored to their specific needs and may include some or all of the previously mentioned securities. Portfolios will be designed to meet a particular investment goal, determined to be suitable to the client's circumstances. Once the appropriate portfolio has been determined, portfolios are continuously and regularly monitored, and if necessary, rebalanced based upon the client's individual needs, stated goals and objectives.

### **Fee Schedule**

The maximum annual fee charged for this service will not exceed 2.50%. Fees to be assessed will be outlined in the advisory agreement to be signed by the Client. Annualized fees are billed on a pro-rata basis quarterly in advance based on the value of the account(s) on the last day of the previous quarter. Fees are negotiable and will be deducted from client account(s). In rare cases, our firm will agree to directly invoice. As part of this process, Clients understand the following:

- a) The client's independent custodian sends statements at least quarterly showing the market values for each security included in the Assets and all account disbursements, including the amount of the advisory fees paid to our firm;
- b) Clients will provide authorization permitting our firm to be directly paid by these terms. Our firm will send an invoice directly to the custodian; and
- c) If our firm sends a copy of our invoice to the client, legend urging the comparison of information provided in our statement with those from the qualified custodian will be included.

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## **B.2. WRAP COMPREHENSIVE PORTFOLIO MANAGEMENT**

As part of our Wrap Comprehensive Portfolio Management service clients will be provided asset management and financial planning or consulting services. This service is designed to assist clients in meeting their financial goals through the use of a financial plan or consultation. Our firm conducts client meetings to understand their current financial situation, existing resources, financial goals, and tolerance for risk. Based on what is learned, an investment approach is presented to the client, consisting of individual stocks, bonds, ETFs, options, mutual funds and

other public and private securities or investments. Once the appropriate portfolio has been determined, portfolios are continuously and regularly monitored, and if necessary, rebalanced based upon the client's individual needs, stated goals and objectives. Upon client request, our firm provides a summary of observations and recommendations for the planning or consulting aspects of this service.

## **Fee Schedule**

The maximum annual fee charged for this service will not exceed 2.50%. Fees to be assessed will be outlined in the advisory agreement to be signed by the Client. Annualized fees are billed on a pro-rata basis quarterly in advance based on the value of the account(s) on the last day of the previous quarter. Fees are negotiable and will be deducted from client account(s). In rare cases, our firm will agree to directly invoice. As part of this process, Clients understand the following:

- a) The client's independent custodian sends statements at least quarterly showing the market values for each security included in the Assets and all account disbursements, including the amount of the advisory fees paid to our firm;
- b) Clients will provide authorization permitting our firm to be directly paid by these terms. Our firm will send an invoice directly to the custodian; and
- c) If our firm sends a copy of our invoice to the client, legend urging the comparison of information provided in our statement with those from the qualified custodian will be included.

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### **B.3. TAILORING OF ADVISORY SERVICES**

Our firm offers individualized investment advice to our Wrap Asset Management and Wrap Comprehensive Portfolio Management clients. Each Asset Management and Comprehensive Portfolio Management client has the opportunity to place reasonable restrictions on the types of investments to be held in the portfolio. Restrictions on investments in certain securities or types of securities may not be possible due to the level of difficulty this would entail in managing the account.

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### **B.4. ADDITIONAL FEES & EXPENSES**

Clients in wrap accounts will not incur separate transaction costs for trades by their custodian. However, you may expect other miscellaneous fees to be charged. In addition to the charges imposed by mutual funds described below, you may also incur fees for trades executed away from the custodian, mark-ups and mark-downs, spreads paid to market makers, wire transfer fees and other fees and taxes on brokerage accounts and securities transactions.

With respect to the charges imposed by mutual funds all ongoing management fees paid to GSWM for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds and/or exchange traded funds ("ETFs") in which we may invest your assets. 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. Our fees pay for our services in advising you as to the investment of your assets including, among other things, our assistance in deciding which mutual fund or funds may be most appropriate to

your financial condition and objectives. The mutual fund fees and expenses, on the other hand, pay for the costs of managing and investing the fund's portfolio of investments. A client could invest in a mutual fund directly, without our services, but the client would not receive the benefit of our services. Clients should review both the fees charged by the funds and our fees to fully understand the total amount of fees to be paid by the client and to thereby evaluate the advisory services being provided. Clients should also understand that mutual funds offer a variety of share classes, some including fees that are more expensive than others and some with no fees.

Mutual funds typically offer multiple share classes available for investment based upon certain eligibility and/or purchase requirements. For instance, in addition to the more commonly offered retail mutual fund share classes (typically, Class A, B and C shares), mutual funds may also offer institutional or advisor share classes (the "lower cost share classes") or other share classes that are designed for purchase in an account enrolled in an investment advisory programs (typically, Class I, "institutional", "investor" etc.). These lower cost share classes usually have a lower expense ratio than other share classes. Furthermore, when an account purchases Class A Shares, the firm could receive from the mutual fund 12b-1 Service/Distribution fees that are charged to you by the mutual fund. Class I Shares generally are not subject to 12b-1 Service/Distribution fees. Because of the different expenses of the mutual fund share classes, it is generally more expensive for you to own Class A Shares than Class I Shares, and because some firms earn additional revenue in connection with the purchase of Class A Shares in your Account, they have a financial incentive to recommend Class A Shares for your account even though Class I Shares may be available in the same or a comparable mutual fund.

GSWM and its advisory representatives typically do not have a financial incentive to recommend or select share classes that have higher expense ratios because as an investment adviser, GSWM and its representatives do not collect those fees. The 12b-1 fees are typically retained by the custodian or broker and do not get forwarded onto the investment adviser. As a guideline, we encourage our IARs to utilize lower cost share classes, however, clients may still be invested in other higher cost share classes with higher internal expenses when no lower cost share classes for a particular fund is available or the client is not eligible for the lower cost share classes due to the inability of the client to meet the investment minimums or any other restrictions imposed by the custodian.

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## B.5.ADVISORY FEES IN GENERAL

You should be aware that similar advisory services may or may not be available from other registered (or unregistered) investment advisors for similar or lower fees.

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## B.6.CONFLICTS OF INTEREST CREATED BY OUR FEE STRUCTURE

Although we endeavor to always act in your best interest, our firm has an inherent conflict of interest in recommending you rollover or transfer your accounts to an account managed by us since we have an incentive to generate compensation for the firm. Wrap programs typically have relatively higher management fees than non-wrap managed accounts and/or brokerage accounts, and may not be suitable for investors who expect to have low trading volume. You should be aware that similar advisory services may or may not be available from other registered (or unregistered) investment advisors for similar or lower fees.

Schwab have eliminated commissions for online trades of equities, ETFs and options (subject to \$0.65 per contract fee). This means that, in most cases, when we buy and sell these types of

securities, we will not have to pay any commissions to Schwab. If you custody your account at Schwab, we encourage you to review Schwab's pricing to compare the total costs of entering into a wrap fee arrangement versus a non-wrap fee arrangement. If you choose to enter into a wrap fee arrangement, your total cost to invest could exceed the cost of paying for brokerage and advisory services separately. To see what you would pay for transactions in a non-wrap account please refer to Schwab's most recent pricing schedules available at [schwab.com/aspricingguide](https://www.schwab.com/aspricingguide). You should note that the same conflict exists at other custodians that we may utilize, including TD Ameritrade and LPL Financial.

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## B.7. REGULATORY ASSETS UNDER MANAGEMENT

As of December 31, 2019, GSWM's total regulatory assets under management is \$989,798,905, all of which is managed on a discretionary basis.

## ITEM 5: ACCOUNT REQUIREMENTS & TYPES OF CLIENTS

Our firm has the following types of clients:

- Individuals and High Net Worth Individuals;
- Trusts, Estates or Charitable Organizations;
- Pension and Profit-Sharing Plans;
- Corporations, Limited Liability Companies and/or Other Business Types

Our firm does not impose requirements for opening and maintaining accounts or otherwise engaging us.

## ITEM 6: PORTFOLIO MANAGER SELECTION & EVALUATION

GSWM does not charge performance-based fees and therefore has no economic incentive to manage clients' portfolios in any way other than what is in their best interests.

## ITEM 7: METHODS OF ANALYSIS, INVESTMENT STRATEGIES, AND RISK OF LOSS

### A. SELECTION OF PORTFOLIO MANAGERS

Our firm's investment adviser representatives ("IAR's") act as portfolio manager(s) for this wrap fee program. A conflict arises in that other investment advisory firms may charge the same or lower fees than our firm for similar services. Our IARs are subject to individual licensing requirements as imposed by state securities boards. Our firm is required to confirm or update each IAR's Form U4 on an annual basis. IAR supervision is conducted by our Chief Compliance Officer or management personnel.

### B. ADVISORY BUSINESS



Information about our wrap fee services can be found in Item 4 of this brochure. Our firm offers individualized investment advice to our Wrap Asset Management and Wrap Comprehensive Portfolio Management clients. Each Wrap Asset Management and Wrap Comprehensive Portfolio Management client has the opportunity to place reasonable restrictions on the types of investments to be held in the portfolio. Restrictions on investments in certain securities or types of securities may not be possible due to the level of difficulty this would entail in managing the account.

#### D. PARTICIPATION IN WRAP FEE PROGRAMS

Our firm does not manage wrap fee accounts in a different fashion than non-wrap fee accounts. All accounts are managed on an individualized basis according to the client's investment objectives, financial goals, risk tolerance, etc.

#### D. PERFORMANCE-BASED FEES & SIDE-BY-SIDE MANAGEMENT

Our firm does not charge performance-based fees.

#### E. METHODS OF ANALYSIS, INVESTMENT STRATEGIES, & RISK OF LOSS

The financial advisor you work with has the independence to take the approach that he or she believes is most appropriate when analyzing investment products and strategies for clients. The financial advisor chooses his or her own research methods, investment style and management philosophy. It is important to note that no methodology or investment strategy is guaranteed to be successful or profitable.

When developing recommendations for you, IARs compare your financial goals with your investment risk tolerance and the risk and potential return of a specific investment. IARs have wide latitude in designing investment strategies.

Investing in securities involves risks that investors should be sure they understand and should be prepared to bear. No investment strategy will guarantee a profit or prevent losses. There are some common approaches that may be used by GSWM or your IAR in the course of providing advice to clients as described below:

- **Asset Allocation:** An investment strategy that aims to balance risk and reward by allocating assets among a variety of asset classes. At a high level, there are three main asset classes—equities (stocks), fixed income (bonds), and cash or cash equivalents—each of which have different risk and rewards. Asset classes are further divided into domestic and foreign investments with equities divided into small, mid and large capitalization. Bonds have varying durations and credit quality. By diversifying a portfolio amongst a wide range of asset classes, investors seek to reduce (but not eliminate) the overall risk of a portfolio through avoiding overexposure to any one asset class during various market cycles.

Strategic and tactical asset allocation (or a combination of both) may be utilized with domestic mutual funds, exchange traded funds, or stocks and bonds as the core investments. Global mutual funds, sector funds and specialty exchange-traded funds may be added as satellite positions. Portfolios will typically be further diversified among

large, medium and small sized investments in an effort to control the risk associated with traditional markets. Investment strategies designed for each client are based upon specific objectives stated by the client during consultations. Clients are generally able change their specific objectives at any time. Each client executes an Investment Policy Statement that documents their specific objectives and their desired investment strategy.

- **Fundamental Analysis:** The analysis of a business's financial statements (usually to analyze the business's assets, liabilities, and earnings), health, and its competitors and markets. When analyzing a stock, futures contract, or currency using fundamental analysis there are two basic approaches one can use: bottom up analysis and top down analysis. The terms are used to distinguish such analysis from other types of investment analysis, such as quantitative and technical. Fundamental analysis is performed on historical and present data, but with the goal of making financial forecasts. There are several possible objectives: (a) to conduct a company stock valuation and predict its probable price evolution; (b) to make a projection on its business performance; (c) to evaluate its management and make internal business decisions; (d) and/or to calculate its credit risk.; and (e) to find out the intrinsic value of the share.

When the objective of the analysis is to determine what stock to buy and at what price, there are two basic methodologies investors rely upon: (a) Fundamental analysis maintains that markets may misprice a security in the short run but that the "correct" price will eventually be reached. Profits can be made by purchasing the mispriced security and then waiting for the market to recognize its "mistake" and reprice the security.; and (b) Technical analysis maintains that all information is reflected already in the price of a security. Technical analysts analyze trends and believe that sentiment changes predate and predict trend changes. Investors' emotional responses to price movements lead to recognizable price chart patterns. Technical analysts also analyze historical trends to predict future price movement. Investors can use one or both of these different but complementary methods for stock picking. This presents a potential risk, as the price of a security can move up or down along with the overall market regardless of the economic and financial factors considered in evaluating the stock.

- **Technical Analysis:** A security analysis methodology for forecasting the direction of prices through the study of past market data, primarily price and volume. A fundamental principle of technical analysis is that a market's price reflects all relevant information, so their analysis looks at the history of a security's trading pattern rather than external drivers such as economic, fundamental and news events. Therefore, price action tends to repeat itself due to investors collectively tending toward patterned behavior – hence technical analysis focuses on identifiable trends and conditions. Technical analysts also widely use market indicators of many sorts, some of which are mathematical transformations of price, often including up and down volume, advance/decline data and other inputs. These indicators are used to help assess whether an asset is trending, and if it is, the probability of its direction and of continuation. Technicians also look for relationships between price/volume indices and market indicators. Technical analysis employs models and trading rules based on price and volume transformations, such as the relative strength index, moving averages, regressions, inter-market and intra-market price correlations, business cycles, stock market cycles or, classically, through recognition of chart patterns. Technical analysis is widely used among traders and financial professionals and is very often used by active day traders, market makers and

pit traders. The risk associated with this type of analysis is that analysts use subjective judgment to decide which pattern(s) a particular instrument reflects at a given time and what the interpretation of that pattern should be. **Charting** is a particular type of technical analysis, our firm reviews charts of market and security activity in an attempt to identify when the market is moving up or down and to predict when how long the trend may last and when that trend might reverse.

- **Cyclical Analysis:** A type of technical analysis that involves evaluating recurring price patterns and trends with the goal buying or selling securities based upon expected price movements or “market timing.” The risk of market timing based on technical analysis is that charts may not accurately predict future price movements. Current prices of securities may reflect all information known about the security and day to day changes in market prices of securities may follow random patterns and may not be predictable with any reliable degree of accuracy. Investing in securities involves the risk of loss that investors should be prepared to bear.
- **Third-Party Money Manager Analysis:** The analysis of the experience, investment philosophies, and past performance of independent third-party investment managers in an attempt to determine if that manager has demonstrated an ability to invest over a period of time and in different economic conditions. Analysis is completed by monitoring the manager’s underlying holdings, strategies, concentrations and leverage as part of our overall periodic risk assessment. Additionally, as part of the due-diligence process, the manager’s compliance and business enterprise risks are surveyed and reviewed. A risk of investing with a third-party manager who has been successful in the past is that they may not be able to replicate that success in the future. In addition, as our firm does not control the underlying investments in a third-party manager’s portfolio, there is also a risk that a manager may deviate from the stated investment mandate or strategy of the portfolio, making it a less suitable investment for our clients. Moreover, as our firm does not control the manager’s daily business and compliance operations, our firm may be unaware of the lack of internal controls necessary to prevent business, regulatory or reputational deficiencies.

## F. RISKS

As mentioned above, regardless of the strategy or analysis used, all investments carry the risk of loss including the loss of principal invested. Some risks may be avoided or mitigated, while others are completely unavoidable. Some of the common risks you should consider prior to investing include, but are not limited to:

- **Interest Rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security’s particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** If any type of inflation is present, a dollar today will not buy as much as a dollar at the same subsequent time, because purchasing power is eroded at the rate of inflation. Inflation tends to erode returns on investments, as well.
- **Portfolio Turnover Risk:** Active and frequent trading of securities and financial instruments in a portfolio can result in increased transaction costs, including potentially

substantial brokerage commissions, fees, and other transaction costs. In addition, frequent trading is likely to result in short-term capital gains tax treatment. As a result of portfolio turnover, the performance of a portfolio can be adversely impacted.

- **Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- **Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (e.g. interest rate). This primarily relates to fixed income securities.
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it (a lengthy process) before they can generate a profit. They have a greater uncertainty of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.
- **Financial Risk:** Excessive borrowing to finance a business's operations increases the uncertainty of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.
- **Liquidity Risk:** When consistent with a client's investment objectives, guidelines, restrictions and risk tolerances, we may invest portions of Client portfolios in illiquid securities, subject to applicable investment standards. Investing in an illiquid (difficult to trade) security may restrict our ability to dispose of such investments in a timely fashion or at an advantageous price, which may limit the ability to take full advantage of market opportunities and result in delays in liquidity risk.
- **Fixed Income Risks:** Portfolios that invest in fixed income securities are subject to several general risks, including interest rate risk, credit risk, and market risk, which could reduce the yield that an investor receives from his or her portfolio. These risks may occur from fluctuations in interest rates, a change to an issuer's individual situation or industry, or events in the financial markets.
- **High Yield Fixed Income Securities Risk:** Investments in high-yielding, non-investment grade bonds (often referred to as "Junk Bonds") involve higher risk than investment grade bonds. Adverse conditions may affect the issuer's ability to make timely interest and principal payments on these securities.
- **Foreign, Emerging Markets Risk:** Investments in these types of securities have considerable risks. Risks associated with investing in foreign securities include fluctuations in the exchange rates of foreign currencies that may affect the U.S. dollar value of a security, the possibility of substantial price volatility as a result of political and economic instability in the foreign country, less public information about issuers of securities, different securities regulation, different accounting, auditing and financial reporting standards and less liquidity than in the U.S. markets.
- **Structured Products Risk:** These products are often complex and involve a significant amount of risk and should only be offered to Clients who have carefully read and considered the product's offering documents, as they are often times based on derivatives. Structured products are intended to be "buy and hold" investments and are not liquid instruments.
- **Derivatives (Options) Risk:** Options involve risks and are not suitable for everyone. Option trading can be speculative in nature and carry substantial risk of loss, including the loss of principal.

- **Small/Mid Cap Risk:** Stocks of small or mid-sized companies may have less liquidity than those of larger, established companies and may be subject to greater price volatility and risk than the overall stock market.
- **Non-Diversification Risk:** Investments that are concentrated in one or few industries or sectors may involve more risk than more diversified investments, including the potential for greater volatility.
- **American Depositary Receipts (ADRs):** Positions in those securities are not necessarily denominated in the same currency as the common stocks into which they may be converted. ADRs are receipts typically issued by an American bank or trust company evidencing ownership of the underlying securities. Generally, ADRs, in registered form, are designed for the U.S. securities markets. An account may invest in sponsored or unsponsored ADRs. In the case of an unsponsored ADR, a Fund is likely to bear its proportionate share of the expenses of the depository and it may have greater difficulty in receiving shareholder communications than it would have with a sponsored ADR.

The above list of risk factors does not purport to be a complete list or explanation of the risks involved in an investment strategy. You are encouraged to consult your financial advisor, legal counsel and tax professional on an initial and continuous basis in connection with selecting and engaging in the services provided by us. In addition, due to the dynamic nature of investments and markets, strategies may be subject to additional and different risk factors not discussed above. Your investments are not bank deposits, are not insured or guaranteed by any governmental agency, entity, or person, unless otherwise noted and, as such, may lose value.

## G. VOTING CLIENT SECURITIES

GSWM does not vote proxies for any of its clients. Clients will receive proxies or other solicitations directly from their custodian or a transfer agent. In the event that proxies are sent to our firm, our firm will forward them to the appropriate client and ask the party who sent them to mail them directly to the client in the future. Clients may call, write or email us to discuss questions they may have about particular proxy votes or other solicitations.

## ITEM 7: CLIENT INFORMATION PROVIDED TO PORTFOLIO MANAGER(S)

All accounts are managed by your financial advisor, who is an investment adviser representative of our firm, although your IAR may choose to allocate some percentage of your portfolio to a sub-adviser. The IAR selected to manage the client's account(s) or portfolio(s) will be privy to the client's investment goals and objectives, risk tolerance, restrictions placed on the management of the account(s) or portfolio(s) and relevant client notes taken by our firm. Please see our firm's Privacy Policy for more information on how our firm utilizes client information.

## **ITEM 8: CLIENT CONTACT WITH PORTFOLIO MANAGER(S)**

Clients are always free to directly contact their portfolio manager(s) with any questions or concerns about their portfolios or other matters.

## **ITEM 9: ADDITIONAL INFORMATION**

### **A. DISCIPLINARY INFORMATION**

There are no legal or disciplinary events that are material to the evaluation of our advisory business or the integrity of our management.

### **B. MATERIAL RELATIONSHIPS MAINTAINED BY FIRM & CONFLICTS OF INTERESTS**

GSWM is an investment adviser registered under the Investment Advisers Act of 1940. Daniel Catone, Patrick Catone, and John Nahas are the principal owners and managing members of GSWM. As mentioned in Item 4, many of the IARs who utilize GSWM operate business under a DBA name. Those persons potentially have their own conflicts of interests that will be disclosed in their brochure supplement.

Daniel Catone, Patrick Catone, and John Nahas are also control persons of Golden State Equity Partners, LLC. Golden State Equity Partners is a federally registered investment adviser with branches located in California. The firm provides wealth management services, including portfolio management, financial planning, and retirement consulting, amongst others.

Golden State Asset Management, LLC ("GSAM"), an investment management firm owned by Daniel Catone, Patrick Catone, John Nahas, and Kyle Fairall and operated at the same address as Golden State Wealth Management and Golden State Equity Partners.

Daniel Catone also owns a California registered investment adviser named Redwood Investment Group, Inc. DBA Redwood Investments.

#### **Conflict of Interests**

Golden State Asset Management, LLC provides investment advisory services to advisory affiliates and their clients. Similarly, some of our control person, investment professionals, and employees may provide other services to those affiliates and their clients. Financial advisors of GSWM will be permitted to utilize GSAM as a sub-adviser on separately managed accounts. Although you will not be subject to additional fees due to this arrangement, as a firm, Golden State has an incentive and a potential conflict of interest in recommending the strategies of GSAM over that of other sub-advisers since it may ultimately result in the firm being able to retain a larger percentage of fees versus a situation where an unaffiliated sub-adviser is utilized. Because each GSWM financial advisor you work with has the independence to take the approach that he or she believes is most appropriate when analyzing investment products and strategies for clients, we believe this risk is mitigated because your financial advisor is provided no additional financial incentive to recommend the services of Golden State Asset Management over any other sub-adviser. The financial advisor chooses his or her own research methods, investment style and management philosophy, and both the firm and the investment advisor representative are fiduciaries. When developing recommendations for you, IARs compare your financial goals with your investment risk tolerance and the risk and potential return of a specific

investment. IARs have wide latitude in designing investment strategies and choosing sub-advisers.

Representatives of our firm may be owners and/or investment advisor representatives with Redwood Investment Group, Inc., Golden State Equity Partners, LLC, and Golden State Asset Management, which are registered investment advisers. As such, they may have an incentive to recommend those firms as alternative investment advisers. This creates a conflict of interest in that these recommendations are based on his relationship with Redwood Investment Group, Inc., Golden State Asset Management, and Golden State Equity Partners, LLC and may not be in the best interest of our clients. However, we have determined in good faith that Redwood Investment Group, Inc., Golden State Wealth Management, and Golden State Equity Partners, LLC's services are reputable and such recommendations will be based on the client's needs. Clients are under no obligation to implement the recommendations we provide.

Certain representatives of Golden State Wealth Management, LLC or other affiliated companies are licensed insurance agents of unaffiliated insurance companies and may recommend the purchase of certain insurance-related products on a commission basis.

The recommendation by Golden State's representatives that a client purchase an insurance commission product presents a conflict of interest, as the receipt of commissions may provide an incentive to recommend insurance products based on commissions to be received, rather than on a particular client's need. No client is under any obligation to purchase any commission products from Golden State's representatives. Clients are reminded that they may purchase insurance products recommended by Golden State through other, non-affiliated insurance agents.

**Golden State Wealth Management' Chief Compliance Officer, Patrick Catone, remains available to address any questions that a client or prospective client may have regarding the above described conflicts of interest.**

## C. CODE OF ETHICS

As a fiduciary, it is an investment adviser's responsibility to provide fair and full disclosure of all material facts and to act solely in the best interest of each of our clients at all times. Our fiduciary duty is the underlying principle for our firm's Code of Ethics, which includes procedures for personal securities transaction and insider trading. Our firm requires all representatives to conduct business with the highest level of ethical standards and to comply with all federal and state securities laws at all times. Upon employment with our firm, and at least annually thereafter, all representatives of our firm will acknowledge receipt, understanding and compliance with our firm's Code of Ethics. Our firm and representatives must conduct business in an honest, ethical, and fair manner and avoid all circumstances that might negatively affect or appear to affect our duty of complete loyalty to all clients. This disclosure is provided to give all clients a summary of our Code of Ethics. If a client or a potential client wishes to review our Code of Ethics in its entirety, a copy will be provided promptly upon request.

Our firm recognizes that the personal investment transactions of our representatives demands the application of a Code of Ethics with high standards and requires that all such transactions be carried out in a way that does not endanger the interest of any client. At the same time, our firm also believes that if investment goals are similar for clients and for our representatives, it is logical, and even desirable, that there be common ownership of some securities.

In order to prevent conflicts of interest, our firm has established procedures for transactions effected by our representatives for their personal accounts. In order to monitor compliance with

our personal trading policy, our firm has pre-clearance requirements and a quarterly securities transaction reporting system for all of our representatives.

Neither our firm nor a related person recommends, buys or sells for client accounts, securities in which our firm or a related person has a material financial interest without prior disclosure to the client.

Related persons of our firm may buy or sell securities and other investments that are also recommended to clients. In order to minimize this conflict of interest, our related persons will place client interests ahead of their own interests and adhere to our firm's Code of Ethics, a copy of which is available upon request. Likewise, related persons of our firm buy or sell securities for themselves at or about the same time they buy or sell the same securities for client accounts. In order to minimize this conflict of interest, our related persons will place client interests ahead of their own interests and adhere to our firm's Code of Ethics, a copy of which is available upon request. Further, our related persons will refrain from buying or selling the same securities prior to buying or selling for our clients in the same day unless included in a block trade.

#### D. REVIEW OF ACCOUNTS

Our management personnel or financial advisors review accounts periodically for our Wrap Asset Management and Wrap Comprehensive Portfolio Management clients. The nature of these reviews is to learn whether client accounts are in line with their investment objectives, appropriately positioned based on market conditions, and investment policies, if applicable. Our firm does not provide written reports to clients, unless asked to do so. We seek to provide verbal reports to clients on an annual basis when our Wrap Asset Management and Wrap Comprehensive Portfolio Management clients are contacted. Our firm may review client accounts more frequently than described above. Among the factors which may trigger an off-cycle review are major market or economic events, the client's life events, requests by the client, etc.

#### E. OTHER COMPENSATION

Our firm generally recommends that clients establish brokerage accounts with LPL, Schwab, or TD Ameritrade although other custodians can be utilized when appropriate. These custodians provide us with access to its institutional trading and operations services, which typically are not available to retail customers. These services are generally available, without cost, to financial advisory firms who maintain a minimum threshold of client assets with them. Each of these custodians are full-service registered broker-dealers and registered investment advisers. While, our firm has no formal relationship with these firms for client referrals and receives no compensation from them (other than the services and arrangements described herein) for accounts opened by firm clients. On an informal basis, the custodians occasionally may make referrals to our firm as a courtesy or accommodation. Nothing of value, monetary or otherwise, is given, paid, or received in exchange for such referrals.

Services provided by the custodians to financial advisory firms include research (including mutual fund research, third-party research, and their proprietary research), brokerage, custody, and access to mutual funds and other investments that are available only to institutional investors or would require a significantly higher minimum initial investment. In addition, the custodians make available software and other technologies that provide access to client



account data (such as trade confirmations and account statements), facilitate trade execution, provide research, pricing information, quotation services, and other market data, assist with contact management, facilitate payment of fees to our firm from client accounts, assist with performance reporting, facilitate trade allocation, and assist with back-office support, record-keeping, and client reporting. The custodians also provide access to financial planning software, practice management consulting support, best execution assistance, consolidated statements assistance, educational and industry conferences, marketing and educational materials, technological and information technology support, and corporate discounts. Many of these services may be used to service all or a substantial number of GSWM's accounts, including accounts not maintained at the custodian(s).

The custodians may also provide us with other services intended to help us manage and further develop our business enterprise, including assistance in the following areas: consulting, publications and presentations, information technology, business succession, and marketing. In addition, the custodians may make available or arrange and/or pay for these types of services provided by independent third parties, including regulatory compliance.

### **TD Ameritrade Institutional Program**

In addition to the above, our firm participates in the TD Ameritrade Institutional program. TD Ameritrade Institutional is a division of TD Ameritrade, Inc. ("TD Ameritrade") member FINRA/SIPC and is an independent SEC-registered broker-dealer. TD Ameritrade and GSWM are separate and unaffiliated. TD Ameritrade offers services to independently registered investment advisors which include custody of securities, trade execution, and clearance and settlement of transactions. GSWM receives some benefits from TD Ameritrade through its participation in the TD Ameritrade Institutional program. By participating in the TD Ameritrade Institutional program, the firm has a conflict of interest because of the following factors:

- That by receiving Additional Services, GSWM will receive certain additional economic benefits which may or may not be offered to any other independent advisors that participate in the Additional Services Program;
- Individual representatives of the firm receive transition assistance from TD Ameritrade. Presently, the transition assistance provides an allotment to pay for a one-year subscription to Advyzon, third-party software that the firm and its affiliate believes will allow its representative(s) to better serve clients. These payments, which may be significant, are intended to assist advisory representative with the time and costs associated with transitioning a client from one custodian to another. The receipt of transition assistance presents a conflict of interest in that an advisory representative has a financial incentive to recommend that a client utilize TD Ameritrade over the services of other custodians. However, to the extent a representative of the firm recommends you establish or maintain an account with TD Ameritrade, it is because we believe it is in your best interest to do so, based on the services offered.
- GSWM makes the Additional Services available to its affiliates and investment adviser representatives without cost. Consequently, our firm's clients' brokerage commissions and custodial fees generated at TD Ameritrade may be used to benefit the firm's other affiliates.
- Our firm has a conflict of interest in recommending to its clients that their assets be held in custody with TD Ameritrade and in placing transactions for client accounts with TD Ameritrade, because TD Ameritrade considers the amount and profitability to TD Ameritrade of the assets in, and trades placed for, GSWM client accounts when determining whether to provide or continue providing Additional Services to our firm (and therefore we have an incentive to direct business to TD Ameritrade);

GSWM's receipt of Additional Services does not diminish our duty to act in the best interests of its clients, including to seek best execution of trades for client accounts. There is no direct link between program participation and investment, and the benefits provided under the program do not depend on the amount of brokerage to TD Ameritrade.

## F. CLIENT REFERRALS

Golden State Wealth Management, LLC does not currently pay any finder's fee or otherwise compensate any person for client referrals. Our firm may, however, in the future enter into arrangements whereby it makes cash payments for client referrals. This arrangement should not result in higher costs to the referred client. In this regard, our firm maintains Solicitors Agreements in compliance with Rule 206 (4)-3 of the Investment Advisers Act of 1940 and applicable state and federal laws. All clients referred by Solicitors to our firm will be given full written disclosure describing the terms and fee arrangements between our firm and Solicitor(s). In cases where state law requires licensure of solicitors, our firm ensures that no solicitation fees are paid unless the solicitor is registered as an investment adviser representative of our firm. If our firm is paying solicitation fees to another registered investment adviser, the licensure of individuals is the other firm's responsibility.

As indicated in the previous section, our firm receives from TD Ameritrade certain additional economic benefits ("Additional Services") that may or may not be offered to any other independent investment Advisors participating in the program. Specifically, the Additional Services include transition assistance for certain representatives, including an allotment to pay for a one-year subscription to Advyzon, third-party software that the firm and its affiliate believes will allow its representative(s) to better serve clients. These payments, which may be significant, are intended to assist advisory representative with the time and costs associated with transitioning a client from one custodian to another. The receipt of transition assistance presents a conflict of interest in that an advisory representative has a financial incentive to recommend that a client utilize TD Ameritrade over the services of other custodians. However, to the extent a representative of the firm recommends you establish or maintain an account with TD Ameritrade, it is because we believe it is in your best interest to do so, based on the services offered.

TD Ameritrade provides the Additional Services to GSWM in its sole discretion and at its own expense, and GSWM does not pay any fees to TD Ameritrade for the Additional Services. Our firm and TD Ameritrade have entered into a separate agreement ("Additional Services Addendum") to govern the terms of the provision of the Additional Services. Our receipt of Additional Services raises potential conflicts of interest. In providing Additional Services to Advisor, TD Ameritrade most likely considers the amount and profitability to TD Ameritrade of the assets in, and trades placed for, Advisor's Client accounts maintained with TD Ameritrade. TD Ameritrade has the right to terminate the Additional Services Addendum with GSWM, in its sole discretion, provided certain conditions are met. Consequently, in order to continue to obtain the Additional Services from TD Ameritrade, GSWM has an incentive to recommend to its Clients that the assets under management by our firm to be held in custody with TD Ameritrade and to place transactions for Client accounts with TD Ameritrade. Furthermore, our receipt of Additional Services does not diminish GSWM's duty to act in the best interests of its Clients, including to seek best execution of trades for Client accounts. There is no direct link between program participation and investment, and the benefits provided under the program do not depend on the amount of brokerage to TD Ameritrade.

## G. FINANCIAL INFORMATION

Our firm has never been the subject of a bankruptcy proceeding. Our firm is not required to provide financial information in this Brochure because:

- Our firm does not require the prepayment of more than \$1,200 in fees when services cannot be rendered within 6 months.
- Our firm does not take custody of client funds or securities.
- Our firm does not have a financial condition or commitment that impairs our ability to meet contractual and fiduciary obligations to clients.