

# **West Michigan Advisors, LLC**

## **Form ADV Part 2A – Disclosure Brochure**

**Effective: February 18, 2021**

This Form ADV 2A (“Disclosure Brochure”) provides information about the qualifications and business practices of West Michigan Advisors, LLC (“WMA” or the “Advisor”). If you have any questions about the contents of this Disclosure Brochure, please contact the Advisor at (616) 990-2266.

WMA is a registered investment advisor with the U.S. Securities and Exchange Commission (“SEC”). The information in this Disclosure Brochure has not been approved or verified by the SEC or by any state securities authority. Registration of an investment advisor does not imply any specific level of skill or training. This Disclosure Brochure provides information through WMA to assist you in determining whether to retain the Advisor.

Additional information about WMA and its Advisory Persons is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with the Advisor’s firm name or with CRD# 312073.

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## Item 2 – Material Changes

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Form ADV 2 is divided into two parts: *Part 2A (the "Disclosure Brochure")* and *Part 2B (the "Brochure Supplement")*. The Disclosure Brochure provides information about a variety of topics relating to an Advisor's business practices and conflicts of interest. The Brochure Supplement provides information about the Advisory Persons of WMA.

WMA believes that communication and transparency are the foundation of its relationship with clients and will continually strive to provide you with complete and accurate information at all times. WMA encourages all current and prospective clients to read this Disclosure Brochure and discuss any questions you may have with the Advisor.

### Material Change

This is the initial filing of this Disclosure Brochure.

### Future Changes

From time to time, the Advisor may amend this Disclosure Brochure to reflect changes in our business practices, changes in regulations or routine annual updates as required by the securities regulators. This complete Disclosure Brochure or a Summary of Material Changes shall be provided to you annually and if a material change occurs in the business practices of WMA.

At any time, you may view the current Disclosure Brochure on-line at the SEC's Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with the Advisor's firm name or CRD #312073. You may also request a copy of this Disclosure Brochure at any time, by contacting the Advisor at (616) 990-2266.

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## Item 4 – Advisory Services

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### A. Firm Information

West Michigan Advisors, LLC (herein “WMA” or the “Advisor”) is a registered investment advisor with the U.S. Securities and Exchange Commission (“SEC”). WMA was organized as a limited liability company (“LLC”) under the laws of the State of Michigan in December 2020. WMA is owned and operated by Kevin H. Clark (Managing Partner), Shane A. Ailes (Partner), Kevin H. Clark (Partner), and Clint S. Myers.

This Disclosure Brochure provides information regarding the qualifications, business practices, and the advisory services provided by WMA. For information regarding this Disclosure Brochure, please contact Stephanie L. Smith (Chief Compliance Officer) at (616) 990-2266.

### B. Advisory Services Offered

WMA offers investment advisory services designed to meet the needs of individuals, high net worth individuals, trusts, estates, charitable organizations and businesses (each referred to as a “Client”).

The Advisor serves as a fiduciary to Clients, as defined under applicable laws and regulations. As a fiduciary, the Advisor upholds a duty of loyalty, fairness and good faith towards each Client and seeks to mitigate potential conflicts of interest. WMA’s fiduciary commitment is further described in the Advisor’s Code of Ethics. For more information regarding the Code of Ethics, please see Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading.

#### Investment Management Services

WMA provides customized investment advisory solutions for its Clients. This is achieved through continuous personal Client contact and interaction while providing discretionary investment management and related advisory services. WMA works with each Client to identify their investment goals and objectives as well as risk tolerance and financial situation in order to create an investment strategy. WMA will construct Client portfolios utilizing exchange-traded funds (“ETFs”), mutual funds, individual equities, and/or individual bonds. The Advisor also includes alternative investment vehicles and other types of investments, as appropriate, to meet the needs of its Clients. WMA may retain the Client’s legacy investments based on portfolio fit, tax implications and/or other factors.

WMA’s investment approach is primarily long-term focused, but the Advisor may buy, sell or re-allocate investments that have been held for less than one year to meet the objectives of the Client or due to market conditions. WMA will construct, implement and monitor the portfolio to ensure it meets the goals, objectives, circumstances, and risk tolerance agreed to by the Client. Each Client will have the opportunity to place reasonable restrictions on the types of investments to be held in their respective portfolio, subject to acceptance by the Advisor.

WMA evaluates and selects investments for inclusion in Client portfolios only after applying its internal due diligence process. WMA may recommend, on occasion, redistributing investment allocations to diversify the portfolio. WMA may recommend specific positions to increase sector or asset class weightings. The Advisor may recommend employing cash positions as a possible hedge against market movement. WMA may recommend selling positions for reasons that include, but are not limited to, harvesting capital gains or losses, business or sector risk exposure to a specific security or class of securities, overvaluation or overweighting of the position[s] in the portfolio, change in risk tolerance of Client, generating cash to meet Client needs, or any risk deemed unacceptable for the Client’s risk tolerance.

At no time will WMA accept or maintain custody of a Client’s funds or securities, except for the limited authority as detailed in Item 15 – Custody. All Client assets will be managed within their designated brokerage account or pension account, pursuant to the Client investment advisory agreement.

#### Financial Planning Services

WMA will typically provide a variety of financial planning services to Clients, pursuant to an agreement between the Advisor and the Client or included in an overall wealth management engagement. The Advisor, at its sole

discretion, may waive its financial planning fee. Services are offered in several areas of a Client's financial situation, depending on their goals and objectives.

Generally, such financial planning services will involve preparing a financial plan or rendering a financial consultation based on the Client's financial goals and objectives. This planning or consulting may encompass one or more areas of need, including, but not limited to investment planning, retirement planning, estate planning, personal savings, education savings, insurance needs, and other areas of a Client's financial situation.

A financial plan developed for or financial consultation rendered to the Client will usually include general recommendations for a course of activity or specific actions to be taken by the Client. For example, recommendations may be made that the Client start or revise their investment programs, commence or alter retirement savings, establish education savings and/or charitable giving programs.

WMA may also refer Clients to an accountant, attorney or other specialist, as appropriate for their unique situation. For certain financial planning engagements, the Advisor will provide a written summary of Client's financial situation, observations, and recommendations. For consulting or ad-hoc engagements, the Advisor may not provide a written summary. Plans or consultations are typically completed within six months of contract date, assuming all information and documents requested are provided promptly.

Financial planning and consulting recommendations poses a potential conflict between the interests of the Advisor and the interests of the Client. For example, the Advisor has an incentive to recommend that Client engage the Advisor for investment management services or to increase the level of investment assets with the Advisor, as it would increase the amount of advisory fees paid to the Advisor. Clients are not obligated to implement any recommendations made by the Advisor or maintain an ongoing relationship with the Advisor. If the Client elects to act on any of the recommendations made by the Advisor, the Client is under no obligation to implement the transaction through the Advisor.

### **C. Client Account Management**

Prior to engaging WMA to provide investment advisory services, each Client is required to enter into one or more advisory agreements with the Advisor that define the terms, conditions, authority and responsibilities of the Advisor and the Client. These services may include:

- Establishing an Investment Strategy – WMA, in connection with the Client, will develop a strategy that seeks to achieve the Client's investment goals and objectives.
- Asset Allocation – WMA will develop a strategic asset allocation that is targeted to meet the investment objectives, time horizon, financial situation and tolerance for risk for each Client.
- Portfolio Construction – WMA will develop a portfolio for the Client that is intended to meet the stated goals and objectives of the Client.
- Investment Management and Supervision – WMA will provide investment management and ongoing oversight of the Client's portfolio.

### **D. Wrap Fee Programs**

WMA does not manage or place Client assets into a wrap fee program.

### **E. Assets Under Management**

WMA is a newly formed advisor. Assets under management will be updated with the next filing of this Disclosure Brochure. Clients may request current information at any time by contacting the Advisor.

## **Item 5 – Fees and Compensation**

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The following paragraphs detail the fee structure and compensation methodology for services provided by the Advisor. Each Client shall sign one or more agreements that detail the responsibilities of WMA and the Client.

## **A. Fees for Advisory Services**

### Investment Management Services

Investment advisory fees are paid quarterly, in advance of each calendar quarter, pursuant to the terms of the investment advisory agreement. Investment advisory fees are based on the market value of assets under management at the end of the prior calendar quarter. Investment advisory fees range from 0.50% to 2.50% based on several factors, including, but not limited to: the services offered to the Client, the complexity of the services to be provided, the level of Client assets managed by the Advisor, and/or the overall relationship with the Advisor.

The investment advisory fee in the first quarter of service is prorated from the inception date of the account[s] to the end of the first quarter. Fees may be negotiable at the sole discretion of the Advisor. The Client's fees will take into consideration the aggregate assets under management with the Advisor. All securities held in accounts managed by WMA will be independently valued by the Custodian. WMA will not have the authority or responsibility to value portfolio securities.

Clients may make additions to and withdrawals from their account[s] at any time, subject to WMA's right to terminate an account. Additions may be in cash or securities provided that WMA reserves the right to liquidate any transferred securities or decline to accept particular securities into a Client's account[s]. Clients may withdraw account assets on notice to WMA, subject to the usual and customary securities settlement procedures. However, WMA designs its portfolios as long-term investments and the withdrawal of assets may impair the achievement of a Client's investment objectives. WMA may consult with its Clients about the options and ramifications of transferring securities. However, Clients are advised that when transferred securities are liquidated, they may be subject to transaction fees, fees assessed at the mutual fund level (i.e. contingent deferred sales charge) and/or tax ramifications.

### Financial Planning Services

WMA typically includes financial planning services as part of a wealth management engagement and fee. The Advisor also offers its services on a stand-alone basis at hourly rate ranging from \$250 to \$350 or a fixed engagement fee. Fees may be negotiable based on the nature and complexity of the services to be provided and the overall relationship with the Advisor. Fixed fee engagements are negotiated based on the expected number of hours to complete an engagement at the Advisor's hourly rate. An estimate for total hours and/or total costs will be provided to the Client prior to engaging for these services.

## **B. Fee Billing**

### Investment Management Services

Investment advisory fees will be calculated by the Advisor or its delegate and deducted from the Client's account[s] at the Custodian. The Advisor shall send an invoice to the Custodian indicating the amount of the fees to be deducted from the Client's account[s] at the respective quarter-end date. The amount due is calculated by applying the quarterly rate (annual rate divided by 4) to the total assets under management with WMA at the end of the prior quarter. Clients will be provided with a statement, at least quarterly, from the Custodian reflecting deduction of the investment advisory fee. In addition, the Advisor will provide the Client a report itemizing the fee, including the calculation period covered by the fee, the account value and the methodology used to calculate the fee. It is the responsibility of the Client to verify the accuracy of these fees as listed on the custodian's brokerage statement as the Custodian does not assume this responsibility. Clients provide written authorization permitting advisory fees to be deducted by WMA to be paid directly from their accounts held by the Custodian as part of the investment advisory agreement and separate account forms provided by the Custodian.

### Financial Planning Services

One-time financial planning engagements require an advance payment of fees up to 50% of the expected total cost of the engagement. Upon completion of the engagement deliverable[s], the remaining balance of the engagement fees shall be invoiced by the Advisor and are due upon receipt of the invoice.

## **C. Other Fees and Expenses**

Clients may incur certain fees or charges imposed by third parties in connection with investments made on behalf of the Client's account[s], such as securities transaction fees, wire transfer fees, fees for trades executed away from the Custodian (if applicable) and other fees.

In addition, all fees paid to WMA for investment advisory services are separate and distinct from the expenses charged by mutual funds and ETFs to their shareholders, if applicable. These fees and expenses are described in each fund's prospectus. These fees and expenses will generally be used to pay management fees for the funds, other fund expenses, account administration (e.g., custody, brokerage and account reporting), and a possible distribution fee. A Client may be able to invest in these products directly, without the services of WMA, but would not receive the services provided by WMA which are designed, among other things, to assist the Client in determining which products or services are most appropriate for each Client's financial situation and objectives. Accordingly, the Client should review both the fees charged by the fund[s] and the fees charged by WMA to fully understand the total fees to be paid.

#### **D. Advance Payment of Fees and Termination**

##### Investment Management Services

WMA is compensated for its services in advance of the quarter in which investment advisory services are rendered. Either party may request to terminate the investment advisory agreement with WMA, at any time, by providing advance written notice to the other party. The Client may also terminate the investment advisory agreement within five (5) business days of signing the Advisor's agreement at no cost to the Client. After the five-day period, the Client will incur charges for bona fide advisory services rendered to the point of termination and such fees will be due and payable by the Client. Upon termination, the Advisor will promptly refund any unearned, prepaid advisory fees. The Client's investment advisory agreement with the Advisor is non-transferable without the Client's prior consent.

##### Financial Planning Services

WMA requires an advance deposit as described above. Either party may terminate the financial planning agreement, at any time, by providing advance written notice to the other party. The Client may also terminate the financial planning agreement within five (5) business days of signing the Advisor's agreement at no cost to the Client. After the five-day period, the Client will incur charges for bona fide advisory services rendered to the point of termination and such fees will be due and payable by the Client. Upon termination, the Client shall be responsible for planning fees based on the number of hours worked by the Advisor or the percentage of the engagement completed, as applicable. Upon termination, the Advisor will refund any unearned, prepaid fees, if applicable. The Client's financial planning agreement with the Advisor is non-transferable without the Client's prior consent.

#### **E. Compensation for Sales of Securities**

WMA does not buy or sell securities to earn securities transaction fees and does not receive any compensation for securities transactions in any Client account, other than the investment advisory fees noted above.

Advisory Persons are also Registered Representatives of Cantella & Co., Inc. ("Cantella"). Cantella is a registered broker-dealer (CRD No. 13905), member FINRA, SIPC. In one's separate capacity as a Registered Representative of Cantella, an Advisory Person will implement securities transactions through Cantella and not through WMA. In such instances, the Advisory Person will receive commission-based compensation in connection with the purchase and sale of securities, including 12b-1 fees for the sale of investment company products. Compensation earned by the Advisory Person in one's capacity as a Registered Representative is separate and in addition to the Advisor's fees. This practice presents a conflict of interest because the Advisory Person who is a Registered Representative has an incentive to effect securities transactions for the purpose of generating commissions rather than solely based on the Client. Clients are not obligated to implement any recommendation provided by the Advisor nor its Advisory Persons. Neither the Advisor nor Advisory Persons will earn ongoing investment advisory fees in connection with any products or services implemented in the Advisory Person's separate capacity as a Registered Representative. Please see Item 10 below.

Advisory Persons are also licensed as independent insurance professionals. As an independent insurance professional, an Advisory Person may earn commission-based compensation for selling insurance products, including insurance products they sell to Clients. Insurance commissions earned by Advisory Persons are separate and in addition to our advisory fees. This practice presents a conflict of interest as the Advisory Person providing investment advice on behalf of the Advisor who is also an insurance agent has an incentive to recommend insurance products to Clients for the purpose of generating commissions rather than solely based on



the Client's needs. Clients are under no obligation, contractually or otherwise, to purchase insurance products through any Advisory Person affiliated with the Advisor. Please see Item 10 below.

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

WMA does not charge performance-based fees for its investment advisory services. The fees charged by WMA are as described in Item 5 above and are not based upon the capital appreciation of the funds or securities held by any Client.

WMA does not manage any proprietary investment funds or limited partnerships (for example, a mutual fund or a hedge fund) and has no financial incentive to recommend any particular investment options to its Clients.

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## **Item 7 – Types of Clients**

### **B. Advisory Services Offered**

WMA offers investment advisory services designed to meet the needs of individuals, high net worth individuals, trusts, estates, charitable organizations and businesses. WMA does not impose a minimum account or relationship size.

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

### **A. Methods of Analysis**

WMA primarily employs fundamental and technical analysis methods in developing investment strategies for its Clients. Research and analysis from WMA are derived from numerous sources, including financial media companies, third-party research materials, Internet sources, and review of company activities, including annual reports, prospectuses, press releases and research prepared by others.

*Fundamental analysis* utilizes economic and business indicators as investment selection criteria. These criteria are generally ratios and trends that may indicate the overall strength and financial viability of the entity being analyzed. Assets are deemed suitable if they meet certain criteria to indicate that they are a strong investment with a value discounted by the market. While this type of analysis helps the Advisor in evaluating a potential investment, it does not guarantee that the investment will increase in value. Assets meeting the investment criteria utilized in the fundamental analysis may lose value and may have negative investment performance. The Advisor monitors these economic indicators to determine if adjustments to strategic allocations are appropriate. More details on the Advisor's review process are included below in "Item 13 – Review of Accounts".

*Technical analysis* involves the analysis of past market data rather than specific company data in determining the recommendations made to clients. Technical analysis may involve the use of charts to identify market patterns and trends, which may be based on investor sentiment rather than the fundamentals of the company. The primary risk in using technical analysis is that spotting historical trends may not help to predict such trends in the future. Even if the trend will eventually reoccur, there is no guarantee that WMA will be able to accurately predict such a reoccurrence.

As noted above, WMA generally employs a long-term investment strategy for its Clients, as consistent with their financial goals. WMA will typically hold all or a portion of a security for more than a year, but may hold for shorter periods for the purpose of rebalancing a portfolio or meeting the cash needs of Clients. At times, WMA may also buy and sell positions that are more short-term in nature, depending on the goals of the Client and/or the fundamentals of the security, sector or asset class.

### **B. Risk of Loss**

Investing in securities involves certain investment risks. Securities may fluctuate in value or lose value. Clients should be prepared to bear the potential risk of loss. WMA will assist Clients in determining an appropriate strategy based on their tolerance for risk and other factors noted above. However, there is no guarantee that a Client will meet their investment goals.



While the methods of analysis help the Advisor in evaluating a potential investment, it does not guarantee that the investment will increase in value. Assets meeting the investment criteria utilized in these methods of analysis may lose value and may have negative investment performance. The Advisor monitors these economic indicators to determine if adjustments to strategic allocations are appropriate. More details on the Advisor's review process are included below in Item 13 – Review of Accounts.

Each Client engagement will entail a review of the Client's investment goals, financial situation, time horizon, tolerance for risk and other factors to develop an appropriate strategy for managing a Client's account. Client participation in this process, including full and accurate disclosure of requested information, is essential for the analysis of a Client's account[s]. The Advisor shall rely on the financial and other information provided by the Client or their designees without the duty or obligation to validate the accuracy and completeness of the provided information. It is the responsibility of the Client to inform the Advisor of any changes in financial condition, goals or other factors that may affect this analysis.

The risks associated with a particular strategy are provided to each Client in advance of investing a Client's account[s]. The Advisor will work with each Client to determine their tolerance for risk as part of the portfolio construction process. Following are some of the risks associated with the Advisor's investment approach:

*Market Risks* – The value of a Client's holdings may fluctuate in response to events specific to companies or markets, as well as economic, political, or social events in the U.S. and abroad. This risk is linked to the performance of the overall financial markets.

*ETF Risks* – The performance of ETFs is subject to market risk, including the possible loss of principal. The price of the ETFs will fluctuate with the price of the underlying securities that make up the funds. In addition, ETFs have a trading risk based on the loss of cost efficiency if an ETF is traded actively and a liquidity risk if the ETF has a large bid-ask spread and low trading volume. The price of an ETF fluctuates based upon the market movements and may dissociate from the index being tracked by the ETF or the price of the underlying investments. An ETF purchased or sold at one point in the day may have a different price than the same ETF purchased or sold a short time later.

*Bond ETFs* – Bond ETFs are subject to specific risks, including the following: (1) interest rate risks, i.e. the risk that bond prices will fall if interest rates rise, and vice versa, the risk depends on two things, the bond's time to maturity, and the coupon rate of the bond. (2) reinvestment risk, i.e. the risk that any profit gained must be reinvested at a lower rate than was previously being earned, (3) inflation risk, i.e. the risk that the cost of living and inflation increase at a rate that exceeds the income investment thereby decreasing the investor's rate of return, (4) credit default risk, i.e. the risk associated with purchasing a debt instrument which includes the possibility of the company defaulting on its repayment obligation, (5) rating downgrades, i.e. the risk associated with a rating agency's downgrade of the company's rating which impacts the investor's confidence in the company's ability to repay its debt and (6) Liquidity Risks, i.e. the risk that a bond may not be sold as quickly as desired if there is no readily available market for the bond.

*Mutual Fund Risks* – The performance of mutual funds is subject to market risk, including the possible loss of principal. The price of the mutual funds will fluctuate with the value of the underlying securities that make up the funds. The price of a mutual fund is typically set daily; therefore, a mutual fund purchased at one point in the day will typically have the same price as a mutual fund purchased later that same day.

The risks associated with a particular strategy are provided to each Client in advance of investing Client accounts. The Advisor will work with each Client to determine their tolerance for risk as part of the portfolio construction process. **Past performance is not a guarantee of future returns. Investing in securities and other investments involve a risk of loss that each Client should understand and be willing to bear. Clients are reminded to discuss these risks with the Advisor.**

## **Item 9 – Disciplinary Information**

**There are no legal, regulatory or disciplinary events involving WMA or its management persons.** WMA values the trust Clients place in the Advisor. The Advisor encourages Client to perform the requisite due diligence on any advisor or service provider that the Client engages. The backgrounds of the Advisor and its

Advisors Persons are on the Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with the Advisor's firm name or CRD# 312073.

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

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### Transitional Advisor and Broker-Dealer Affiliation

On an interim and transitional basis, Advisory Persons of WMA also remain Investment Advisor Representatives ("IARs") and Registered Representatives ("RRs") of Raymond James & Associates, Inc. ("Raymond James") (CRD# 705). The Advisor and its Advisory Persons are working with Clients to transition accounts to WMA. Raymond James will remain the "qualified custodian" for Client accounts following this transition. Advisory Persons will become Registered Representatives with Cantella & Co., Inc. following the end date with Raymond James.

### Broker-Dealer Affiliation

As noted in Item 5, certain Advisory Persons are also Registered Representatives of Cantella. In one's separate capacity as a Registered Representative, an Advisory Person will receive commissions for the implementation of recommendations for commissionable transactions. Clients are not obligated to implement any recommendation provided by an Advisory Person. Neither the Advisor nor its Advisory Persons will earn ongoing investment advisory fees in connection with any services implemented in an Advisory Person's separate capacity as a Registered Representative.

### Insurance Agency Affiliations

As noted in Item 5, Advisory Persons are also licensed insurance professionals. Implementations of insurance recommendations are separate and apart from one's role with WMA. As an insurance professional, an Advisory Person may receive customary commissions and other related revenues from the various insurance companies whose products are sold. Advisory Persons are not required to offer the products of any particular insurance company. Commissions generated by insurance sales do not offset regular advisory fees. This may cause a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any recommendations made by an Advisory Person or the Advisor.

## **Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

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### **A. Code of Ethics**

WMA has implemented a Code of Ethics that defines the Advisor's fiduciary commitment to each Client. This Code of Ethics applies to all persons associated with WMA ("Supervised Persons"). The Code of Ethics was developed to provide general ethical guidelines and specific instructions regarding the Advisor's duties to the Client. WMA and its personnel owe a duty of loyalty, fairness and good faith towards each Client. It is the obligation of WMA Supervised Persons to adhere not only to the specific provisions of the Code, but also to the general principles that guide the Code. The Code of Ethics covers a range of topics that address employee ethics and conflicts of interest. To request a copy of the Code of Ethics, please contact the Advisor at (616) 990-2266 .

### **B. Personal Trading with Material Interest**

WMA allows Supervised Persons to purchase or sell the same securities that may be recommended to and purchased on behalf of Clients. WMA does not act as principal in any transactions. In addition, the Advisor does not act as the general partner of a fund, or advise an investment company. WMA does not have a material interest in any securities traded in Client accounts.

### **C. Personal Trading in Same Securities as Clients**

WMA allows Supervised Persons to purchase or sale of the same securities that may be recommended to and purchased on behalf of Clients. Owning the same securities that are recommended (purchase or sell) to Clients presents a potential conflict of interest that, as fiduciaries, must be disclosed to Clients and mitigated through policies and procedures. As noted above, the Advisor has adopted a Code of Ethics, which addresses insider trading (material non-public information controls) and personal securities reporting procedures. When trading for personal accounts, Supervised Persons of WMA have a conflict of interest if trading in the same securities. The

fiduciary duty to act in the best interest of its Clients can be violated if personal trades are made with more advantageous terms than Client trades, or by trading based on material non-public information. This risk is mitigated by WMA requiring reporting of personal securities trades by its employees for review by the Chief Compliance Officer ("CCO"). The Advisor has also adopted written policies and procedures to detect the misuse of material, non-public information.

#### **D. Personal Trading at Same Time as Client**

While WMA allows Supervised Persons to purchase or sale of the same securities that may be recommended to and purchased on behalf of Clients, such trades are typically aggregated with Client orders or traded afterward. **At no time will WMA, or any Supervised Person of Singulartiy transact in any security to the detriment of any Client.**

### **Item 12 – Brokerage Practices**

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#### **A. Recommendation of Custodian[s]**

WMA typically does not have discretionary authority to select the broker-dealer/custodian for custody and execution services. The Client will engage the broker-dealer/custodian (herein the "Custodian") to safeguard Client assets and authorize WMA to direct trades to this Custodian as agreed in the investment advisory agreement. Further, WMA does not have the discretionary authority to negotiate commissions on behalf of our Clients on a trade-by-trade basis. For certain Clients, the Advisor may be granted the discretion to select the broker-dealer for the purchase or sale of fixed income instruments traded away from the Advisor's Custodian.

Where WMA does not exercise discretion over the selection of the Custodian, it may recommend the Custodian to Clients for custody and executing services. Clients are not obligated to use the Custodian recommended by the Advisor and will not incur any extra fee or cost associated with using a custodian not recommended by WMA. However, if the recommended Custodian is not engaged, WMA may be limited in the services it can provide comparable to other clients. WMA may recommend the Custodian based on criteria such as, but not limited to, reasonableness of commissions charged to the Client, services made available to the Client, and its overall reputation.

WMA will generally recommend that Clients establish their account[s] at Raymond James Financial, Inc. ("Raymond James"), a FINRA-registered broker-dealer and member SIPC. Raymond James will serve as the Client's "qualified custodian". WMA maintains an institutional relationship with Raymond James, whereby the Advisor receives economic benefits from Raymond James. Please see Item 14 below.

Following are additional details regarding the brokerage practices of the Advisor:

**1. Soft Dollars** - Soft dollars are revenue programs offered by broker-dealers/custodians whereby an advisor enters into an agreement to place security trades with the broker-dealer/custodian in exchange for research and other services. **WMA does not participate in soft dollar programs sponsored or offered by any broker-dealer. However, the Advisor does receive certain economic benefits from Raymond James. Please see Item 14 below.**

**2. Brokerage Referrals** - WMA does not receive any compensation from any third party in connection with the recommendation for establishing a brokerage account.

**3. Directed Brokerage** - All Clients are serviced on a "directed brokerage basis", where WMA will place trades within the established account[s] at the Custodian designated by the Client. Further, all Client accounts are traded within their respective account[s]. The Advisor will not engage in any principal transactions (i.e., trade of any security from or to the Advisor's own account) or cross transactions with other Client accounts (i.e., purchase of a security into one Client account from another Client's account[s]). In selecting the Custodian, WMA will not be obligated to select competitive bids on securities transactions and does not have an obligation to seek the lowest available transaction costs. These costs are determined by the designated Custodian.

## **B. Aggregating and Allocating Trades**

The primary objective in placing orders for the purchase and sale of securities for Client accounts is to obtain the most favorable net results taking into account such factors as 1) price, 2) size of the order, 3) difficulty of execution, 4) confidentiality and 5) skill required of the broker. WMA will execute its transactions through an unaffiliated broker-dealer selected by the Client. WMA may aggregate orders in a block trade or trades when securities are purchased or sold through the Custodian for multiple (discretionary) accounts. If a block trade cannot be executed in full at the same price or time, the securities actually purchased or sold by the close of each business day must be allocated in a manner that is consistent with the initial pre-allocation or other written statement. This must be done in a way that does not consistently advantage or disadvantage particular Client accounts.

## **Item 13 – Review of Accounts**

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### **A. Frequency of Reviews**

Securities in Client accounts are monitored on a regular and continuous basis by Advisory Persons of WMA under the supervision of the CCO. Formal reviews are generally conducted at least annually or more or less frequently depending on the needs of the Client.

### **B. Causes for Reviews**

In addition to the investment monitoring noted in Item 13.A., each Client account shall be reviewed at least annually. Reviews may be conducted more or less frequently at the Client's request. Accounts may be reviewed as a result of major changes in economic conditions, known changes in the Client's financial situation, and/or large deposits or withdrawals in the Client's account[s]. The Client is encouraged to notify WMA if changes occur in the Client's personal financial situation that might adversely affect the Client's investment plan. Additional reviews may be triggered by material market, economic or political events.

### **C. Review Reports**

The Client will receive brokerage statements no less than quarterly from the Custodian. These brokerage statements are sent directly from the Custodian to the Client. The Client may also establish electronic access to the Custodian's website so that the Client may view these reports and their account activity. Client brokerage statements will include all positions, transactions and fees relating to the Client's account[s]. The Advisor may also provide Clients with periodic reports regarding their holdings, allocations, and performance.

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

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### **A. Compensation Received by WMA**

#### Participation in Institutional Advisor Platform

WMA has established an institutional relationship with Raymond James to assist the Advisor in managing Client account[s]. Access to the Raymond James platform is provided at no charge to the Advisor. The Advisor receives access to software and related support without cost because the Advisor renders investment management services to Clients that maintain assets at Raymond James. The software and related systems support may benefit the Advisor, but not its Clients directly. In fulfilling its duties to its Clients, the Advisor endeavors at all times to put the interests of its Clients first. Clients should be aware, however, that the receipt of economic benefits from a Custodian creates a conflict of interest since these benefits may influence the Advisor's recommendation of this Custodian over one that does not furnish similar software, systems support, or services.

### **B. Client Referrals from Solicitors**

WMA does not engage paid solicitors for Client referrals.

## **Item 15 – Custody**

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WMA does not accept or maintain custody of any Client accounts, except for the authorized deduction of the advisor's fee. All Clients must place their assets with a "qualified custodian". Clients are required to select their own Custodian to retain their funds and securities and direct WMA to utilize that Custodian for the Client's security

transactions. WMA encourages Clients to review statements provided by the account Custodian. For more information about Custodians and brokerage practices, see Item 12 – Brokerage Practices.

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**Item 16 – Investment Discretion**

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WMA generally has discretion over the selection and amount of securities to be bought or sold in Client accounts without obtaining prior consent or approval from the Client. However, these purchases or sales may be subject to specified investment objectives, guidelines, or limitations previously set forth by the Client and agreed to by WMA. Discretionary authority will only be authorized upon full disclosure to the Client. The granting of such authority will be evidenced by the Client's execution of an investment advisory agreement containing all applicable limitations to such authority. All discretionary trades made by WMA will be in accordance with each Client's investment objectives and goals.

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**Item 17 – Voting Client Securities**

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WMA does not accept proxy-voting responsibility for any Client. Clients will receive proxy statements directly from the Custodian. The Advisor will assist in answering questions relating to proxies, however, the Client retains the sole responsibility for proxy decisions and voting.

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**Item 18 – Financial Information**

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Neither WMA, nor its management, have any adverse financial situations that would reasonably impair the ability of WMA to meet all obligations to its Clients. Neither WMA, nor any of its Advisory Persons, has been subject to a bankruptcy or financial compromise. WMA is not required to deliver a balance sheet along with this Disclosure Brochure as the Advisor does not collect fees of \$1,200 or more for services to be performed six months or more in advance.

## **Form ADV Part 2B – Brochure Supplement**

**for**

**Kevin H. Clark  
Managing Partner**

**Effective: February 18, 2021**

This Form ADV 2B (“Brochure Supplement”) provides information about the background and qualifications of Kevin H. Clark (CRD# 1070464) in addition to the information contained in the West Michigan Advisors, LLC (“WMA” or the “Advisor”, CRD# 312073) Disclosure Brochure. If you have not received a copy of the Disclosure Brochure or if you have any questions about the contents of the WMA Disclosure Brochure or this Brochure Supplement, please contact us at (616) 990-2266.

Additional information about Mr. Clark is available on the SEC’s Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with his full name or his Individual CRD# 1070464.



## Item 2 – Educational Background and Business Experience

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Kevin H. Clark, born in 1956, is dedicated to advising Clients of WMA as [a/the] Managing Partner. Mr. Clark earned B.A. in Political Science from Hope College in 1978. Additional information regarding Mr. Clark's employment history is included below.

### Employment History:

Managing Partner, West Michigan Advisors, LLC	02/2021 to Present *
Registered Representative, Cantella & Co., Inc.	04/2021 to Present *
Financial Advisor, Raymond James & Associates, Inc.	08/2007 to 04/2021 *

\* Please see item 4 below which discusses transition of business activities.

### Wealth Management Specialist<sup>SM</sup>

The Wealth Management Specialist<sup>SM</sup> ("WMS<sup>SM</sup>") designation is issued by the College for Financial Planning. Financial professionals that pass the education and examination requirements to demonstrate a strong understanding in numerous financial planning topics are granted the WMS<sup>SM</sup> designation. To maintain the WMS<sup>SM</sup> designation, one must complete 16 hours of approved continuing education every two years.

### Registered Corporate Coach<sup>TM</sup> (RCC<sup>TM</sup>)

The Registered Corporate Coach<sup>TM</sup> ("RCC<sup>TM</sup>") designation is an evidence-based credential held by professionals with specialized business coaching skills. The RCC is administered by WABC Coaches Inc. ("WABC"). Professionals must have minimum of 7 years of related business and organizational experience.

To earn RCC<sup>TM</sup>, one must meet these requirements:

- Pass a screening interview with a WABC Accredited (Level 1 – RCC) program instructor;
- Meet minimum WABC membership requirements for RCC (currently WABC Affiliate Member<sup>TM</sup>);
- Be a current WABC member in good standing; and
- Successfully complete a WABC Accredited (Level 1 – RCC) program. Completion includes passing a written and performance related assessment.

## Item 3 – Disciplinary Information

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Securities laws require an advisor to disclose any instances where the advisor or its advisory persons have been found liable in a legal, regulatory, civil or arbitration matter that alleges violation of securities and other statutes; fraud; false statements or omissions; theft, embezzlement or wrongful taking of property; bribery, forgery, counterfeiting, or extortion; and/or dishonest, unfair or unethical practices. There are no legal, civil or disciplinary events to disclose regarding Mr. Clark. However, we do encourage you to independently view the background of Mr. Clark on the Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with his full name or his Individual CRD# 1070464.

## Item 4 – Other Business Activities

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### Transitional Advisor and Broker-Dealer Affiliation

On an interim and transitional basis, Mr. Clark will also remain an Investment Advisor Representative ("IAR") and Registered Representative ("RR") of Raymond James & Associates, Inc. ("Raymond James") (CRD# 705). The Advisor and Mr. Clark are working with Clients to transition accounts to WMA. Raymond James will remain the "qualified custodian" for Client accounts following this transition. Mr. Clark will become Registered Representatives with Cantella & Co., Inc. following the end date with Raymond James.

### Broker-Dealer Affiliation

Mr. Clark is also a Registered Representative of Cantella & Co., Inc. ("Cantella"). Cantella is a registered broker-dealer (CRD# 13905), member FINRA, SIPC. In Mr. Clark's separate capacity as a Registered Representative, Mr. Clark will receive commissions for the implementation of recommendations for commissionable transactions. Clients are not obligated to implement any recommendation provided by Mr. Clark. Neither the Advisor nor Mr. Clark will earn ongoing investment advisory fees in connection with any products or services implemented in Mr.



Clark's separate capacity as a Registered Representative. Mr. Clark spends approximately 10% of his time per month in his role as a Registered Representative of Cantella.

Insurance Agency Affiliations

Mr. Clark is also a licensed insurance professional. Implementations of insurance recommendations are separate and apart from Mr. Clark's role with WMA. As an insurance professional, Mr. Clark will receive customary commissions and other related revenues from the various insurance companies whose products are sold. Mr. Clark is not required to offer the products of any particular insurance company. Commissions generated by insurance sales do not offset regular advisory fees. This practice presents a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any recommendations made by Mr. Clark or the Advisor. Mr. Clark spends approximately 10% of his time per month in this capacity.

#### Real Estate Investments

Mr. Clark is a Partner in Zichterman & Clark LLC, a commercial real estate property manager. Less than 2% of business time is spent on this activity. Clients are not offered the services of this entity.

#### Board of Directors

Mr. Clark serves on the Board of Directors for West Michigan Community Bank (since 2011). Less than 2% of business time is spent on this activity. Clients are not solicited to utilize the services of West Michigan Community Bank.

Mr. Clark serves on the Board of Directors for the Blood:Water Mission in Nashville, TN, a non-profit involved in clean water and HIV/AIDS in Africa. No compensation is received. Less than 2% of business time is spent on this activity.

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

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Mr. Clark has additional business activities where compensation is received that are detailed in Item 4 above.

### **Item 6 – Supervision**

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Mr. Clark serves as the Managing Partner of WMA and is supervised by Stephanie Smith, the Chief Compliance Officer. Ms. Smith can be reached at (616) 990-2266.

WMA has implemented a Code of Ethics, an internal compliance document that guides each Supervised Person in meeting their fiduciary obligations to Clients of WMA. Further, WMA is subject to regulatory oversight by various agencies. These agencies require registration by WMA and its Supervised Persons. As a registered entity, WMA is subject to examinations by regulators, which may be announced or unannounced. WMA is required to periodically update the information provided to these agencies and to provide various reports regarding the business activities and assets of the Advisor.

# **Form ADV Part 2B – Brochure Supplement**

**for**

**Shane A. Ailes  
Partner**

**Effective: February 18, 2021**

This Form ADV 2B (“Brochure Supplement”) provides information about the background and qualifications of Shane A. Ailes (CRD# 2455314) in addition to the information contained in the West Michigan Advisors, LLC (“WMA” or the “Advisor”, CRD# 312073) Disclosure Brochure. If you have not received a copy of the Disclosure Brochure or if you have any questions about the contents of the WMA Disclosure Brochure or this Brochure Supplement, please contact us at (616) 990-2266.

Additional information about Mr. Ailes is available on the SEC’s Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with his full name or his Individual CRD# 2455314.

## Item 2 – Educational Background and Business Experience

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Shane A. Ailes, born in 1968, is dedicated to advising Clients of WMA as a Partner. Mr. Ailes earned a BBA in Finance from Walsh College in 1993. Additional information regarding Mr. Ailes' employment history is included below.

### Employment History:

Partner, West Michigan Advisors, LLC	02/2021 to Present *
Registered Representative, Cantella & Co., Inc.	04/2021 to Present *
VP Wealth Management, Raymond James & Associates, Inc.	09/2017 to 04/2021 *
Advisor, Commonwealth Financial Network	05/2008 to 09/2017

\* Please see item 4 below which discusses transition of business activities.

## Item 3 – Disciplinary Information

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**There are no legal, civil or disciplinary events to disclose regarding Mr. Ailes.** Mr. Ailes has never been involved in any regulatory, civil or criminal action. There have been no client complaints, lawsuits, arbitration claims or administrative proceedings against Mr. Ailes.

Securities laws require an advisor to disclose any instances where the advisor or its advisory persons have been found liable in a legal, regulatory, civil or arbitration matter that alleges violation of securities and other statutes; fraud; false statements or omissions; theft, embezzlement or wrongful taking of property; bribery, forgery, counterfeiting, or extortion; and/or dishonest, unfair or unethical practices. **As previously noted, there are no legal, civil or disciplinary events to disclose regarding Mr. Ailes.**

However, we do encourage you to independently view the background of Mr. Ailes on the Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with his full name or his Individual CRD# 2455314.

## Item 4 – Other Business Activities

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### Transitional Advisor and Broker-Dealer Affiliation

On an interim and transitional basis, Mr. Ailes will also remain an Investment Advisor Representative ("IAR") and Registered Representative ("RR") of Raymond James & Associates, Inc. ("Raymond James") (CRD# 705). The Advisor and Mr. Ailes are working with Clients to transition accounts to WMA. Raymond James will remain the "qualified custodian" for Client accounts following this transition. Mr. Ailes will become Registered Representatives with Cantella & Co., Inc. following the end date with Raymond James.

### Broker-Dealer Affiliation

Mr. Ailes is also a Registered Representative of Cantella & Co., Inc. ("Cantella"). Cantella is a registered broker-dealer (CRD# 13905), member FINRA, SIPC. In Mr. Ailes' separate capacity as a Registered Representative, Mr. Ailes will receive commissions for the implementation of recommendations for commissionable transactions. Clients are not obligated to implement any recommendation provided by Mr. Ailes. Neither the Advisor nor Mr. Ailes will earn ongoing investment advisory fees in connection with any products or services implemented in Mr. Ailes' separate capacity as a Registered Representative. Mr. Ailes spends approximately 10% of his time per month in his role as a Registered Representative of Cantella.

### Insurance Agency Affiliations

Mr. Ailes is also a licensed insurance professional. Implementations of insurance recommendations are separate and apart from Mr. Ailes' role with WMA. As an insurance professional, Mr. Ailes will receive customary commissions and other related revenues from the various insurance companies whose products are sold. Mr. Ailes is not required to offer the products of any particular insurance company. Commissions generated by insurance sales do not offset regular advisory fees. This practice presents a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any recommendations made by Mr. Ailes or the Advisor. Mr. Ailes spends approximately 10% of his time per month in this capacity.

## **Item 5 – Additional Compensation**

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Mr. Ailes has additional business activities where compensation is received that are detailed in Item 4 above.

## **Item 6 – Supervision**

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Mr. Ailes serves as a Partner of WMA and is supervised by Stephanie Smith, the Chief Compliance Officer. Ms. Smith can be reached at (616) 990-2266.

WMA has implemented a Code of Ethics, an internal compliance document that guides each Supervised Person in meeting their fiduciary obligations to Clients of WMA. Further, WMA is subject to regulatory oversight by various agencies. These agencies require registration by WMA and its Supervised Persons. As a registered entity, WMA is subject to examinations by regulators, which may be announced or unannounced. WMA is required to periodically update the information provided to these agencies and to provide various reports regarding the business activities and assets of the Advisor.

# **Form ADV Part 2B – Brochure Supplement**

**for**

**Aaron M. Clark  
Partner**

**Effective: February 18, 2021**

This Form ADV 2B (“Brochure Supplement”) provides information about the background and qualifications of Aaron M. Clark (CRD# 5346975) in addition to the information contained in the West Michigan Advisors, LLC (“WMA” or the “Advisor”, CRD# 312073) Disclosure Brochure. If you have not received a copy of the Disclosure Brochure or if you have any questions about the contents of the WMA Disclosure Brochure or this Brochure Supplement, please contact us at (616) 990-2266.

Additional information about Mr. Clark is available on the SEC’s Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with his full name or his Individual CRD# 5346975.

## Item 2 – Educational Background and Business Experience

Aaron M. Clark, born in 1985, is dedicated to advising Clients of WMA as a Partner. Mr. Clark earned a Bachelor of Arts from Hope College in 2008. Additional information regarding Mr. Clark's employment history is included below.

### Employment History:

Partner, West Michigan Advisors, LLC	02/2021 to Present *
Registered Representative, Cantella & Co., Inc.	04/2021 to Present *
Financial Advisor, Raymond James & Associates, Inc.	01/2013 to 04/2021 *
Branch Manager, West Michigan Community Bank	2011-08-01 to 2013-01-01
Financial Advisor, Raymond James	2010-10-01 to 2011-08-01

\* Please see item 4 below which discusses transition of business activities.

## Item 3 – Disciplinary Information

***There are no legal, civil or disciplinary events to disclose regarding Mr. Clark.*** Mr. Clark has never been involved in any regulatory, civil or criminal action. There have been no client complaints, lawsuits, arbitration claims or administrative proceedings against Mr. Clark.

Securities laws require an advisor to disclose any instances where the advisor or its advisory persons have been found liable in a legal, regulatory, civil or arbitration matter that alleges violation of securities and other statutes; fraud; false statements or omissions; theft, embezzlement or wrongful taking of property; bribery, forgery, counterfeiting, or extortion; and/or dishonest, unfair or unethical practices. ***As previously noted, there are no legal, civil or disciplinary events to disclose regarding Mr. Clark.***

However, we do encourage you to independently view the background of Mr. Clark on the Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with his full name or his Individual CRD# 5346975.

## Item 4 – Other Business Activities

### Transitional Advisor and Broker-Dealer Affiliation

On an interim and transitional basis, Mr. Clark will also remain an Investment Advisor Representative ("IAR") and Registered Representative ("RR") of Raymond James & Associates, Inc. ("Raymond James") (CRD# 705). The Advisor and Mr. Clark are working with Clients to transition accounts to WMA. Raymond James will remain the "qualified custodian" for Client accounts following this transition. Mr. Clark will become Registered Representatives with Cantella & Co., Inc. following the end date with Raymond James.

### Broker-Dealer Affiliation

Mr. Clark is also a Registered Representative of Cantella & Co., Inc. ("Cantella"). Cantella is a registered broker-dealer (CRD# 13905), member FINRA, SIPC. In Mr. Clark's separate capacity as a Registered Representative, Mr. Clark will receive commissions for the implementation of recommendations for commissionable transactions. Clients are not obligated to implement any recommendation provided by Mr. Clark. Neither the Advisor nor Mr. Clark will earn ongoing investment advisory fees in connection with any products or services implemented in Mr. Clark's separate capacity as a Registered Representative. Mr. Clark spends approximately 10% of his time per month in his role as a Registered Representative of Cantella.

### Insurance Agency Affiliations

Mr. Clark is also a licensed insurance professional. Implementations of insurance recommendations are separate and apart from Mr. Clark's role with WMA. As an insurance professional, Mr. Clark will receive customary commissions and other related revenues from the various insurance companies whose products are sold. Mr. Clark is not required to offer the products of any particular insurance company. Commissions generated by insurance sales do not offset regular advisory fees. This practice presents a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any recommendations made by Mr. Clark or the Advisor. Mr. Clark spends approximately 10% of his time per month in this capacity.



## **Item 5 – Additional Compensation**

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Mr. Clark has additional business activities where compensation is received that are detailed in Item 4 above.

## **Item 6 – Supervision**

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Mr. Clark serves as a Partner of WMA and is supervised by Stephanie Smith, the Chief Compliance Officer. Ms. Smith can be reached at (616) 990-2266.

WMA has implemented a Code of Ethics, an internal compliance document that guides each Supervised Person in meeting their fiduciary obligations to Clients of WMA. Further, WMA is subject to regulatory oversight by various agencies. These agencies require registration by WMA and its Supervised Persons. As a registered entity, WMA is subject to examinations by regulators, which may be announced or unannounced. WMA is required to periodically update the information provided to these agencies and to provide various reports regarding the business activities and assets of the Advisor.

# **Form ADV Part 2B – Brochure Supplement**

**for**

**Clint S. Myers  
Partner**

**Effective: February 18, 2021**

This Form ADV 2B (“Brochure Supplement”) provides information about the background and qualifications of Clint S. Myers (CRD# 4484384) in addition to the information contained in the West Michigan Advisors, LLC (“WMA” or the “Advisor”, CRD# 312073) Disclosure Brochure. If you have not received a copy of the Disclosure Brochure or if you have any questions about the contents of the WMA Disclosure Brochure or this Brochure Supplement, please contact us at (616) 990-2266.

Additional information about Mr. Myers is available on the SEC’s Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with his full name or his Individual CRD# 4484384.

## Item 2 – Educational Background and Business Experience

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Clint S. Myers, born in 1977, is dedicated to advising Clients of WMA as a Partner. Mr. Myers attended Muskegon Community College. Additional information regarding Mr. Myers's employment history is included below.

### Employment History:

Partner, West Michigan Advisors, LLC	02/2021 to Present *
Registered Representative, Cantella & Co., Inc.	04/2021 to Present *
Financial Advisor, Raymond James & Associates, Inc.	09/2017 to 04/2021 *
Financial Advisor, Commonwealth Financial Network	12/2015 to 09/2017
Advisor, MetLife Securities	09/2009 to 12/2015

\* Please see item 4 below which discusses transition of business activities.

## Item 3 – Disciplinary Information

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***There are no legal, civil or disciplinary events to disclose regarding Mr. Myers.*** Mr. Myers has never been involved in any regulatory, civil or criminal action. There have been no client complaints, lawsuits, arbitration claims or administrative proceedings against Mr. Myers.

Securities laws require an advisor to disclose any instances where the advisor or its advisory persons have been found liable in a legal, regulatory, civil or arbitration matter that alleges violation of securities and other statutes; fraud; false statements or omissions; theft, embezzlement or wrongful taking of property; bribery, forgery, counterfeiting, or extortion; and/or dishonest, unfair or unethical practices. ***As previously noted, there are no legal, civil or disciplinary events to disclose regarding Mr. Myers.***

However, we do encourage you to independently view the background of Mr. Myers on the Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with his full name or his Individual CRD# 4484384.

## Item 4 – Other Business Activities

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### Transitional Advisor and Broker-Dealer Affiliation

On an interim and transitional basis, Mr. Myers will also remain an Investment Advisor Representative ("IAR") and Registered Representative ("RR") of Raymond James & Associates, Inc. ("Raymond James") (CRD# 705). The Advisor and Mr. Myers are working with Clients to transition accounts to WMA. Raymond James will remain the "qualified custodian" for Client accounts following this transition. Mr. Myers will become Registered Representatives with Cantella & Co., Inc. following the end date with Raymond James.

### Broker-Dealer Affiliation

Mr. Myers is also a Registered Representative of Cantella & Co., Inc. ("Cantella"). Cantella is a registered broker-dealer (CRD# 13905), member FINRA, SIPC. In Mr. Myers's separate capacity as a Registered Representative, Mr. Myers will receive commissions for the implementation of recommendations for commissionable transactions. Clients are not obligated to implement any recommendation provided by Mr. Myers. Neither the Advisor nor Mr. Myers will earn ongoing investment advisory fees in connection with any products or services implemented in Mr. Myers's separate capacity as a Registered Representative. Mr. Myers spends approximately 10% of his time per month in his role as a Registered Representative of Cantella.

### Insurance Agency Affiliations

Mr. Myers is also a licensed insurance professional. Implementations of insurance recommendations are separate and apart from Mr. Myers's role with WMA. As an insurance professional, Mr. Myers will receive customary commissions and other related revenues from the various insurance companies whose products are sold. Mr. Myers is not required to offer the products of any particular insurance company. Commissions generated by insurance sales do not offset regular advisory fees. This practice presents a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any

recommendations made by Mr. Myers or the Advisor. Mr. Myers spends approximately 10% of his time per month in this capacity.

#### Real Estate Investments

Mr. Myers is the owner of several real estate properties. Clients are not solicited for investment in these real estate properties. Less than 5% of time is devoted to this business activity and typically outside business hours.

#### Coaching

Mr. Myers is also a high school football coach. Approximately 6 hours per week are devoted to this activity during the season.

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

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Mr. Myers has additional business activities where compensation is received that are detailed in Item 4 above.

### **Item 6 – Supervision**

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Mr. Myers serves as a Partner of WMA and is supervised by Stephanie Smith, the Chief Compliance Officer. Ms. Smith can be reached at (616) 990-2266.

WMA has implemented a Code of Ethics, an internal compliance document that guides each Supervised Person in meeting their fiduciary obligations to Clients of WMA. Further, WMA is subject to regulatory oversight by various agencies. These agencies require registration by WMA and its Supervised Persons. As a registered entity, WMA is subject to examinations by regulators, which may be announced or unannounced. WMA is required to periodically update the information provided to these agencies and to provide various reports regarding the business activities and assets of the Advisor.

## **Form ADV Part 2B – Brochure Supplement**

**for**

**Stephanie L. Smith  
Client Operations Specialist  
Chief Compliance Officer**

**Effective: February 18, 2021**

This Form ADV 2B (“Brochure Supplement”) provides information about the background and qualifications of Stephanie L. Smith (CRD# 5843814) in addition to the information contained in the West Michigan Advisors, LLC (“WMA” or the “Advisor”, CRD# 312073) Disclosure Brochure. If you have not received a copy of the Disclosure Brochure or if you have any questions about the contents of the WMA Disclosure Brochure or this Brochure Supplement, please contact us at (616) 990-2266.

Additional information about Ms. Smith is available on the SEC’s Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with her full name or her Individual CRD# 5843814.

## Item 2 – Educational Background and Business Experience

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Stephanie L. Smith, born in 1983, is dedicated to advising Clients of WMA as a Client Operations Specialist and the Chief Compliance Officer. Ms. Smith earned a degree Interior Design from Kendall College of Art and Design of Ferris State in 2005. Additional information regarding Ms. Smith's employment history is included below.

### Employment History:

Client Operations Specialist / Chief Compliance Officer, West Michigan Advisors, LLC	04/2021 to Present *
Registered Representative, Cantella & Co., Inc.	04/2021 to Present *
Client Operations Specialist, Raymond James & Associates, Inc.	11/2011 to 04/2021 *

\* Please see item 4 below which discusses transition of business activities.

## Item 3 – Disciplinary Information

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***There are no legal, civil or disciplinary events to disclose regarding Ms. Smith.*** Ms. Smith has never been involved in any regulatory, civil or criminal action. There have been no client complaints, lawsuits, arbitration claims or administrative proceedings against Ms. Smith.

Securities laws require an advisor to disclose any instances where the advisor or its advisory persons have been found liable in a legal, regulatory, civil or arbitration matter that alleges violation of securities and other statutes; fraud; false statements or omissions; theft, embezzlement or wrongful taking of property; bribery, forgery, counterfeiting, or extortion; and/or dishonest, unfair or unethical practices. ***As previously noted, there are no legal, civil or disciplinary events to disclose regarding Ms. Smith.***

However, we do encourage you to independently view the background of Ms. Smith on the Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with her full name or her Individual CRD# 5843814.

## Item 4 – Other Business Activities

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### Transitional Advisor and Broker-Dealer Affiliation

On an interim and transitional basis, Ms. Smith will also remain an Investment Advisor Representative ("IAR") and Registered Representative ("RR") of Raymond James & Associates, Inc. ("Raymond James") (CRD# 705). Ms. Smith is assisting the Advisor with transitioning Client accounts to WMA. Raymond James will remain the "qualified custodian" for Client accounts following this transition. Ms. Smith will become Registered Representatives with Cantella & Co., Inc. following the end date with Raymond James.

### Broker-Dealer Affiliation

Ms. Smith is also a Registered Representative of Cantella & Co., Inc. ("Cantella"). Cantella is a registered broker-dealer (CRD# (CRD# 13905), member FINRA, SIPC. In Ms. Smith's separate capacity as a Registered Representative, Ms. Smith will receive commissions for the implementation of recommendations for commissionable transactions. Clients are not obligated to implement any recommendation provided by Ms. Smith. Neither the Advisor nor Ms. Smith will earn ongoing investment advisory fees in connection with any products or services implemented in Ms. Smith's separate capacity as a Registered Representative. Ms. Smith spends approximately 5% of her time per month in her role as a Registered Representative of Cantella.

### Insurance Agency Affiliations

Ms. Smith is also a licensed insurance professional. Implementations of insurance recommendations are separate and apart from Ms. Smith's role with WMA. As an insurance professional, Ms. Smith will receive customary commissions and other related revenues from the various insurance companies whose products are sold. Ms. Smith is not required to offer the products of any particular insurance company. Commissions generated by insurance sales do not offset regular advisory fees. This practice presents a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any recommendations made by Ms. Smith or the Advisor. Ms. Smith spends approximately 5% of her time per month in this capacity.

## **Item 5 – Additional Compensation**

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Ms. Smith has additional business activities where compensation is received that are detailed in Item 4 above.

## **Item 6 – Supervision**

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Ms. Smith serves as a Client Operations Specialist of WMA and its Chief Compliance Officer. Ms. Smith is also supervised by the owners of WMA. Ms. Smith can be reached at (616) 990-2266.

WMA has implemented a Code of Ethics, an internal compliance document that guides each Supervised Person in meeting their fiduciary obligations to Clients of WMA. Further, WMA is subject to regulatory oversight by various agencies. These agencies require registration by WMA and its Supervised Persons. As a registered entity, WMA is subject to examinations by regulators, which may be announced or unannounced. WMA is required to periodically update the information provided to these agencies and to provide various reports regarding the business activities and assets of the Advisor.



## Privacy Policy

Effective Date: February 18, 2021

### Our Commitment to You

West Michigan Advisors, LLC ("WMA" or the "Advisor") is committed to safeguarding the use of personal information of our Clients (also referred to as "you" and "your") that we obtain as your Investment Advisor, as described here in our Privacy Policy ("Policy").

Our relationship with you is our most important asset. We understand that you have entrusted us with your private information, and we do everything that we can to maintain that trust. WMA (also referred to as "we", "our" and "us") protects the security and confidentiality of the personal information we have and implements controls to ensure that such information is used for proper business purposes in connection with the management or servicing of our relationship with you.

WMA does not sell your non-public personal information to anyone. Nor do we provide such information to others except for discrete and reasonable business purposes in connection with the servicing and management of our relationship with you, as discussed below.

Details of our approach to privacy and how your personal non-public information is collected and used are set forth in this Policy.

### Why you need to know?

Registered Investment Advisors ("RIAs") must share some of your personal information in the course of servicing your account. Federal and State laws give you the right to limit some of this sharing and require RIAs to disclose how we collect, share, and protect your personal information.

### What information do we collect from you?

Social security or taxpayer identification number	Assets and liabilities
Name, address and phone number[s]	Income and expenses
E-mail address[es]	Investment activity
Account information (including other institutions)	Investment experience and goals

### What Information do we collect from other sources?

Custody, brokerage and advisory agreements	Account applications and forms
Other advisory agreements and legal documents	Investment questionnaires and suitability documents
Transactional information with us or others	Other information needed to service account

### How do we protect your information?

To safeguard your personal information from unauthorized access and use we maintain physical, procedural and electronic security measures. These include such safeguards as secure passwords, encrypted file storage and a secure office environment. Our technology vendors provide security and access control over personal information and have policies over the transmission of data. Our associates are trained on their responsibilities to protect Client's personal information.

We require third parties that assist in providing our services to you to protect the personal information they receive from us.

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#### West Michigan Advisors, LLC

320 North 120<sup>th</sup> Avenue, Suite 240, Holland, MI 49424  
Phone: (616) 990-2266 | <https://westmichiganadvisors.com>

## How do we share your information?

An RIA shares Client personal information to effectively implement its services. In the section below, we list some reasons we may share your personal information.

Basis For Sharing	Do we share?	Can you limit?
<b>Servicing our Clients</b> We may share non-public personal information with non-affiliated third parties (such as administrators, brokers, custodians, regulators, credit agencies, other financial institutions) as necessary for us to provide agreed upon services to you, consistent with applicable law, including but not limited to: processing transactions; general account maintenance; responding to regulators or legal investigations; and credit reporting.  WMA shares Client information with Cantella & Co., Inc. ("Cantella"). This sharing is due to the oversight Cantella has over certain Supervised Persons of the Advisor. You may also contact us at any time for a copy of the Cantella Privacy Policy.	Yes	No
<b>Marketing Purposes</b> WMA does not disclose, and does not intend to disclose, personal information with non-affiliated third parties to offer you services. Certain laws may give us the right to share your personal information with financial institutions where you are a customer and where WMA or the client has a formal agreement with the financial institution. <b>We will only share information for purposes of servicing your accounts, not for marketing purposes.</b>	No	Not Shared
<b>Authorized Users</b> Your non-public personal information may be disclosed to you and persons that we believe to be your authorized agent[s] or representative[s].	Yes	Yes
<b>Information About Former Clients</b> WMA does not disclose and does not intend to disclose, non-public personal information to non-affiliated third parties with respect to persons who are no longer our Clients.	No	Not Shared

## Changes to our Privacy Policy

We will send you a copy of this Policy annually for as long as you maintain an ongoing relationship with us.

Periodically we may revise this Policy, and will provide you with a revised Privacy Policy if the changes materially alter the previous Privacy Policy. We will not, however, revise our Privacy Policy to permit the sharing of non-public personal information other than as described in this notice unless we first notify you and provide you with an opportunity to prevent the information sharing.

## Any Questions?

You may ask questions or voice any concerns, as well as obtain a copy of our current Privacy Policy by contacting us at (616) 990-2266.