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**Item 1 – Cover Page**



**Form ADV Part 2A Brochure**

**March 31, 2021**

**Smith Partners**

**Wealth Management, LLC**

**128 East Fisher Ave.**

**Greensboro, NC 27401**

**336-272-9488**

**[www.smithpartnerswealth.com](http://www.smithpartnerswealth.com)**

This Brochure provides information about the qualifications and business practices of Smith Partners Wealth Management, LLC (SPWM). If you have any questions about the contents of this Brochure, please contact Anne Flegel Smith at 336-272-9488 or [anne@smithpartnerswealth.com](mailto:anne@smithpartnerswealth.com). The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

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

Additional information about Smith Partners Wealth Management, LLC is also available on the SEC's website at <https://adviserinfo.sec.gov/firm/summary/112231>.

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## **Item 2 – Material Change**

Regulatory rules require that we provide a summary of any material changes to this Brochure and any subsequent Brochures within 120 days of the close of our fiscal year. In addition, we will provide other ongoing disclosure information about material changes or an updated brochure when necessary.

The last update to the ADV Part 2 was submitted on 03/30/2020. The material changes since the last ADV was submitted include:

Jonathan Wilds Smith and Anne Flegal Smith are each selling 15% of SPWM to Justin Winship Smith, who will now be a partner and own 30% of SPWM.

Smith Partners Wealth Management is changing its registration as an Investment Advisor from The Secretary of State of North Carolina Securities Division to the U.S. Securities and Exchange Commission.

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## Item 4 – Advisory Business

4(a) Smith Partners Wealth Management, LLC, is seeking SEC registration, was founded (under the name of Jonathan Smith & Co., Investment Counsel) in November 1988 by Jonathan W. Smith and is owned jointly by Jonathan W. Smith, Anne Flegal Smith, and Justin Winship Smith. For more information regarding the ownership of SPWM, please refer to <https://adviserinfo.sec.gov/firm/summary/112231>.

4(b) SPWM provides investment advice, financial planning, and customized financial consulting. The Firm offers advice on Equity Securities, Corporate Debt Securities, Certificates of Deposit, Municipal Securities, United States Government Securities, Mutual Fund Shares, Annuities, Insurance, Exchange Traded Funds, Exchange Traded Notes, Alternative Investments, and Options, Stock Appreciation Rights, Restricted Stock, Restricted Stock Units, or Other Stock-Based Awards.

4(c) SPWM provides investment advisory services tailored to the individual needs of its clients. SPWM helps individuals identify and understand their psychological and financial tolerances for risk and encourages them to provide SPWM with updates on anything affecting their tolerance for risk. SPWM asks its clients to inform us of any life changes that affect their financial situations or life circumstances.

Each client maintains a separately managed account, the assets of which conform to the asset allocation target that most closely matches the individual's risk profile and time horizon. Clients may impose restrictions on specific companies, industries, sectors, or countries.

4(d) SPWM does not participate in wrap fee programs.

4(e) Assets Under Management as of December 31, 2020, SPWM manages \$127,518,014 in discretionary accounts.

## Item 5 – Fees and Compensation

5(a) SPWM receives 100% of its revenue from its clients. We disclose fee schedules in advance; they are incorporated into signed management agreements. We do not receive any fee, income, or kickback of any kind from any other party. Our fees are based on a percentage of our client's assets under our management, hourly fees, or fixed-rate flat charges. The fees listed in the client's agreement may vary from the fee schedule listed below.

5(a)(i) The management fee on accounts over \$1,000,000 is 1.0%.

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5(a) (ii) The Fee typically charged on accounts under \$300,000 is 1.50 % on the first \$200,000 and 1.00 % on the amount over \$200,000.

5(a) (iii) SPWM may, at its discretion, negotiate or waive a fee.

5(b) (i) The percentages above are annualized. A client's fee is computed on the value including accrued interest of the client's portfolio as of the last trading day of the period for which the fee is due and may be subject to a \$3,000.00 annual minimum. Clients permit SPWM to deduct from its investment account(s) a fee monthly or quarterly, at its discretion. SPWM notifies its clients in a detailed billing report posted to the client's secure portal or U.S. Mail.

5(c) (i) SPWM's Management Fees do not include brokerage commissions, transaction fees, and similar related costs and expenses, which shall be borne by the client. Clients may also incur certain charges imposed by custodians, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange-traded funds also charge internal management fees disclosed in the Mutual Fund's prospectus. Such costs are in addition to SPWM's Management Fee. Neither SPWM nor any employee or related party receives any fee, income, or kickback of any kind from any other party with respect to these commissions or other charges.

5(c) (ii) SPWM performs financial consulting and financial planning. Financial consulting and financial planning services do not include investment advisory services. SPWM anticipates that these consulting engagements represent less than 5% of total advisory billings. Fees for these consulting arrangements range from \$150 to \$350 per hour, depending on the nature and complexity of the work and the level of SPWM resources involved. Fees for these services are disclosed before the services are performed, are charged upon the completion of the work, and can be paid by check.

5(d) Accounts initiated or terminated during a calendar month or quarter will be charged a fee prorated to the day SPWM or the client terminated the Management Agreement. SPWM reserves the right when to commence management fees following the inception of a new advisory engagement.

5(e) SPWM does not receive any fees or commissions for trades made in client accounts. Please refer to 5(c) above regarding the additional fees related to your account.

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

SPWM does not charge Performance-Based Fees. Performance-Based-Fees are fees assessed on any portion of a client's realized or unrealized capital gains or capital appreciation. SPWM does not conduct Side-By-Side Management. Side-by-Side Management occurs when a firm assesses both a Performance-Based-Fee and another type of fee, such as an investment advisory fee.

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## Item 7 – Types of Clients

SPWM provides investment advice, financial planning, and customized financial consulting to individuals, families, businesses, trusts, retirement and profit-sharing plans, and charitable organizations.

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

8(a) At the outset of a new advisory engagement, and thereafter at regular intervals, SPWM meets with each client to understand their life stage, time horizon, financial situation, resources, and risk tolerances. SPWM uses its experience and judgment to match a client's life state, time horizon, resources, and risk tolerances to develop a suitable asset allocation to meet the client's objectives. SPWM invests each asset sector with best-fit index funds, Exchange Traded Funds, Exchange Traded Notes, specialized Mutual Fund shares, and individual stocks and bonds, emphasizing low-cost, low turnover, and management tenure. Clients may direct our Firm to buy or sell a particular security.

8(b) SPWM strives to invest in ways to minimize risks, but certain risks are inherent in every investment.

**Risk of Loss** All investments involve the risk of loss of your principal (invested amount) and any profits that have not been realized (the securities have not been sold to "lock-in" the profit). Markets can be volatile, and prices of stocks, bonds, and other investments can fluctuate substantially. Other factors such as economic and geopolitical events also can affect the performance of your investments. There is no guarantee that you will not lose money or that you will meet your investment objectives. We encourage you to discuss any questions with us regarding our investment philosophy and your portfolios throughout the course of our relationship.

**Listed below are some potential risks with any investment:**

Cash Management Risks. The Firm may invest some of a client's assets temporarily in money market funds or other similar types of investments, during which time an advisory account may be prevented from achieving its investment objective.

Equity-Related Securities and Instruments. The Firm may take long positions in common stocks of U.S. and non-U.S. issuers traded on national securities exchanges and over-the-counter markets. The value of equity securities varies in response to many factors. These factors include, without limitation, factors specific to an issuer and factors specific to the industry in which the issuer participates. Individual companies may report poor results or be negatively affected by industry and/or economic trends and developments, and the

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stock prices of such companies may suffer a decline in response. In addition, equity securities are subject to stock risk, which is the risk that stock prices historically rise and fall in periodic cycles. U.S. and non-U.S. stock markets have experienced periods of substantial price volatility in the past and may do so again in the future. In addition, investments in small-capitalization, mid-capitalization, and financially distressed companies may be subject to more abrupt or erratic price movements and may lack sufficient market liquidity, and these issuers often face greater business risks.

Fixed Income Securities. Fixed income securities are subject to the risk of the issuer's or a guarantor's inability to meet the principal and interest payments on its obligations and to price volatility.

Mutual Funds and ETFs. An investment in a mutual fund or ETF involves risk, including the loss of principal. Mutual fund and ETF shareholders are necessarily subject to the risks stemming from the individual issuers of the fund's underlying portfolio securities. Such shareholders are also liable for taxes on any fund-level capital gains, as mutual funds and ETFs are required by law to distribute capital gains in the event they sell securities for a profit that cannot be offset by a corresponding loss. Shares of mutual funds are generally distributed and redeemed on an ongoing basis by the fund itself or a broker acting on its behalf. The trading price at which a share is transacted is equal to a fund's stated daily per share net asset value "NAV," plus any shareholders' fees (e.g., sales loads, purchase fees, redemption fees). The per-share NAV of a mutual fund is calculated at the end of each business day, although the actual NAV fluctuates with intraday changes to the market value of the fund's holdings. The trading prices of a mutual fund's shares may differ significantly from the NAV during periods of market volatility, which may, among other factors, lead to the mutual fund's shares trading at a premium or discount to actual NAV.

Shares of ETFs are listed on securities exchanges and transacted at negotiated prices in the secondary market. Generally, ETF shares trade at or near their most recent NAV, which is generally calculated at least once daily for index-based ETFs and potentially more frequently for actively managed ETFs. However, certain inefficiencies may cause the shares to trade at a premium or discount to their pro-rata NAV. There is also no guarantee that an active secondary market for such shares will develop or continue to exist. Generally, an ETF only redeems shares when aggregated as creation units (usually 20,000 shares or more). Therefore, if a liquid secondary market ceases to exist for shares of a particular ETF, a shareholder may have no way to dispose of such shares.

Market Risk. Investing involves risk, including the potential loss of principal, and all investors should be guided accordingly. The profitability of a significant portion of the Firm's recommendations and/or investment decisions may depend to a great extent upon correctly assessing the future course of price movements of stocks, bonds, and other asset classes. Also, investments may be adversely affected by financial markets and economic conditions throughout the world. There can be no assurance that the Firm will be able to predict these price movements accurately or capitalize on any such assumptions.

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Volatility Risks. The prices and values of investments can be highly volatile and are influenced by interest rates, general economic conditions, the condition of the financial markets, the financial condition of the issuers of such assets, changing supply and demand relationships, and programs and policies of governments.

Interest Rate Risk. An increase in interest rates could depress the prices of bonds and other fixed-income securities in a client's portfolio.

Event Risk. An adverse event affecting a specific company or that company's industry could depress the price of a client's investments in that company's stocks or bonds. The issuer could become unable to handle its debt service or receive a downgraded credit rating by a rating agency.

Liquidity Risk. Securities that are normally liquid may become difficult or impossible to sell at an acceptable price during periods of economic instability or other emergency conditions. Some securities may be infrequently or thinly traded even under normal market conditions.

Political Risk. The events that occur in the home country of the foreign company may impact valuations. Events such as revolutions, nationalization, currency collapse or other types of events can have a negative impact on the security.

Inflation Risk. Inflation is a general upward movement of prices reducing your purchasing power, which is a risk for investors receiving a fixed rate of interest. The concern for individuals is that inflation will erode returns.

Derivative Risk. Investing and engaging in derivative instruments or derivative transactions such as options, commodity funds and commodity exchange-traded funds and ETF's may involve different types of risk and possibly greater levels of risk such as those listed below.

Leverage Risk. A derivative instrument or transaction may disproportionately increase an account's exposure to the market for the assets underlying the derivative position and the sensitivity of an account's portfolio to changes in market prices for those assets.

Counterparty Credit Risk. An account's ability to profit from a derivative contract depends on the ability and willingness of the other party to the contract "counterparty" to perform its obligations under the contract. If the counterparty to an over-the-counter contract fails to perform its obligations, an account may lose the benefit of the contract and may have difficulty reclaiming any collateral that an account may have deposited with the counterparty.

Lack of Correlation. The market value of a derivative position may correlate imperfectly with the market price of the asset underlying the derivative position. If a derivative position is being used to hedge against changes in the value of assets in an account, a lack of price correlation between the derivative position and the hedged asset may result in an account's assets being incompletely hedged or not completely offset price changes in the derivative position.



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**Illiquidity.** Over-the-counter derivatives contracts are usually subject to restrictions on transfer, and there is generally no liquid market for these contracts. Although it is often possible to negotiate the termination of an over-the-counter contract or enter into an offsetting contract, a counterparty may be unable or unwilling to terminate a contract with an account, especially during times of market instability or disruption. The markets for many exchange-traded futures, options, and other instruments are quite liquid during normal market conditions, but this liquidity may disappear during times of market instability or disruption.

**Less Accurate Valuation.** The absence of a liquid market for over-the-counter derivatives increases the likelihood that The Firm will be unable to correctly value these interests.

**Tax Harvesting Risk.** Efficient tax-loss harvesting is an important component of a customized portfolio approach. Tax harvesting is a strategy where an ETF or mutual fund is sold at a taxable loss and replaced with a security whose historical performance and expected future performance are similar, thereby having little impact on the overall strategic allocation but capturing the tax loss. Because past performance is no indication of future performance, there is potential for the future performance of the replacement position to deviate from that of the initial holding. This type of strategy may also incur an increase in the frequency of trading and amount of transaction costs.

**Real Estate Risk.** REIT share prices may decline because of adverse developments affecting the real estate industry and real property values. In general, real estate values can be affected by a variety of factors, including supply and demand for properties, the economic health of the country or different regions, and the strength of specific industries that rent properties.

**Cybersecurity.** The technology systems of the Firm and its respective service providers may be vulnerable to inadvertent or deliberate interruption and consequent damage from technical or human sources. In addition to natural catastrophes, service/power outages, and network or telecommunications failures, security breaches and intrusion by unauthorized persons could result in damage, disruption, and theft of data, including investor information. The Firm has implemented cybersecurity procedures meant to address these risks. Nevertheless, given the Firm's fundamental dependence on technology, a cyber-attack or similar technology disruption could have a material adverse impact on Clients. Additionally, there are inherent limitations in cybersecurity policies and procedures and controls, including the possibility that certain risks have not been identified. The Firm has conducted limited due diligence and risk assessments of third-party providers. However, the Firm is not able to control the cybersecurity plans, breach notifications, incident response plans, and controls put in place by other services providers and/or the issuers in which the client invests. It is in the client's best interest to regularly monitor all of their accounts and stay informed of cybersecurity best practices.

8(c) SPWM recommends asset allocations based on a particular client's: life stage, time horizon, financial situation, resources, liquidity needs, risk tolerances, need for

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diversification, reliance upon current income, present and anticipated tax situations. SPWM also considers historical and expected risks and returns and marketability before making investments. SPWM recommends that its clients diversify investment assets among various equities, mutual funds, exchange-traded funds, exchange-traded notes, bonds, fixed income securities in accordance with the client's designated investment objective(s).

## **Item 9 – Disciplinary Information**

SPWM has not had any legal or disciplinary events.

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

SPWM has no other financial industry activities or affiliations.

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

11 (a-d) Employees of Smith Partners Wealth Management are committed to a Code of Ethics and Fiduciary Oath as outlined by the National Association of Personal Financial Advisors (NAPFA) and the Financial Planning Association (FPA) and the regulations on the Investment Advisers Act of 1940. The key elements are clients' interest first, objectivity, confidentiality, competence, fairness and impartiality, integrity and honesty, regulatory compliance, full disclosure, avoiding conflicts of interest, and professionalism. CFP® designees are also held to a Code of Ethics as outlined by the CFP® Board of Standards. Further, CFA Institute members are required annually to fill out a Code of Ethics and Standards of Professional Conduct. SPWM will provide a copy of the Code of Ethics to any client or prospective client upon request.

SPWM and its employees may at times buy or sell securities that clients also hold. Employees may also invest in contradiction to the clients of the Firm. Employees may not trade their own securities in a manner that would knowingly harm the clients or violate any securities laws. Employees must comply with the provisions of the SPWM Policies and Procedures Manual. Anne Flegal Smith is the Chief Compliance Officer of SPWM. She reviews employee security transactions each quarter to ensure that employees' personal trading was not based on inside information and that the interests of the clients of the Firm are above our own. As employee trades are small, or mutual fund or exchange-traded fund transactions, we believe those trades do not affect securities markets or individual securities.

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## Item 12 – Brokerage Practices

12(a) SPWM primarily recommends that clients use the custodial and brokerage services of T.D. Ameritrade Institutional (Custodian); T.D. Ameritrade and Schwab (Custodian) are part of one company. The factors we considered in making this recommendation include ease of access, transaction processing, competitive commissions, and client services.

12 (a)(i) Soft Dollars - SPWM does not participate in a soft dollar program that would allow us to pay for our research with a part of the commission charged on client transactions. SPWM pays for all its research or other products and services out of its own pocket. The Custodian provides SPWM with access to its institutional trading desk, custodial services, reporting, and related services, which are typically not available to the custodians of retail investors. The Custodian also makes available various support services. Some of those services help SPWM manage or administer clients' accounts, while others help SPWM manage and grow the businesses. These services are generally available to independent investment advisors on an unsolicited basis, at no charge. The Custodian's brokerage services include the execution of securities transactions, custody, research, and access to mutual funds and other investments that are otherwise generally available only to institutional investors or would require a significantly higher minimum initial investment.

The Custodian generally does not charge separately for custody services but is compensated by account holders through commissions and other transaction-related or asset-based fees for securities trades executed through the Custodian or that settle into the Custodian's accounts. The Custodian also makes available to SPWM other products and services that benefit SPWM but could not directly benefit the clients' accounts. Many of these products and services could be used to service all or some substantial number of SPWM accounts, including accounts not maintained at the Custodian.

The Custodian's products and services that assist SPWM in managing and administering clients' accounts include software and other technology that (i) provide access to client account data (such as trade confirmations, account statements, and tax forms); (ii) facilitate trade execution and allocate aggregated trade orders for multiple client accounts; (iii) provide pricing and other market data; (iv) facilitate payment of fees from clients' accounts, and (v) assist with back-office functions, recordkeeping, and client reporting.

The Custodian also offers other services intended to help SPWM manage and further develop business enterprises. These services could include (i) technology, compliance, legal, and business consulting; (ii) publications and conferences on practice management and business succession; and (iii) access to employee benefits providers, human capital consultants, and insurance providers. The Custodian could make available, arrange, and/or pay third-party vendors for the types of services rendered to SPWM. The Custodian could discount or waive fees it would otherwise charge for some of these services or pay all or a part of the fees of a third-party providing these services to SPWM.

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The Custodian could also provide other benefits such as educational events or occasional business entertainment for SPWM personnel. In evaluating whether to recommend that clients custody their assets at the Custodian, SPWM takes into account the availability of some of the foregoing products and services and other arrangements as part of the total mix of factors it considers, and not solely on the nature, cost or quality of custody and brokerage services provided by the Custodian, which could create a potential conflict of interest.

The Firm conducts periodically a Best Execution Review, which shall be summarized to include the overall effectiveness of the Broker's (Custodian's) overall performance for the clients of the Firm. Based on SPWM's assessment of the Custodian's best execution, SPWM recommends its custodial and brokerage services to its clients.

12(a)(ii) SPWM does not receive client referrals in exchange for using a particular brokerage firm.

12(a)(iii) SPWM takes into consideration when seeking best execution the following:

1. The commission rates of a broker-dealer.
2. Broker's ability to handle the size of the transaction, from larger to smaller.
3. Broker's ability to handle the complexity of the transaction in execution and settlement.
4. Reliability and integrity of a broker-dealer.
5. General execution and operation capabilities of competing broker-dealers.
6. Financial condition of a broker-dealer.
7. Ease of trade allocations.
8. Usefulness and strength of technology.

12(b) SPWM aggregates client purchases (bunched transactions) to provide clients with the best transaction execution whenever possible and practical.

1. To the best of our ability, the price of the securities purchased or sold in a bunched transaction (by brokerage) shall be at the average share price for the trade in that security at the specific brokerage firm where the trade is executed, with all transaction costs of the brokerage shared among clients on a pro-rata basis.
2. The company's books and records will separately reflect, for each client for whom an order is bunched, the securities held by, purchased, and sold for that client.

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3. SPWM uses an error account to resolve any trading errors. All errors are made whole by using funds in the error account, e.g., if the client account is short, it is made up from the error account and vice versa.

## **Item 13 – Review of Accounts**

13(a)(b) While the underlying securities within investment accounts are continually monitored, these accounts are reviewed at least quarterly by Justin Smith and Jonathan Smith; Anne Smith and Stephen Boatman may assist in these reviews. Accounts are reviewed in the context of each client's stated investment objectives and guidelines. More frequent reviews may be triggered by material changes in variables such as changes to the client's investment objectives or financial situation, the market, political or economic environment, and client requests.

13(c) SPWM furnishes each client with a quarterly statement tailored to the client's wishes, including a listing showing each investment together with its cost basis and current value. The report also shows the current asset allocation, contributions, withdrawals, management fees, realized and unrealized appreciation and loss for the period, and time-weighted, net after fee performance compared with appropriate benchmarks.

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

SPWM does not pay anyone for client referrals, nor does it receive any income or benefits from any other party for providing investment advice. SPWM clients provide 100% of SPWM's revenue.

## **Item 15 – Custody**

Custody, as it applies to investment advisors, has been defined by regulators as having access or control over client funds and/or securities. In other words, custody is not limited to physically holding client funds and securities. If an investment advisor has the ability to access or control client funds or securities, the investment advisor is deemed to have custody and must ensure proper procedures are implemented. It should be noted that authorization to trade in client accounts is not deemed by regulators to be custody.

SPWM does not maintain physical custody of any client funds or securities. T.D. Ameritrade Institutional (Charles Schwab), the Custodian, and SPWM, the manager, separately send the client statements quarterly. SPWM encourages its clients to review their statements from us

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to that of their Custodian. Slight variations in price and value may occur between the two reports based on accounting procedures, reporting dates, or valuation methodologies of certain securities. If clients have a question regarding their statement or if they have not received a statement from their Custodian or us, they should contact the Custodian or us directly.

We are deemed to have custody of client funds and securities whenever we are given the authority to have fees deducted directly from client accounts. However, the authority to have client fees deducted from their accounts does not require the Firm to have an annual surprise audit examination. See Item 5 Fees and Compensation for further details.

Other ways we may be deemed to have custody over your assets, requiring us to have an annual surprise audit by a Public Company Accounting Oversight Board (PCAOB) CPA firm include the following (Not an exhaustive list):

1. Standing Letters of Authorization (SLOA) allowing us to change the frequency and the amount of the money movement from your account to a third party, but not the accounts involved if any of the seven conditions were not met. The seven conditions are outlined in the February 21, 2017 No Action Letter between the Investment Adviser Association and the U.S. Securities and Exchange Commission and can be found here: <https://www.sec.gov/divisions/investment/noaction/2017/investment-adviser-association-022117-206-4.htm>
2. Bill Paying Services or Check Writing Authority. When a registered investment advisory firm has the ability to pay the client's bills or write checks directly from their financial accounts.
3. Your online login access to your financial accounts. Any of your personal login access to your financial accounts that allows us the ability to move money anywhere, change your address or contact information without your authorization. We advise you to never share this information with us.
4. When one or more of our related persons either serve as trustees for the account or have signatory authority over the account. The qualified unaffiliated Custodian would hold the funds for these clients, and the accounts will be subject to an annual surprise audit by an independent accountant in accordance with the custody rules under the Investment Advisor Act.

## **Item 16 – Investment Discretion**

At the outset of a new advisory engagement, you authorize our Firm to buy and sell securities without asking your permission in advance. You may withhold this authority or

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impose restrictions on specific companies, industries, or countries. Apart from your limited authorization, you may direct our Firm to buy or sell particular securities for which you bear full responsibility. You notify our Firm in writing of these parameters, any changes to these parameters, or to their financial objectives. We encourage dialogue to help our Firm be aware of any changes in your life that could affect your objectives, risk tolerances, time horizon, asset allocation, or financial plan.

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

SPWM will vote proxies in a manner that is in the best interests of the client and properly dealing with potential conflicts of interest arising from proxy proposals being voted upon unless a client has expressed their desire to vote the proxies for their account.

In the absence of specific voting guidelines from a client, SPWM will vote proxies in a manner that it believes is in the best interest of all the clients (keeping in mind that, after conducting an appropriate cost-benefit analysis, not voting at all on any given presented proposal may be in the best interests of the client).

Generally speaking, SPWM believes that voting proxies in accordance with the following manner is in the best interests of its clients.

1. SPWM will generally vote for proposals that increase shareholder value.
2. If it deems necessary, SPWM may engage an independent third party to provide advice on how the proxies should be voted.

Clients may obtain a copy of SPWM's complete proxy voting policies and procedures upon request. Clients may also obtain information from SPWM about how SPWM voted any proxies on behalf of their account.

## **Item 18 – Financial Information**

SPWM has no financial commitments that are reasonably likely to impair its ability to meet its contractual and fiduciary commitments to clients, nor has it been the subject of a bankruptcy proceeding. SPWM does not require pre-payment of fees of more than \$1,200 per client six months or more in advance.

## **Item 19 Requirements for State-Registered Advisers**

Please refer to our ADV Part 2 B for information related to our executive officers and management persons. In addition, Anne Flegal Smith is a Partner and the Chief Compliance

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Officer of SPWM. Anne F. Smith was born May 19, 1947, and received her B.S. degree from Auburn University, Auburn, AL in 1969. From July 1969 to December 1982, she was an Associate Member of the Technical Staff with Bell Laboratories. From November 1987 to March 2011, she was an Administrator with Jonathan Smith Associates Limited Partnership. Since November 1988, she has been Chief Compliance Officer with SPWM