

## **Firm Brochure**

(Part 2A of Form ADV)

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This brochure provides information about the qualifications and business practices of Everest Management Corp, a Registered Investment Advisor with the state of California. If you have any questions about the contents of this brochure, please contact us at: (408) 502-6015, or by email at: [info@everest-mgmt.com](mailto:info@everest-mgmt.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.

Disclaimer: Registered Does not imply a certain Skill Level of Training.

12/31/2020

## **Material Changes**

### **Annual Update**

The Material Changes section of this brochure will be updated annually when material changes occur since the previous release of the Firm Brochure.

### **Material Changes since the Last Update**

The U.S. Securities and Exchange Commission issued a final rule in July 2010 requiring advisers to provide a Firm Brochure in narrative “plain English” format. The new final rule specifies mandatory sections and organization.

### **Full Brochure Available**

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: (408) 502-6015 or by email at: [info@everest-mgmt.com](mailto:info@everest-mgmt.com).

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# Advisory Business

## Firm Description

Everest, ("Everest Management Corp") was founded in 2006.

Everest provides personalized confidential financial planning and investment management to individuals, pension and profit sharing plans, trusts, estates, charitable organizations and small businesses. Advice is provided through consultation with the client and may include: determination of financial objectives, identification of financial problems, cash flow management, tax planning, insurance review, investment management, education funding, retirement planning, and estate planning.

Everest is strictly a fee-only financial planning and investment management firm. The firm does not receive commissions for purchasing or selling stocks, bonds, mutual funds, limited partnerships, or other commissioned products. The firm is not affiliated with entities that sell financial products or securities. No commissions in any form are accepted. No finder's fees are accepted.

Investment advice is an integral part of financial planning. In addition, Everest Management Corp advises clients regarding cash flow, college planning, retirement planning.

Investment advice is provided, with the client making the final decision on investment selection. Everest Management Corp does not act as a custodian of client assets. The client always maintains asset control. Everest places trades for clients under a limited power of attorney.

A written evaluation of each client's initial situation is provided to the client. Periodic reviews are also communicated to provide reminders of the specific courses of action that need to be taken. More frequent reviews occur but are not necessarily communicated to the client unless immediate changes are recommended.

Other professionals (e.g., lawyers, accountants, insurance agents, etc.) are engaged directly by the client on an as-needed basis. Conflicts of interest will be disclosed to the client in the unlikely event they should occur.

The initial meeting, which may be by telephone, is free of charge and is considered an exploratory interview to determine the extent to which financial planning and investment management may be beneficial to the client.

### Principal Owners

Ramprasad Satagopan is a 50% stockholder. Ranga Srinivasan is a 50% stockholder.

### Types of Advisory Services

Everest provides investment supervisory services, also known as asset management services; manages investment advisory accounts not involving investment supervisory services; furnishes investment advice through consultations; issues periodicals about securities by subscription; issues special reports about securities; and issues, charts, graphs, formulas, or other devices which clients may use to evaluate securities.

On more than an occasional basis, Everest furnishes advice to clients on matters not involving securities, such as financial planning matters.

As of 12/31/2020, EVEREST has a total of \$101,657,142 assets in the form of discretionary accounts and non discretionary accounts

### Tailored Relationships

The goals and objectives for each client are documented in our client relationship management system. Investment policy statements are created that reflect the stated goals and objectives. Clients may impose restrictions on investing in certain securities or types of securities.

Agreements may not be assigned without client consent.

### Types of Agreements

The following agreements define the typical client relationships.

### Advisory Service Agreement

Clients have the option of having Everest manage their assets in order to obtain ongoing in-depth advice and life planning. All aspects of the client's financial affairs are reviewed, including those of their children. Realistic and measurable goals are set and objectives to reach those goals are defined. As goals and objectives change over time, suggestions are made and implemented on an ongoing basis.

The scope of work and fee for an Advisory Service Agreement is provided to the client in writing prior to the start of the relationship. An Advisory Service Agreement includes: cash flow management; insurance review; investment management (including performance reporting); education planning; retirement planning, tax planning, as well as the implementation of recommendations within each area.

The annual Advisory Service Agreement fee is based on a percentage of the investable assets according to the following schedule:

Accumulation Phase Portfolio Solution - Annual advisory fee of 0.75% of assets under management with minimum annual fee of \$7,500. Assets used for billing will include those directly under advisors' influence at the custodian as well as additional assets directed for the client by the advisor but not held at the custodian, such as 401-k accounts, variable annuities. In addition, a one time financial planning fee of \$3,000 is charged for the following services - Risk tolerance assessment, Cash Flow assessment, financial goals assessment, and Investment Policy Statement Development

Distribution Phase Portfolio Solution - Annual advisory fee of 0.90% of assets under management with minimum annual fee of \$18,000. Assets used for billing will include those directly under advisors influence at the custodian as well as additional assets directed for the client by the advisor but not held at the custodian, such as 401-k accounts, variable annuities. In addition, a one time financial planning fee of \$3,000 is charged for the following services - Risk tolerance assessment, Cash Flow assessment, financial goals assessment, and Investment Policy Statement Development

Retirement Scenario Analysis - Available for a \$2,000 service fee and available as part of Accumulation Phase portfolio as well as Distribution Phase portfolio solution.

Educational Funding Analysis - available for a \$2,000 service fee.

Both the minimum fee and the % fee are *NEGOTIABLE*. Current client relationships may exist where the fees are higher or lower than the fee schedule above.

Although the Advisory Service Agreement is an ongoing agreement and constant adjustments are required, the length of service to the client is at the client's discretion. The client or the investment manager may terminate an Agreement by written notice to the other party. At termination, fees will be billed on a pro rata basis for the portion of the quarter completed. The portfolio value at the completion of the prior full billing quarter is used as the basis for the fee computation, adjusted for the number of days during the billing quarter prior to termination.

#### Asset Management

Assets are invested primarily in no-load or low-load mutual funds and exchange-traded funds, usually through discount brokers or fund companies. Fund companies charge each fund shareholder an investment management fee that is disclosed in the fund prospectus. Discount brokerages may charge a transaction fee for the purchase of some funds.

Stocks and bonds may be purchased or sold through a brokerage account when appropriate. The brokerage firm charges a fee for stock and bond trades. EVEREST does not receive any compensation, in any form, from fund companies.



Investments may also include: equities (stocks), warrants, corporate debt securities, commercial paper, certificates of deposit, municipal securities, investment company securities (variable life insurance, variable annuities, and mutual funds shares), U. S. government securities, options contracts, futures contracts, and interests in partnerships.

Initial public offerings (IPOs) are not available through EVEREST.

#### Termination of Agreement

A Client may terminate any of the aforementioned agreements at any time by notifying EVEREST in writing and paying the rate for the time spent on the investment advisory engagement prior to notification of termination. If the client made an advance payment, EVEREST will refund any unearned portion of the advance payment.

EVEREST may terminate any of the aforementioned agreements at any time by notifying the client in writing. If the client made an advance payment, EVEREST will refund any unearned portion of the advance payment.

EARLY TERMINATION - In the event, the client decides to terminate during the first year of the contract, an early termination fees of \$3000 will be due upon termination. This is above and beyond fees that is owed for asset management services

## Fees and Compensation

#### Description

EVEREST bases its fees on a percentage of assets under management, hourly charges, fixed fees (not including subscription fees).

Some *Retainer Agreements* may be priced based on the complexity of work, especially when asset management is not the most significant part of the relationship.

Financial plans are priced according to the degree of complexity associated with the client's situation.

Fees are *NEGOTIABLE*.

#### Fee Billing

Investment management fees are billed quarterly, in *ARREARS*, meaning that we invoice you *AFTER* the three-month billing period has *ENDED*. Payment in full is expected upon invoice presentation. Fees are usually deducted from a designated client account to facilitate billing. The client must consent in advance to direct debiting of their investment account.

### Other Fees

Custodians may charge transaction fees on purchases or sales of certain mutual funds and exchange-traded funds. These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

EVEREST, in its sole discretion, may waive its minimum fee and/or charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

New Advisory Service Agreement fees are calculated on a formula basis and adjusted for complexity of individual situations. *The formula is based on gross income, gross assets and other financial considerations.*

### Expense Ratios

Mutual funds generally charge a management fee for their services as investment managers. The management fee is called an expense ratio. For example, an expense ratio of 0.50 means that the mutual fund company charges 0.5% for their services. These fees are in addition to the fees paid by you to EVEREST.

Performance figures quoted by mutual fund companies in various publications are after their fees have been deducted.

### Past due Accounts and Termination of Agreement

EVEREST reserves the right to stop work on any account that is more than 60 days overdue. In addition, EVEREST reserves the right to terminate any financial planning engagement where a client has willfully concealed or has refused to provide pertinent information about financial situations when necessary and appropriate, in EVEREST's judgment, to providing proper financial advice. Any unused portion of fees collected in advance will be refunded within 60 days.

## Performance-Based Fees

### Sharing of Capital Gains

Fees are not based on a share of the capital gains or capital appreciation of managed securities.

EVEREST does not use a performance-based fee structure because of the potential conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk to the client.

## **Types of Clients**

### **Description**

EVEREST generally provides investment advice to individuals, banks or thrift institutions, investment companies, pension and profit sharing plans, trusts, estates, or charitable organizations, corporations or business entities.

Client relationships vary in scope and length of service.

### **Account Minimums**

There are no account minimums at this time, but a min annual fee requirement is enforced.

When an account falls below low values, the minimum annual fee of \$7,500 is charged.

EVEREST has the discretion to waive the account minimum. Accounts of less than \$100,000 may be set up when the client and the advisor anticipate the client will add additional funds to the accounts bringing the total to \$100,000 within a reasonable time. Other exceptions will apply to employees of EVEREST and their relatives, or relatives of existing clients.

Clients receiving ongoing asset management services will be assessed a \$3,000 minimum annual fee. Clients with assets below the minimum account size may pay a higher percentage rate on their annual fees than the fees paid by clients with greater assets under management.

## **Methods of Analysis, Investment Strategies and Risk of Loss**

### **Methods of Analysis**

Security analysis methods may include charting, fundamental analysis, technical analysis, and cyclical analysis.

The main sources of information include financial newspapers and magazines, inspections of corporate activities, research materials prepared by others, corporate rating services, timing services, annual reports, prospectuses, filings with the Securities and Exchange Commission, and company press releases.

Other sources of information that EVEREST may use include Morningstar Principia mutual fund information, Morningstar Principia stock information, Advisor Intelligence, and the World Wide Web.

## Investment Strategies

The primary investment strategy used on client accounts is strategic asset allocation utilizing a core and satellite approach. This means that we use passively-managed index and exchange-traded funds as the core investments, and then add actively-managed funds where there are greater opportunities to make a difference. Portfolios are globally diversified to control the risk associated with traditional markets.

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The client may change these objectives at any time. Each client executes an Investment Policy Statement that documents their objectives and their desired investment strategy.

Other strategies may include long-term purchases, short-term purchases, trading, short sales, margin transactions, and option writing (including covered options, uncovered options or spreading strategies).

## Risk of Loss

All investment programs have certain risks that are borne by the investor. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks:

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** When any type of inflation is present, a dollar today will not buy as much as a dollar next year, because purchasing power is eroding at the rate of inflation.
- **Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- **Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy

process, before they can generate a profit. They carry a higher risk of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.

- **Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.
- **Financial Risk:** Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

## **Disciplinary Information**

### **Legal and Disciplinary**

The firm and its employees have not been involved in legal or disciplinary events related to past or present investment clients.

## **Other Financial Industry Activities and Affiliations**

As a fiduciary, Everest Management Corp. has certain legal obligations, including the obligation to act in clients' best interest. Everest Management Corp. maintains a Business Continuity and Succession Plan and seeks to avoid a disruption of service to clients in the event of an unforeseen loss of key personnel, due to disability or death. To that end, Everest Management Corp. has entered into a succession agreement with Buckingham Strategic Wealth, LLC, effective [INSERT DATE]. Everest Management Corp. can provide additional information to any current or prospective client upon request to Ramprasad Satagopan, President and Director at (408) 375 5481 or [ramp@everest-mgmt.com](mailto:ramp@everest-mgmt.com).

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

### **Code of Ethics**

The employees of EVEREST have committed to a Code of Ethics that is available for review by clients and prospective clients upon request. The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

#### Participation or Interest in Client Transactions

EVEREST and its employees may buy or sell securities that are also held by clients. Employees may not trade their own securities ahead of client trades. Employees comply with the provisions of the EVEREST *Compliance Manual*.

#### Personal Trading

The Chief Compliance Officer of EVEREST is Ranga Srinivasan. He/she reviews all employee trades each quarter. His/her trades are reviewed by Ramprasad Satagopan. The personal trading reviews ensure that the personal trading of employees does not affect the markets, and that clients of the firm receive preferential treatment. Since most employee trades are small mutual fund trades or exchange-traded fund trades, the trades do not affect the securities markets.

## Brokerage Practices

#### Selecting Brokerage Firms

EVEREST does not have any affiliation with product sales firms. Specific custodian recommendations are made to Clients based on their need for such services. EVEREST recommends custodians based on the proven integrity and financial responsibility of the firm and the best execution of orders at reasonable commission rates.

EVEREST recommends discount brokerage firms and trust companies (qualified custodians), such as TD Ameritrade Institutional. EVEREST is an advisor with TD Ameritrade Institutional.

EVEREST *DOES NOT* receive fees or commissions from any of these arrangements.

#### Best Execution

EVEREST reviews the execution of trades at each custodian each quarter. The review is documented in the EVEREST *Compliance Manual*. Trading fees charged by the custodians is also reviewed on a quarterly basis. EVEREST does not receive any portion of the trading fees.

#### Order Aggregation

Most trades are mutual funds or exchange-traded funds where trade aggregation does not garner any client benefit.

## Review of Accounts

### Periodic Reviews

Account reviews are performed quarterly by advisors Ranga Srinivasan, Director, and Ramprasad Satagopan, Director. Account reviews are performed more frequently when market conditions dictate.

### Review Triggers

Other conditions that may trigger a review are changes in the tax laws, new investment information, and changes in a client's own situation.

### Regular Reports

Account reviewers are members of the firm's Investment Committee. They are instructed to consider the client's current security positions and the likelihood that the performance of each security will contribute to the investment objectives of the client.

Clients receive periodic communications on at least an annual basis. *Advisory Service Agreement* clients, *Investment Management* clients, and *Retainer Agreement* clients receive written quarterly updates. The written updates may include a portfolio statement, and a summary of objectives and progress towards meeting those objectives.

## Client Referrals and Other Compensation

### Incoming Referrals

EVEREST has been fortunate to receive many client referrals over the years. The referrals came from current clients, estate planning attorneys, accountants, employees, personal friends of employees and other similar sources. The firm does not compensate referring parties for these referrals.

### Referrals Out

EVEREST does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

### Other Compensation

EVEREST does not receive any other form of compensation

## Custody

### SEC "Custody"

From time to time, EVEREST may be considered to have custody of certain types of accounts, such as when an employee acts as a trustee of an unrelated trust and the firm acts as the investment adviser to that trust. When

the firm has such custody, an annual surprise audit of those custodied accounts is performed by an independent CPA firm in compliance with SEC requirements.

#### Account Statements

All assets are held at qualified custodians, which means the custodians provide account statements directly to clients at their address of record at least quarterly.

#### Performance Reports

Clients are urged to compare the account statements received directly from their custodians to the performance report statements provided by EVEREST.

## Investment Discretion

#### Discretionary Authority for Trading

EVEREST accepts discretionary authority to manage securities accounts on behalf of clients. EVEREST has the authority to determine, without obtaining specific client consent, the securities to be bought or sold, and the amount of the securities to be bought or sold. However, EVEREST consults with the client prior to each trade to obtain concurrence if a blanket trading authorization has not been given.

The client approves the custodian to be used and the commission rates paid to the custodian. EVEREST does not receive any portion of the transaction fees or commissions paid by the client to the custodian on certain trades.

Discretionary trading authority facilitates placing trades in your accounts on your behalf so that we may promptly implement the investment policy that you have approved in writing.

#### Limited Power of Attorney

A limited power of attorney is a trading authorization for this purpose. You sign a limited power of attorney so that we may execute the trades that you have approved.

## Voting Client Securities

#### Proxy Votes

EVEREST does not vote proxies on securities. Clients are expected to vote their own proxies.

When assistance on voting proxies is requested, EVEREST will provide recommendations to the Client. If a conflict of interest exists, it will be disclosed to the Client.



## **Financial Information**

### **Financial Condition**

EVEREST does not have any financial impairment that will preclude the firm from meeting contractual commitments to clients.

A balance sheet is not required to be provided because EVEREST does not serve as a custodian for client funds or securities, and does not require prepayment of fees of more than \$600 per client, and six months or more in advance.

## **Business Continuity Plan**

### **General**

EVEREST has a Business Continuity Plan in place that provides detailed steps to mitigate and recover from the loss of office space, communications, services or key people.

### **Disasters**

The Business Continuity Plan covers natural disasters such as snow storms, hurricanes, tornados, and flooding. The Plan covers man-made disasters such as loss of electrical power, loss of water pressure, fire, bomb threat, nuclear emergency, chemical event, biological event, T-1 communications line outage, Internet outage, railway accident and aircraft accident. Electronic files are backed up daily and archived offsite.

### **Alternate Offices**

Alternate offices are identified to support ongoing operations in the event the main office is unavailable. It is our intention to contact all clients within five days of a disaster that dictates moving our office to an alternate location.

### **Loss of Key Personnel**

EVEREST has NOT signed a Business Continuation Agreement with any other financial advisory firm to support EVEREST in the event of Ranga Srinivasan or Ramprasad Satagopans serious disability or death.

## **Information Security Program**

### **Information Security**

EVEREST maintains an information security program to reduce the risk that your personal and confidential information may be breached.

## Privacy Notice

EVEREST is committed to maintaining the confidentiality, integrity and security of the personal information that is entrusted to us.

The categories of nonpublic information that we collect from you may include information about your personal finances, information about your health to the extent that it is needed for the financial planning process, information about transactions between you and third parties, and information from consumer reporting agencies, e.g., credit reports. We use this information to help you meet your personal financial goals.

With your permission, we disclose limited information to attorneys, accountants, and mortgage lenders with whom you have established a relationship. You may opt out from our sharing information with these nonaffiliated third parties by notifying us at any time by telephone, mail, fax, email, or in person. With your permission, we share a limited amount of information about you with your brokerage firm in order to execute securities transactions on your behalf.

We maintain a secure office to ensure that your information is not placed at unreasonable risk. We employ a firewall barrier, secure data encryption techniques and authentication procedures in our computer environment.

We do not provide your personal information to mailing list vendors or solicitors. We require strict confidentiality in our agreements with unaffiliated third parties that require access to your personal information, including financial service companies, consultants, and auditors. Federal and state securities regulators may review our Company records and your personal records as permitted by law.

Personally identifiable information about you will be maintained while you are a client, and for the required period thereafter that records are required to be maintained by federal and state securities laws. After that time, information may be destroyed.

We will notify you in advance if our privacy policy is expected to change. We are required by law to deliver this *Privacy Notice* to you annually, in writing.

## **Brochure Supplement (Part 2B of Form ADV)**

### Education and Business Standards

EVEREST requires that advisors in its employ have a bachelor's degree and further coursework demonstrating knowledge of financial planning.

Ranga Srinivasan

#### Educational Background:

- Year of birth: 1967
- Degree: Master of Science, University of Cincinnati
  - Major: Computer Engineering
  - Dates: 8/1990 – 7/1992
- Degree: Bachelor of Technology, Indian Institute of Technology, Madras, India
  - Major: Electrical Engineering
  - Dates: 8/1986 – 7/1990

Business Experience:

11/2006 to Present, Everest Management Corp., Los Gatos, CA,  
Director and Chief Compliance Officer

1992 to 2019 - Various Companies - Marketing, Business Development

Disciplinary Information: None

Other Business Activities: None

Additional Compensation: None

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None

Ramprasad Satagopan

Educational Background:

- Year of Birth : 1968:
- Degree: Master of Science, University of Cincinnati
  - o Major: Computer Engineering
  - o Dates: 1991
- Degree: Bachelor of Technology, University of Roorkee, India
  - o Major: Electrical Engineering
  - o Dates: 1989

Business Experience:

11/2006 to Present, Everest Management Corp., Los Gatos, CA, Director

1991 to 2019 - Various Companies - Design Engineering , Customer Support

Disciplinary Information: (if applicable)

Other Business Activities: None

Additional Compensation: None

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None