

# Quint Investments and Insurance Firm Brochure - Form ADV Part 2A

*This brochure provides information about the qualifications and business practices of Quint Investments and Insurance. If you have any questions about the contents of this brochure, please contact us at 845-345-3628 or by email at: [wquint@quintii.com](mailto:wquint@quintii.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.*

*Additional information about Quint Investments and Insurance is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Quint Investments and Insurance's CRD number is: 168463.*

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*Registration does not imply a certain level of skill or training.*

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## **Item 2: Material Changes**

The material changes in this brochure from the last annual updating amendment of Quint Investments and Insurance on 03/11/2021. Material changes relate to Quint Investments and Insurance's policies, practices or conflicts of interests only.

- Quint Wealth Management, Inc. conducts business as Quint Investments and Insurance. (cover page).
- Quint Investments and Insurance updated Fees and Compensation (Item 5).  
Quint Investments and Insurance updated Other Financial Industry Activities and Affiliations (Item 10).
- Quint Investments and Insurance has updated their Primary Office Address (Front Page).

## Item 3: Table of Contents

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## Item 4: Advisory Business

### A. Description of the Advisory Firm

Quint Investments and Insurance (hereinafter “QII”) is a corporation organized in the State of New York. The firm was formed in July 2013, and the principal owner is Wayne R. Quint.

### B. Types of Advisory Services

QII offers the following services to advisory clients:

#### *Portfolio Management Services*

QII offers ongoing portfolio management services based on the individual goals, objectives, time horizon, and risk tolerance of each client. QII creates an Investment Policy Statement for each client, which outlines the client’s current situation (income, tax levels, and risk tolerance levels).

Portfolio management services include, but are not limited to, the following:

- Investment strategy
- Asset allocation
- Risk tolerance
- Personal investment policy
- Asset selection
- Regular portfolio monitoring

QII evaluates the current investments of each client with respect to their risk tolerance levels and time horizon. QII will request discretionary authority from clients in order to select securities and execute transactions without permission from the client prior to each transaction. Risk tolerance levels are documented in the Investment Policy Statement, which is given to each client.

QII seeks to provide that investment decisions are made in accordance with the fiduciary duties owed to its accounts and without consideration of QII’s economic, investment or other financial interests. To meet its fiduciary obligations, QII attempts to avoid, among other things, investment or trading practices that systematically advantage or disadvantage certain client portfolios, and, accordingly, QII’s policy is to seek fair and equitable allocation of investment opportunities/transactions among its clients to avoid favoring one client over another over time. It is QII’s policy to allocate investment opportunities and transactions it identifies as being appropriate and prudent that might have a limited supply, among its clients on a fair and equitable basis over time. QII uses Investment POD, LLC (CRD#164844) as subadvisor on certain accounts.

## ***Financial Planning***

Financial plans and financial planning may include but are not limited to: investment planning; life insurance; tax concerns; retirement planning; college planning; and debt/credit planning.

## ***Services Limited to Specific Types of Investments***

QII generally limits its investment advice to mutual funds, ETFs (including ETFs in the gold and precious metal sectors), and insurance products including annuities, but QII primarily recommends ETFs and mutual funds to its clients. QII may use other securities as well to help diversify a portfolio when applicable.

## **C. Client Tailored Services and Client Imposed Restrictions**

QII offers the same suite of services to all of its clients. However, specific client investment strategies and their implementation are dependent upon the client Investment Policy Statement which outlines each client's current situation (income, tax levels, and risk tolerance levels). Clients may not impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs.

## **D. Wrap Fee Programs**

A wrap fee program is an investment program where the investor pays one stated fee that includes management fees, transaction costs, fund expenses, and any other administrative fees. QII does not participate in any wrap fee programs.

## **E. Assets Under Management**

QII has the following assets under management:

| Discretionary Amounts: | Non-discretionary Amounts: | Date Calculated: |
|------------------------|----------------------------|------------------|
| \$30,606,854           | \$3,040,348                | March 2021       |

## Item 5: Fees and Compensation

### A. Fee Schedule

#### *Portfolio Management Services Fees*

| Total Assets Under Management | Annual Fee |
|-------------------------------|------------|
| Up to \$250,000               | 1.40%      |
| \$250,001 to \$500,000        | 1.25%      |
| \$500,001 to \$1,000,000      | 1.10%      |
| \$1,000,001 to \$2,000,000    | 0.90%      |
| Above \$2,000,000             | Negotiable |

These fees are generally negotiable and the final fee schedule is attached as Exhibit II of the Investment Advisory Contract.

QII uses an average of the daily balance in the client's account throughout the billing period, after taking into account deposits and withdrawals, for purposes of determining the market value of the assets upon which the advisory fee is based.

#### *Financial Planning Fees*

##### **Fixed Fees**

The rate for creating client financial plans is between \$350 and \$1500. The fees are negotiable and the final fee schedule will be attached as Exhibit II of the Financial Planning Agreement. Fees are paid entirely in advance, but never more than six months in advance.

##### **Hourly Fees**

The hourly fee for these services is between \$85 and \$150. The fees are negotiable and the final fee schedule will be attached as Exhibit II of the Financial Planning Agreement. A deposit of up to \$500 is paid in advance, but never more than six months in advance, with the remainder due upon presentation of the plan.

#### *Termination of Agreement*

Clients may terminate the agreement without penalty, for full refund of QII's fees, within five business days of signing the Investment Advisory Contract. Thereafter, clients may terminate the Investment Advisory Contract generally with thirty days' written notice.

## **B. Payment of Fees**

### ***Payment of Portfolio Management Fees***

Portfolio management fees are withdrawn directly from the client's accounts with client's written authorization. Fees are paid quarterly.

### ***Payment of Financial Planning Fees***

Fixed or Hourly Financial Planning fees are paid via check.

## **C. Clients Are Responsible For Third Party Fees**

Clients are responsible for the payment of all third party fees (i.e. custodian fees, brokerage fees, mutual fund fees, transaction fees, etc.). Those fees are separate and distinct from the fees and expenses charged by QII. Please see Item 12 of this brochure regarding broker/custodian.

## **D. Prepayment of Fees**

QII collects its advisory fees in arrears. It collects its financial planning fees in advance.

- Fixed financial planning fees that are collected in advance will be refunded based on the prorated amount of work completed at the point of termination.
- For hourly financial planning fees that are collected in advance, the fee refunded will be the balance of the fees collected in advance minus the hourly rate times the number of hours of work that has been completed up to and including the day of termination.

Refunds for fees paid in advance will be returned within fourteen days to the client via check.

## **E. Outside Compensation For the Sale of Securities to Clients**

Neither QII nor its supervised persons accept any compensation for the sale of securities or other investment products, including asset-based sales charges or service fees from the sale of mutual funds.

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

QII does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

## Item 7: Types of Clients

QII generally provides advisory services to the following types of clients:

- ❖ Individuals
- ❖ Pension and Profit Sharing Plans

### *Minimum Account Size*

There is no account minimum.

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

### A. Methods of Analysis and Investment Strategies

#### *Methods of Analysis*

QII's methods of analysis include fundamental analysis, technical analysis.

Fundamental analysis involves the analysis of financial statements, the general financial health of companies, and/or the analysis of management or competitive advantages.

Technical analysis involves the analysis of past market data; primarily price and volume.

#### *Investment Strategies*

QII uses long term trading.

**Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

### B. Material Risks Involved

#### *Methods of Analysis*

**Fundamental analysis** concentrates on factors that determine a company's value and expected future earnings. This strategy would normally encourage equity purchases in stocks that are undervalued or priced below their perceived value. The risk assumed is that the market will fail to reach expectations of perceived value.

**Technical analysis** attempts to predict a future stock price or direction based on market trends. The assumption is that the market follows discernible patterns and if these patterns can be identified then a prediction can be made. The risk is that markets do not always follow patterns and relying solely on this method may not work long term.

## ***Investment Strategies***

**Long term trading** is designed to capture market rates of both return and risk. Due to its nature, the long-term investment strategy can expose clients to various types of risk that will typically surface at various intervals during the time the client owns the investments. These risks include but are not limited to inflation (purchasing power) risk, interest rate risk, economic risk, market risk, and political/regulatory risk.

**Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

### **C. Risks of Specific Securities Utilized**

Clients should be aware that there is a material risk of loss using any investment strategy. The investment types listed below are not guaranteed or insured by the FDIC or any other government agency.

**Mutual Funds:** Investing in mutual funds carries the risk of capital loss and thus you may lose money investing in mutual funds. All mutual funds have costs that lower investment returns. They can be of bond “fixed income” nature (lower risk) or stock “equity” nature (mentioned below).

**Exchange Traded Funds (ETFs):** Investing in ETFs carries the risk of capital loss (sometimes up to a 100% loss in the case of a stock holding bankruptcy). The price of Precious Metal ETFs (e.g., Gold, Silver, or Palladium Bullion backed “electronic shares” not physical metal) may be negatively impacted by several factors, among them (1) large sales by the official sector which own a significant portion of aggregate world holdings in gold and other precious metals, (2) a significant increase in hedging activities by producers of gold or other precious metals, (3) a significant change in the attitude of speculators and investors.

**Past performance is not indicative of future results. Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

## **Item 9: Disciplinary Information**

### **A. Criminal or Civil Actions**

There are no criminal or civil actions to report.

### **B. Administrative Proceedings**

There are no administrative proceedings to report.

### **C. Self-regulatory Organization (SRO) Proceedings**

There are no self-regulatory organization proceedings to report.

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

### **A. Registration as a Broker/Dealer or Broker/Dealer Representative**

Neither QII nor its representatives are registered as, or have pending applications to become, a broker/dealer or a representative of a broker/dealer.

### **B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor**

Neither QII nor its representatives are registered as or have pending applications to become either a Futures Commission Merchant, Commodity Pool Operator, or Commodity Trading Advisor or an associated person of the foregoing entities.

### **C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests**

Wayne Richard Quint is a licensed insurance agent. Insurance products and services are offered and sold through QRM a licensed insurance agency. From time to time, he will offer clients advice or products from this activity. Clients should be aware that these services pay a commission and involve a possible conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. Quint Investments and Insurance always acts in the best interest of the client; including in the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of Quint Investments and Insurance in their capacity as a licensed insurance agent.

Wayne Richard Quint is a NYS approved Insurance Continuing Education Instructor through Harrington Education Center located in Staatsburg, NY. From time to time he will teach CE classes and pre-licensing examination classes for Life, Accident and Health insurance licensure.

Wayne Richard Quint is a Financial Neutral on Collaborative Divorce Cases. He receives fees to collect, review, and analyze family financial data. He will produce scenarios for various proposed settlement plans with “what if” hypotheticals that will project actual cash and tax impact.

Wayne Richard Quint is the owner of 20 Forbus Street LLC.

Timothy James Colson is a licensed insurance agent DBA Tri- State Legacy Group. Insurance products and services are offered and sold through QRM a licensed insurance

agency. From time to time, he will offer clients advice or products from this activity. Clients should be aware that these services pay a commission and involve a possible conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. Quint Investments and Insurance always acts in the best interest of the client; including in the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of Quint Investments and Insurance in their capacity as a licensed insurance agent.

Daniel Goodwin is a licensed insurance agent. Insurance products and services are offered and sold through QRM a licensed insurance agency. From time to time, he will offer clients advice or products from this activity. Clients should be aware that these services pay a commission and involve a possible conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. Quint Investments and Insurance always acts in the best interest of the client; including in the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of Quint Investments and Insurance in their capacity as a licensed insurance agent.

Daniel Goodwin owns Medicare Resource Group, a licensed insurance agency offering Medicare advantage and Medicare supplement plans.

William Pepe is a licensed insurance agent DBA Pepe Financial Group/ A.C. Pepe Insurance Agency. Insurance products and services are offered and sold through QRM a licensed insurance agency and A.C. Pepe Insurance Agency. From time to time, he will offer clients advice or products from this activity. Clients should be aware that these services pay a commission and involve a possible conflict of interest, as commissionable products can conflict with the fiduciary duties of a registered investment adviser. Quint Investments and Insurance always acts in the best interest of the client; including in the sale of commissionable products to advisory clients. Clients are in no way required to implement the plan through any representative of Quint Investments and Insurance in their capacity as a licensed insurance agent.

Insurance products and services are offered and sold through QII's affiliated entity, Quint Risk Management, Inc. (QRM) a licensed insurance agency, Tr-State Legacy Group, and Pepe Financial Group/ A.C. Pepe Insurance Agency

#### **D. Selection of Other Advisers or Managers and How This Adviser is compensated for Those Selections**

QII uses Investment POD, LLC (CRD#164844) as subadvisor on certain accounts. Clients pay a single fee to QII, rather than paying an additional fee for use of Investment POD, LLC, and thus QII does not consider its use of the subadvisor to be a conflict of interest.

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

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

QII has a written Code of Ethics that covers the following areas: Prohibited Purchases and Sales, Insider Trading, Personal Securities Transactions, Exempted Transactions, Prohibited Activities, Conflicts of Interest, Gifts and Entertainment, Confidentiality, Service on a Board of Directors, Compliance Procedures, Compliance with Laws and Regulations, Procedures and Reporting, Certification of Compliance, Reporting Violations, Compliance Officer Duties, Training and Education, Recordkeeping, Annual Review, and Sanctions. Our Code of Ethics is available free upon request to any client or prospective client.

#### **B. Recommendations Involving Material Financial Interests**

QII does not recommend that clients buy or sell any security in which a related person to QII or QII has a material financial interest.

#### **C. Investing Personal Money in the Same Securities as Clients**

From time to time, representatives of QII may buy or sell securities for themselves that they also recommend to clients. This may provide an opportunity for representatives of QII to buy or sell the same securities before or after recommending the same securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest. QII will always document any transactions that could be construed as conflicts of interest and will never engage in trading that operates to the client's disadvantage when similar securities are being bought or sold.

#### **D. Trading Securities At/Around the Same Time as Clients' Securities**

From time to time, representatives of QII may buy or sell securities for themselves at or around the same time as clients. This may provide an opportunity for representatives of QII to buy or sell securities before or after recommending securities to clients resulting in

representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest; however, QII will never engage in trading that operates to the client's disadvantage when similar securities are being bought or sold.

## **Item 12: Brokerage Practices**

### **A. Factors Used to Select Custodians and/or Broker/Dealers**

Custodians/broker-dealers will be recommended based on QII's duty to seek "best execution," which is the obligation to seek to execute securities transactions for a Client on terms that are the most favorable to the Client under the circumstances. The client will not necessarily pay the lowest commission or commission equivalent, and QII may also consider the market expertise and research access provided by the payment of commissions, including but not limited to access to written research, oral communication with analysts, admittance to research conferences and other resources provided by the brokers to aid in the research efforts of QII. QII will never charge a premium or commission on transactions, beyond the actual cost imposed by the broker-dealer/custodian. The Custodian, Schwab Institutional, a division of Charles Schwab & Co., Inc., CRD # 5393, was chosen based on their relatively low transaction fees and access to mutual funds and ETFs. QII will never charge a premium or commission on transactions, beyond the actual trading or custodial cost imposed by Custodian. QII will require that clients establish brokerage accounts with the Schwab Advisor Services division of Charles Schwab & Co., Inc. (Schwab), a FINRA registered broker-dealer, member SIPC, to maintain custody of clients' assets and to effect trades for their accounts. Although QII may require that clients establish accounts at Schwab, it is the client's decision to custody assets with Schwab. QII is independently owned and operated and not affiliated with Schwab.

#### ***1. Research and Other Soft-Dollar Benefits***

QII receives research, products, or other services from its broker/dealer or another third-party in connection with client securities transactions ("soft dollar benefits"). QII may enter into soft-dollar arrangements within (but not outside of) the safe harbor contained in Section 28(e) of the Securities Exchange Act of 1934, as amended. There can be no assurance that any particular client will benefit from soft dollar research, whether or not the client's transactions paid for it, and QII does not seek to allocate benefits to client accounts proportionate to any soft dollar credits generated by the accounts. QII benefits by not having to produce or pay for the research, products or services, and QII will have an incentive to recommend a broker dealer based on receiving research or services. Clients should be aware that QII's acceptance of soft dollar benefits may result in higher commissions charged to the client.

#### ***2. Brokerage for Client Referrals***

QII receives no referrals from a broker-dealer or third party in exchange for using that broker-dealer or third party.

### ***3. Clients Directing Which Broker/Dealer/Custodian to Use***

QII may permit Clients to direct it to execute transactions through a specified broker-dealer. Clients must refer to their advisory agreements for a complete understanding of how they may be permitted to direct brokerage. If a client directs brokerage, the client will be required to acknowledge in writing that the Client's direction with respect to the use of brokers supersedes any authority granted to QII to select brokers; this direction may result in higher commissions, which may result in a disparity between free and directed accounts; the client may be unable to participate in block trades (unless QII is able to engage in "step outs"); and trades for the client and other directed accounts may be executed after trades for free accounts, which may result in less favorable prices, particularly for illiquid securities or during volatile market conditions. Not all investment advisers allow their clients to direct brokerage.

#### **B. Aggregating (Block) Trading for Multiple Client Accounts**

If QII buys or sells the same securities on behalf of more than one client, it might, but would be under no obligation to, aggregate or bunch, to the extent permitted by applicable law and regulations, the securities to be purchased or sold for multiple Clients in order to seek more favorable prices, lower brokerage commissions or more efficient execution. In such case, QII would place an aggregate order with the broker on behalf of all such clients in order to ensure fairness for all clients; provided, however, that trades would be reviewed periodically to ensure that accounts are not systematically disadvantaged by this policy. QII would determine the appropriate number of shares to place with brokers and will select the appropriate brokers consistent with the Adviser's duty to seek best execution, except for those accounts with specific brokerage direction (if any).

## **Item 13: Reviews of Accounts**

#### **A. Frequency and Nature of Periodic Reviews and Who Makes Those Reviews**

All client portfolio management accounts are reviewed at least quarterly only by Wayne R. Quint, President with regard to clients' respective investment policies and risk tolerance levels.

All financial planning accounts are reviewed upon financial plan creation and plan delivery by Wayne R. Quint, President. There is only one level of review and that is the total review conducted to create the financial plan.

## **B. Factors That Will Trigger a Non-Periodic Review of Client Accounts**

Portfolio management reviews may be triggered by material market, economic or political events, or by changes in client's financial situations (such as retirement, termination of employment, physical move, or inheritance). As there will be no ongoing Financial Planning reviews, QII's services will generally conclude upon delivery of the financial plan.

## **C. Content and Frequency of Regular Reports Provided to Clients**

Each client will receive at least annually a written report that details the client's account including assets held and asset value, which report will come from the custodian. QII does not provide additional written reports, all required reports will be sent by the custodian. Each client will receive the financial plan upon completion.

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

## **A. Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)**

QII does not receive any economic benefit, directly or indirectly from any third party for advice rendered to QII clients.

## **B. Compensation to Non – Advisory Personnel for Client Referrals**

QII does not directly or indirectly compensate any person who is not advisory personnel for client referrals.

# **Item 15: Custody**

QII, with client written authority, has limited custody of client's assets through direct fee deduction of QII's fees only. If the client chooses to be billed directly by Schwab Institutional, a division of Charles Schwab & Co., Inc., CRD # 5393 or the client's chosen custodian, QII would have constructive custody over that account and must have written authorization from the client to do so. Clients will receive all account statements and billing invoices that are required in each jurisdiction, and they should carefully review those statements for accuracy.

# **Item 16: Investment Discretion**

QII provides discretionary and non-discretionary, investment advisory services to clients. The Investment Advisory Contract established with each client outlines the discretionary authority

for trading. Where investment discretion has been granted, QII generally manages the client's account and makes investment decisions without consultation with the client as to what securities to buy or sell, when the securities are to be bought or sold for the account, the total amount of the securities to be bought/sold, the price per share. Discretionary authority is executed by agreement through the custodian account application and the investment advisory contract. The client provides QII discretionary authority via a limited power of attorney in the Investment Advisory Contract and executing limited power of attorney in the contract between the client and the custodian.

## **Item 17: Voting Client Securities (Proxy Voting)**

QII will not ask for, nor accept voting authority for client securities. Clients will receive proxies directly from the issuer of the security or the custodian. Clients should direct all proxy questions to the issuer of the security.

## **Item 18: Financial Information**

### **A. Balance Sheet**

QII neither requires nor solicits prepayment of more than \$1,200 in fees per client, six months or more in advance and therefore does not need to include a balance sheet with this brochure.

### **B. Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients**

Neither QII nor its management has any financial condition that is likely to reasonably impair QII's ability to meet contractual commitments to clients.

### **C. Bankruptcy Petitions in Previous Ten Years**

QII has not been the subject of a bankruptcy petition in the last ten years.