

Item 1 – Cover Page

Part 2A of Form ADV: Firm Brochure

Dated: March 11, 2022



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This Brochure provides information about the qualifications and business practices of Accruent Wealth Advisors. Accruent Wealth Advisors is an assumed business name for Wealth Management Group, Inc. If you have any questions about the contents of this Brochure, please contact us at 336.760.4829 and/or [Bswaim@AccruentAdvisors.com](mailto:Bswaim@AccruentAdvisors.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.

Accruent Wealth Advisors is a SEC registered investment advisory firm located in the State of North Carolina. 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 Accruent Wealth Advisors. also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by a unique identifying number, known as a CRD number. Our firm's CRD number is 113706.

## Item 2 – Material Changes

There have been no material changes since the last ADV Annual Update Amendment of March 4, 2021.

We will ensure that you receive a summary of any material changes to this and subsequent Brochures within 120 days of the close of our business' fiscal year. We may further provide other ongoing disclosure information about material changes within 30 days.

We will further provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

Currently, our Brochure can be requested by contacting Barry J. Swaim, President at 336.760.4829 or at [Bswaim@AccruentAdvisors.com](mailto:Bswaim@AccruentAdvisors.com).

Additional information about Accruent Wealth Advisors is also available via the SEC's web site [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The SEC's web site also provides information about any persons affiliated with Accruent Wealth Advisors, who are registered, or are required to be registered, as investment adviser representatives of Accruent Wealth Advisors.

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## Item 4 – Advisory Business

### Firm Description

The advisory firm Wealth Management Group, Inc. was established in 1999. On January 20, 2019, Wealth Management Group, Inc. filed with the North Carolina Secretary of State an Assumed Business Name Certificate to use the business name Accruent Wealth Advisors. There was no change in control or ownership moving to the assumed business name.

Wealth Management Group also known as Accruent Wealth Advisors (“AWA” or “Advisor”) is a fee-only financial planning firm that specializes in providing personalized, confidential financial planning and investment management to individuals. AWA serves as the trusted guide to help clients identify their personal financial objectives; find solutions to their financial problem areas; design and simplify their cash flow, perform tax planning as well as individual tax preparation, advising on financial risk and investment allocations, retirement planning, insurance, and estate planning. All services are tailored to the client’s unique objectives. AWA does not sell insurance or investment products, nor does it accept commissions as a result of any product recommendations. AWA does not pay referral or finder’s fees, nor does it accept such fees from other firms.

When we provide investment advice to you regarding your retirement plan account or individual retirement account, we are fiduciaries within the meaning of Title I of the Employee Retirement Income Security Act and/or the Internal Revenue Code, as applicable, which are laws governing retirement accounts. The way we make money creates some conflicts with your interests, so we operate under a special rule that requires us to act in your best interest and not put our interest ahead of yours.

### Principal Owners

Barry J. Swaim, CFP® is President and principal shareholder of Wealth Management Group, Inc.

### Types of Advisory Services

Accruent Wealth Advisors provides the following types of services:

1. **Wealth Management Retainer Agreement:** The Wealth Management Retainer Agreement provides holistic/personalized financial planning for a fixed annual fee. The client agrees to an ongoing relationship with AWA as their trusted guide regarding most areas of their life.

The goals and objectives of each client are retrieved and documented.

Recommendations provided are uniquely individual to the client and their current situation. Detailed investment advice and specific recommendations are provided as part of this process. Implementation of the recommendations is always at the discretion of the client.

During the **Initial Year** there are a number of meetings covering from five to ten client-relevant topics (see list below). Usually, each topic is covered in a separate meeting. If requested the number of meetings can be reduced by combining several topics in one longer appointment. Meetings are held face-to-face or via secure computer link and/or telephone lines. Business development and/or education

funding may also be included where appropriate. Implementation services are provided as needed.

- Tax preparation
- Budgeting and cash flow
- Tax planning
- Record-keeping
- Inventory of client assets
- Retirement planning
- Portfolio analysis
- Goal setting
- Develop asset allocation strategies
- Estate planning review
- Investment Selection
- Small business planning
- Insurance analysis
- Education planning
- Analysis of employee benefits

In **Successive Years**, the number of meetings is typically 3-4 appointment topics and will depend on what is appropriate for the client:

- Tax planning & Tax preparation
- Goal setting/review
- Investment review/update
- Rebalancing of assets
- Financial planning and/or any financial services as requested or needed by the client

AWA's investment management services are provided on a discretionary basis. AWA has some legacy clients under a wealth management agreement for non-discretionary authority. For these clients, AWA still obtains the client's prior consent to placing a trade in their account. For clients who have authorized AWA with discretionary authority, AWA will conduct trades in these clients' accounts always within their client's best interest but without first obtaining their consent.

## 2. Other Financial Planning Services:

- a. Financial Tune Up: A Financial Tune Up consists of a two-hour review of up to three financial planning questions selected in advance by the client. No follow-up services are provided with the Financial Tune Up.
- b. Tax Preparation: Tax preparation work is included in the Full Retainer Agreement. It is also available on a selective basis as a standalone project.

Tax preparation work performed outside any other agreement has a minimum fee of \$250. Eligible federal and applicable state returns are filed electronically without any additional fee.

- c. Custom Project: A custom built project based on the needs and wishes of the client. Typically designed to cover one specific issue or topic.

- 3. Investment Management Only: Available for clients looking solely for ongoing, discretionary investment management including investment selection, trading, monitoring, and reporting. This service does **not** provide for any other services such as financial advice, tax preparation, or regular face-to-face meetings.

After consultation with us, clients may impose restrictions on investing in certain securities or types of securities. All restrictions must be in writing.

Assets are invested primarily in no-load mutual funds and exchange-traded funds, through a discount broker. 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.

### **Amount of Assets Under Management**

As of December 31, 2021, Accruent Wealth Advisors had \$32,624,179 in assets under management on a discretionary basis and \$109,511,415 in assets under management on a non-discretionary basis.

## **Item 5 – Fees and Compensation**

### **Fee Billing**

The specific manner in which fees are charged by Accruent Wealth Advisors is established in a client's written agreement with AWA. Fees are calculated annually and payable quarterly, in advance. AWA fees are predicated upon the life situation of the client. AWA may at the client's option, directly debit fees from client investment accounts where client has given advisor specific authorization.

### **Past Due Accounts and Termination of Agreement**

AWA reserves the right to stop work on any account that is more than 30 days overdue. In addition, AWA 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 AWA's judgment, to providing proper financial and tax advice.

AWA is a fee-only financial advisory firm and does not sell investment or insurance products. All fees are generally non-negotiable and are paid as described above, directly by the client. Either the client or AWA may terminate an engagement at any time, without penalty, upon written notice. Upon termination of any agreement, any prepaid, unearned fees will be promptly refunded, and any earned, unpaid fees will be due and payable.

## Fees

Fees are calculated on a number of factors, primarily: income, net worth and the complexity of the client's situation.

### **Wealth Management Retainer Agreement**

Fee range of the WM Retainer: \$6,900 - \$50,000

*Add-ons, credits, and miscellaneous adjustments:* A charge of \$250 is assessed for each amended tax return prepared, if applicable. A charge of \$150 per return is assessed for additional tax returns prepared for dependents of the Client. Credits and miscellaneous adjustments may be applied, as deemed appropriate, at the discretion on AWA's management.

### **Financial Tune Up**

The cost for a Financial Tune Up is a flat fee between \$950 and \$1,500 depending on the complexity and type of analysis done. Payment is due ½ with the return of the Tune Up agreement and the rest due at the beginning of the Financial Tune Up appointment.

### **Investment Management Only**

Fees for Investment Management Only services are based upon a percentage of the market value of the assets under management using the schedule below. The annual fee shall be prorated and charged quarterly, in advance, based upon the market value of the assets on the last business day of the previous quarter. Fees are subject to a minimum of \$400 per quarter.

<b><u>Portfolio Size</u></b>	<b><u>Annualized Fee</u></b>
First \$1,000,000	.75%
Next \$2,000,000	.60%
Next \$3,000,000	.45%
Next \$4,000,000	.35%
Amount > \$10 million	.20%

AWA believes that the charges and fees offered within its program are competitive with alternative programs available through other firms offering a similar range of services; however, lower fees for comparable services may be available from other sources. A client could invest in mutual funds directly, without the services of AWA. In that case, the client would not receive the services provided by AWA which are designed, among other things, to assist the client in determining which investments are most appropriate to each client's financial condition and objectives, undertake a disciplined approach to portfolio rebalancing while taking into account the tax ramifications of same, and to avoid ad hoc emotional reactions to shorter-term market events. Also, some of the

funds used by the firm may not be available to the client directly without the use of an investment adviser granted access to such funds.

### **Other fees**

Clients may incur certain charges imposed by custodians, brokers, third party investment and other third parties such as fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, 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, which are disclosed in a fund's prospectus. Such charges, fees and commissions are exclusive of and in addition to AWA's fee, and AWA does not receive any portion of these commissions, fees, and costs.

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

Accruent Wealth Advisors does not charge any performance-based fees (i.e. fees based on a share of capital gains on or capital appreciation of the assets of a client).

### **Item 7 – Types of Clients**

Accruent Wealth Advisors provides financial planning services to individuals and families. We enjoy working with people from all different walks of life. As such, we maintain no minimum net-worth or asset requirements. As discussed above, a client's chosen advisory agreement and fee will be based on their individual circumstances. Fees for Wealth Management Retainer clients are subject to a minimum of \$1,725 per quarter. Fees for Investment Management Only clients are subject to a minimum of \$400 per quarter.

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

#### **Methods of Analysis**

In determining investment recommendations, AWA will utilize public information obtained from TD Ameritrade research services, financial subscription magazines, fund performance reporting software (Morningstar) as well as other public research services. Moreover, AWA approaches investment portfolio analysis and implementation based on internal factors such as your tax situation, overall risk tolerance, current financial situation, and your personal goals and aspirations. After identifying these items, your portfolio will be structured around your individual needs, while attempting to minimize negative effects of external factors, such as interest rates, market performance, and the economy as a whole.

#### **Investment Strategies**

In general, Accruent Wealth Advisors recommends mostly no-load mutual funds (i.e. funds that have no upfront or backend sales fees), ETF's (Exchange Traded Funds), U S Government, Municipal and Corporate bonds, money market accounts, and certificates of deposit. However, in the course of providing investment advice, AWA may address issues related to other types of assets that clients may already own. Any other products that may be deemed appropriate for you will be discussed, based upon your goals, needs and objectives. For a portion of a client's portfolio some holdings will be for long term growth of wealth accumulation, and some for short term cash flow and spending needs.



## Risk of Loss

Investing in securities involves risk of loss that clients should be prepared to bear. The inherent risks associated with any investment recommended by AWA will be thoroughly reviewed and discussed based on the client's goals, needs, and objectives at the forefront. This will help ensure the client fully understands his/her investments and that he/she is properly prepared to bear any associated risks.

Investors face the following investments risks:

**Interest-rate Risk:** The risk that investment returns will be affected by changes in the level of interest rates. When interest rates increase, the prices and values of bonds decrease. When interest rates decrease, the prices and values of bonds increase.

**Market Risk:** The risk that investment returns will be affected by changes in the overall level of the stock market. When the stock market as a whole increases or decreases; virtually all stocks are affected to some degree.

**Reinvestment Rate Risk:** The risk incurred when an investment's income is reinvested at a lower rate than the rate that existed at the time the original investment was made. This risk is most prevalent when interest rates fall.

**Purchasing Power Risk** (Inflation Risk): The risk that inflation will affect the return of an investment in real dollars. In other words, the amount of goods that one dollar will purchase decreases with time. Investments that have low returns, such as savings accounts, are not likely to keep up with inflation. Investments with fixed returns, such as bonds, will decrease in value because their purchasing value will decrease with inflation.

**Business Risk:** The risk associated with a particular industry or firm. These are factors that affect the industry or firm, but do not affect the whole market. They include government regulations, management competency, or local or regional economic factors.

**Financial Risk:** The risk associated with the mix of debt and equity used to finance a firm. The greater the financial leverage, the greater the financial risk.

**Currency Risk** (Exchange Rate Risk): The risk that a change in the value of a foreign currency relative to the U.S. dollar will negatively affect a U.S. investor's return.

**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.

In general, cash equivalents provide liquidity with minimum income, and a return of principal with no capital appreciation. Cash equivalents are, however, subject to purchasing power risk.

Fixed income investments provide current income. Usually, the longer the maturity of the security, the higher the income it will generate. Also, with longer maturities, fixed income investments will have greater price volatility and greater opportunity for capital gains or capital losses. Fixed income investments are subject to interest rate risk, reinvestment rate risk, and purchasing power risk. In addition, foreign bonds would be subject to currency rate risk and junk bonds would be subject to business risk and financial risk.

The return of principal for bond funds and funds with significant underlying bond holdings is not guaranteed. Mutual fund shares are subject to the same interest rate,

inflation and credit risks associated with the underlying bond holdings. Lower rated bonds are subject to greater fluctuations in value and risk of loss of income and principal than higher rated bonds.

Equity investments are subject to greater volatility, thus providing a greater opportunity for capital gains, and a greater opportunity for capital losses. Equity investments offer little or no current income. Equity investments are subject to market risk and interest rate risk, while providing an opportunity to protect against purchasing power risk. Also, stock mutual funds, rather than individual equities, may limit the exposure to business risk and financial risk.

Investing outside the United States involves additional risks, such as currency fluctuations, periods of illiquidity and price volatility. These risks may be heightened in connection with investments in developing countries. Small-company stocks entail additional risks, and they can fluctuate in price more than larger company stocks.

Investments are not FDIC-insured, nor are they deposits of or guaranteed by a bank or any other entity, so they may lose value.

## **Item 9 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of Accrue Wealth Advisors or the integrity of AWA's management. Accrue Wealth Advisors has no information to disclose applicable to this Item.

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

AWA advisors are members of the Alliance of Comprehensive Planners (ACP). This non-profit, member-owned organization provides training and support through an alliance of fee-only comprehensive financial advisors. As a member of ACP, AWA advisors have the right to use proprietary products and systems designed by ACP. ACP provides ongoing training during conferences and services produced by collaborative efforts of the fee-only financial advisor members.

AWA advisors are also members of the National Association Financial Advisors (NAFPA), which requires that their members are fee-only, and obtain a minimum of 60 continuing education credits every two years.

As a convenience to its clients, Accrue Wealth Advisors has a custodial relationship as listed financial advisors with TD Ameritrade Institutional, Division of TD Ameritrade, Inc. Member FINRA/SIPC/NFA. Clients may use any brokerage firm they prefer. AWA may suggest that clients consider brokerage accounts at listed custodians so that AWA advisors may better supervise client accounts through the use of online viewing access, electronic trade confirmations, and limited power of attorney.

## **Item 11 – Code of Ethics**

### **Code of Ethics**

The employees of Accrue Wealth Advisors have committed to a Code of Ethics that is available for review by clients and prospective clients upon request. Incorporated into our code of ethics are the standards set by the Certified Financial Planning Board, the

Fiduciary Oath promulgated by NAPFA, and the ACP Pledge to Clients which forms the foundation of AWA ethics.

In concise terms Accruent Wealth Advisors members shall always:

- Act as a fiduciary, act in the best interest of each and every client
- Act with integrity and dignity when dealing with clients, prospects, & others
- Strive to maintain and continually enhance our high degree of professional education regarding all aspects of personal financial planning; and
- Seek at all times to preserve our firm's independence and to maintain our complete objectivity with respect to our planning services and each recommendation made to our clients.

### **Participation or Interest in Client Transactions**

Accruent Wealth Advisors and its employees may buy or sell securities that are also held by clients. It does not currently participate in securities in which it has a material financial interest. Employees may not trade their own securities ahead of client trades. Employees comply with the provisions of the Accruent Wealth Advisors *Compliance Manual*.

### **Personal Trading**

The Chief Compliance Officer of Accruent Wealth Advisors is Barry J. Swaim. He reviews all employee trades regularly. The personal trading reviews ensure that personnel's trading does not affect the markets, and that clients of the firm receive preferential treatment. Since most employee trades are small mutual fund trades, the trades do not affect the securities markets.

Accruent Wealth Advisors further prohibits the use of material non-public information and protects the confidentiality of the client information. We require that all individuals must act in accordance with all applicable Federal and State regulations governing registered investment advisory practices. Any individual not in observance of the above may be subject to disciplinary action.

## **Item 12 – Brokerage Practices**

### **Selecting Brokerage Firms**

Accruent Wealth Advisors does not have any affiliation with product sales firms. Specific custodian recommendations are made to clients based on their need for such services. AWA recommends custodians based on the proven integrity and financial responsibility of the firm and the best execution of orders at reasonable commission rates, but never requires its clients to utilize any given custodian/broker-dealer.

Accruent Wealth Advisors recommends discount brokerage firms and trust companies (qualified custodians), such as TD Ameritrade or Vanguard. Accruent Wealth Advisors has a custodial relationship with TD Ameritrade Institutional and Shareholders Service Group. Advisor is not affiliated with these brokerage firms. These Brokerage firms do not supervise the advisor, its agents, or activities.

Accruent Wealth Advisors *DOES NOT* receive fees or commissions from any of these arrangements.

### Best Execution

In recommending a broker dealer for specific trades, AWA will generally seek “best execution”. Factors considered include, but are not limited to, the broker-dealer’s facilities, costs, reliability and financial responsibility, the ability of the broker-dealer to effect transactions, and the research and related brokerage services provided to you and/or AWA.

### Soft Dollars

AWA receives support services and/or products from TD Ameritrade Institutional, Shareholders Service Group (or another broker-dealer/custodian) without cost (and/or at a discount), certain of which assists AWA to better monitor and serve client accounts maintained at such institutions. Included within the support services that are obtained by AWA may be investment-related research, pricing information and market data, software and other technology that provide access to client account data, compliance and/or practice management-related publications, discounted or gratis consulting services, discounted and/or gratis attendance at conferences, meetings, and other educational and/or social events, marketing support, computer hardware and/or software and/or other products used by AWA in furtherance of its investment supervisory business operations.

As indicated above, certain of the support services and/or products that are received may assist AWA in managing and administering client accounts. Others do not directly provide such assistance, but rather assist AWA to manage and further develop its business enterprise. However, AWA does not pay for the services, research or products provided by the selected broker-dealer and therefore, may have an incentive to select a broker-dealer based on those interests rather than those of the client.

AWA’s clients do not pay more for investment transactions effected and/or assets maintained at TD Ameritrade Institutional or Shareholders Service Group as a result of this arrangement. There is no corresponding commitment made by AWA to TD Ameritrade Institutional, Shareholders Service Group, or any other entity to invest any specific amount or percentage of client assets in any specific mutual funds, securities or other investment products as a result of the above arrangement. However, AWA does receive a benefit from the services received because no payment is made for the research, products, or services. AWA may have an incentive to select or recommend a broker-dealer based on receiving the research or other products or services, rather than on the clients’ interest in receiving most favorable execution.

### Order Aggregation

Whenever possible, AWA will aggregate trades to minimize trade costs to clients. This occurs **very infrequently**, and most trades are placed on an individual basis with minimal, if any trading fees.

## **Item 13 – Review of Accounts**

### **Periodic Reviews and Triggers**

Account reviews are typically performed annually, at the request of the client, by AWA advisors, in conjunction with the relevant client meeting. Account reviews may be performed more frequently when client situations dictate.

### **Regular Reports**

Accruent Wealth Advisors make written and verbal recommendations during client appointments summarizing the topics discussed, recommendations presented and outcome where appropriate.

If you, as a client, have any brokerage accounts, including those at TD Ameritrade Institutional, you will receive monthly or quarterly statements from your custodians, either in paper or electronic form pertaining to your account(s).

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

Accruent Wealth Advisors does accept referrals. The referrals come from current clients, employees, personal friends and other similar sources. The firm does not compensate referring parties for these referrals, nor does it accept such fees from other firms or individuals.

## **Item 15 – Custody**

Clients should receive at least quarterly statements from the broker dealer, bank or other qualified custodian that holds and maintains client's investment assets. AWA urges you to carefully review such statements and compare such official custodial records to any statements or reports that we may provide to you. Our reports may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities. If you are not receiving at least quarterly custodial account statements, please contact us at the number on the cover page of this brochure. Advisor is not affiliated with any custodians. The custodians do not supervise the advisor, its agents, or activities.

AWA is deemed to have "constructive" custody of client assets because it has the authority to deduct management fees directly from client accounts and have them paid to the firm. Because the Firm directly debits its fees from clients' accounts AWA's policy is to follow the SEC's Custody Rule safeguards needed to avoid the annual surprise audit requirement for an adviser with custody. The safeguards are as follows:

1. ALL CLIENT ACCOUNTS ARE MAINTAINED WITH A QUALIFIED CUSTODIAN
2. ACCOUNT STATEMENTS ARE DELIVERED FROM THE QUALIFIED CUSTODIAN. The client will receive no less than on a quarterly basis, statements of the account including the holdings and any withdrawals and deposits made to the account
3. NOTIFICATION OF INFORMATION CHANGE. Upon opening an account with a qualified custodian, AWA will notify the client or investor in writing of the qualified custodian's name, address, and manner that the funds or securities are maintained. If this information changes, notification will be provided to clients; and

4. **QUARTERLY STATEMENTS.** AWA has reasonable belief that the client's qualified custodian is sending account statements at least quarterly to the client and that the account statements identify the amount of funds and of each security in the account at the end of each quarter. Statements also set forth all transactions in the account during the quarter.

The Firm may have constructive custody of assets to the extent it uses Standing Letters of Authorizations ("SLOAs"). The Firm satisfies the requirements set forth in the SEC No-Action Letter of February 21, 2017 to avoid the surprise annual audit requirements otherwise required of an adviser with custody.

## **Item 16 – Investment Discretion**

### **Authority for Trading**

When performing investment management services, AWA receives discretionary authority from the client to select the identity and amount of securities to be bought or sold. Prior to assuming discretionary authority over a client's account, the client shall be required to execute an agreement, granting AWA authority to buy, sell, or otherwise effect investment transactions. In addition, any investment discretion is obtained in writing through a limited power of attorney signed by the client as part of their application with the custodian. In all cases, however, such discretion is to be exercised in a manner consistent with the stated investment objectives for the particular client account.

Clients who engage AWA on a discretionary basis may, at any time, impose restrictions, in writing, on AWA's discretionary authority (i.e. limit the types/amounts of particular securities purchase for their account, exclude the ability to purchase securities with an inverse relationship to the market, limit or proscribe AWA's use of margin, etc.).

AWA has some legacy clients under a wealth management agreement for non-discretionary authority. For these clients, AWA still obtains the client's prior consent to placing a trade in their account. For clients who have authorized AWA with discretionary authority, AWA will conduct trades in these clients' accounts always within their client's best interest but without first obtaining their consent.

### **Limited Power of Attorney**

A limited power of attorney is a trading authorization. Clients often sign a limited power of attorney so that we can execute the trades that the client has approved.

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

As a matter of firm policy and practice, Accruent Wealth Advisors does not have any authority to and does not vote proxies on behalf of advisory clients. Clients retain the responsibility for receiving and voting proxies for any and all securities maintained in client portfolios. AWA does not provide advice to clients regarding the clients' voting of proxies.

## **Item 18 – Financial Information**

Accruent Wealth Advisors does not require the prepayment of more than \$1200 in fees per client, six months or more in advance. AWA accepts limited forms of discretion over clients' accounts, as described in Item 16 of this brochure. Registered investment advisers

are required in this Item to provide you with certain financial information or disclosures about AWA's financial condition. AWA has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients and has not been the subject of a bankruptcy proceeding.

Part 2B of Form ADV: Brochure Supplement

Dated: March 11, 2022

Barry J. Swaim, CFP®



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This Brochure supplement provides information about Barry J. Swaim that supplements the Accruent Wealth Advisors Brochure. You should have received a copy of that Brochure. Please contact us at 336.760.4829 and/or [Bswaim@AccruentAdvisors.com](mailto:Bswaim@AccruentAdvisors.com) if you did not receive the Accruent Wealth Advisors Brochure or if you have any questions about the contents of this supplement.

Additional information about Barry J. Swaim is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the "Investment Adviser Search" link and then search for "Individual" using the individual's CRD number 2234204.



Barry J. Swaim, President is the principal advisor of Accruent Wealth Advisors. Additional information regarding Mr. Swaim's education and business background is provided in the Brochure Supplement, Part 2B of Form ADV.

## Education

BA, 1983 University of North Carolina at Greensboro

CFP Professional Education Program, 1994 College of Financial Planning, Denver, CO

**The CERTIFIED FINANCIAL PLANNER™**, CFP® and federally registered CFP (with flame design) marks (collectively, the "CFP® marks") are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board").

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- **Education** – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services and attain a bachelor's degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination includes multiple-choice questions, including stand-alone questions and sets of questions associated with short scenarios or more lengthy case histories;
- **Experience** – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- **Ethics** – Agree to be bound by CFP Board's Standards of Professional Conduct, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements to maintain the right to continue to use the CFP® marks:

- **Continuing Education** – Complete 30 hours of continuing education hours every two years, including two hours on the Code of Ethics and other parts of the Standards of Professional Conduct, to maintain competence and keep up with developments in the financial planning field; and
- **Ethics** – Renew an agreement to be bound by the Standards of Professional Conduct. The Standards prominently require that CFP® professionals provide financial planning

services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board's enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

### **Related Work History**

February 1995 to Present: Accruent Wealth Advisors and its predecessors

### **Disciplinary Information**

Registered Investment Advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. There is no information to disclose applicable to this Item.

### **Other Business Activities**

Barry J. Swaim is not actively engaged in any outside investment related business activities and has no relationships which would create a material conflict of interest with clients.

### **Additional Compensation**

Barry J. Swaim does not receive any additional compensation (or other economic benefit) for providing investment advisory services.

### **Supervision**

As Barry J. Swaim is an investment advisory employee of Accruent Wealth Advisors, he is the supervisor. Mr. Swaim can be contacted at 336.760.4829.

Part 2B of Form ADV: Brochure Supplement

Dated: March 11, 2022

David J. Klepeisz, EA, CFP®



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This Brochure supplement provides information about David J. Klepeisz that supplements the Accruent Wealth Advisors Brochure. You should have received a copy of that Brochure. Please contact us at 336.760.4829 and/or [Bswaim@AccruentAdvisors.com](mailto:Bswaim@AccruentAdvisors.com) if you did not receive the Accruent Wealth Advisors. Brochure or if you have any questions about the contents of this supplement.

Additional information about David J. Klepeisz is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the "Investment Adviser Search" link and then search for "Individual" using the individual's CRD number 5609018.

David J. Klepeisz, is an associate advisor of Accruent Wealth Advisors. Additional information regarding Mr. Klepeisz's education and business background is provided in the Brochure Supplement, Part 2B of Form ADV.

## Education

BS, 2014 Virginia Polytechnic and State University

CFP Professional Education Program completed, and certification approved August 2016

**The CERTIFIED FINANCIAL PLANNER™**, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- **Education** – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a bachelor’s degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination includes multiple-choice questions, including stand-alone questions and sets of questions associated with short scenarios or more lengthy case histories;
- **Experience** – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- **Ethics** – Agree to be bound by CFP Board’s Standards of Professional Conduct, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements to maintain the right to continue to use the CFP® marks:

- **Continuing Education** – Complete 30 hours of continuing education hours every two years, including two hours on the Code of Ethics and other parts of the Standards of Professional Conduct, to maintain competence and keep up with developments in the financial planning field; and
- **Ethics** – Renew an agreement to be bound by the Standards of Professional Conduct. The Standards prominently require that CFP® professionals provide financial planning

services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board's enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

David Klepeisz is also an Enrolled Agent, EA with the Internal Revenue Service (IRS).

An Enrolled Agent is a federally authorized tax practitioner who has technical expertise in the field of taxation, and who is empowered by the Department of Treasury to represent tax payers before all administrative levels of the Internal Revenue Service for audits, collections, and appeals.

As authorized by the Department of Treasury's Circular 230 regulations, only Enrolled Agents, attorneys and CPAs may represent taxpayers before the IRS. Enrolled Agents obtain their status by written examination or IRS experience. In 2017 David became an EA by demonstrating competence in tax matters and passing three comprehensive exams covering individual, business, and representation, practice, and procedure aspects of taxation.

### **Related Work History**

July 2015 to Present: Accruent Wealth Advisors

August 2014 to April 2015: Kasch, Levitch and McAleer and Associates

### **Disciplinary Information**

Registered Investment Advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. There is no information to disclose applicable to this Item.

### **Other Business Activities**

David J. Klepeisz is not actively engaged in any outside investment related business activities and has no relationships which would create a material conflict of interest with clients.

### **Additional Compensation**

David J. Klepeisz does not receive any additional compensation (or other economic benefit) for providing investment advisory services.

### **Supervision**

David J. Klepeisz is an investment advisory employee of Accruent Wealth Advisors and is supervised by Barry J. Swaim. Mr. Swaim can be contacted at 336.760.4829.

Part 2B of Form ADV: Brochure Supplement

Dated: March 11, 2022

Nathan Snow, CFP®



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Website: <http://www.AccruentAdvisors.com>

This Brochure supplement provides information about Nathan Snow that supplements the Accruent Wealth Advisors Brochure. You should have received a copy of that Brochure. Please contact us at 336.760.4829 and/or [Bswaim@AccruentAdvisors.com](mailto:bswaim@AccruentAdvisors.com) if you did not receive the Accruent Wealth Advisors. Brochure or if you have any questions about the contents of this supplement.

Additional information about Nathan Snow is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Click on the "Investment Adviser Search" link and then search for "Individual" using the individual's CRD number 6513402.

Nathan Snow, is an associate advisor of Accruent Wealth Advisors. Additional information regarding Mr. Snow's education and business background is provided in the Brochure Supplement, Part 2B of Form ADV.

### **Education**

MA, 2013 Liberty University

BS, 2009 Liberty University

CFP Professional Education Program completed, and certification approved November 2019.

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To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- **Education** – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services and attain a bachelor’s degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination includes multiple-choice questions, including stand-alone questions and sets of questions associated with short scenarios or more lengthy case histories;
- **Experience** – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
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CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board's enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

Nathan Snow is also an Enrolled Agent, EA with the Internal Revenue Service (IRS).

An Enrolled Agent is a federally authorized tax practitioner who has technical expertise in the field of taxation, and who is empowered by the Department of Treasury to represent taxpayers before all administrative levels of the Internal Revenue Service for audits, collections, and appeals.

As authorized by the Department of Treasury's Circular 230 regulations, only Enrolled Agents, attorneys and CPAs may represent taxpayers before the IRS. Enrolled Agents obtain their status by written examination or IRS experience. In 2017 David became an EA by demonstrating competence in tax matters and passing three comprehensive exams covering individual, business, and representation, practice, and procedure aspects of taxation.

### **Related Work History**

April 2017 to Present: Accruent Wealth Advisors

September 2015 to December 2016: Cambridge Investment Research, Inc.

### **Disciplinary Information**

Registered Investment Advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. There is no information to disclose applicable to this Item.

### **Other Business Activities**

In addition to his duties as an investment adviser representative of AWA, Nathan Snow is an Adjunct Instructor at Liberty University in Lynchburg, VA. This activity is not investment related and does not create a material conflict of interest with clients.

### **Additional Compensation**

Nathan Snow does not receive any additional compensation (or other economic benefit) for providing investment advisory services. Mr. Snow does receive compensation for his outside business activity as noted above.

### **Supervision**

Nathan Snow is an investment advisory employee of Accruent Wealth Advisors and is supervised by Barry J. Swaim. Mr. Swaim can be contacted at 336.760.4829.