

*Item 1 - Cover Page*

**PILLAR WEALTH MANAGEMENT CO.**

FORM ADV – PART 2A INFORMATION

March 21, 2022

Pillar Wealth Management Co.  
7633 Ganser Way, Suite 210  
Madison, WI 53719

Phone (608) 833-9100 Fax (608) 833-9140  
[www.pillarwealth.com](http://www.pillarwealth.com)

**This Brochure provides information about the qualifications and business practices of Pillar Wealth Management Co. (“PWM”). If you have any questions about the contents of this Brochure, please contact PWM at (608) 833-9100. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority.**

**Additional information about PWM (CRD No. 118225), including a copy of PWM’s Form ADV Part 1, is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

*PWM is a registered investment adviser. Registration of an investment adviser does not imply any certain level of skill or training.*

***Item 2 - Material Changes To This Brochure Since PWM's Last Annual Update filed March 9, 2021***

The following material change has been incorporated in the brochure since the last annual updating amendment noted above:

- Online Investment Management Services are no longer offered by PWM through Institutional Intelligent Portfolios<sup>™</sup> (IIP) sponsored by Schwab Performance Technologies, Inc. (SPT).

You may request a complete copy of PWM's current Form ADV, Part 2A Brochure at any time by contacting PWM at 608.833.9100.

***Item 3 Table of Contents***

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#### ***Item 4 - Advisory Business***

Pillar Wealth Management Co. ("PWM") has been providing investment advice since January 2002. PWM provides investment management services to a variety of clients. PWM is owned by William J. Meland and Patrick R. Sturm, and does not control any other firm.

The advisory services of PWM are described in detail below.

#### **Investment Management Services**

PWM provides investment management services to clients wishing to have their investments managed continuously on a discretionary basis. PWM is available to provide investment management services to a wide variety of clients including, but not limited to, individuals, trusts, pension and profit-sharing plans, corporations, estates and other entities.

The firm's investment management services begin by PWM assisting each new client in determining the client's investment objectives. PWM then manages each client's investments in a manner consistent with their objectives. PWM also assists the client in establishing a securities account at a brokerage firm designated by the client, then invests and reinvests the client's funds and securities held in the account. PWM's investment advisory representatives ("Representatives") usually recommend clients establish a brokerage account with Charles Schwab & Co., Inc. ("CS&Co"), a broker-dealer and member of SIPC, and most clients typically do so. CS&Co services include acting as custodian for each client's managed securities and other assets, and as processor of the securities transactions placed by PWM portfolio managers.

Besides managing various types of securities for clients, including, but not limited to mutual funds, exchange-traded funds ("ETFs"), common and preferred stocks, corporate bonds, municipal securities and government bonds, a portion of the securities in client accounts may be held in cash or cash equivalents, including money market mutual funds. PWM may also on occasion advise that the client place a portion of their account with an unaffiliated, third-party investment manager (each, a "Third-Party Manager"). PWM uses a due diligence process to evaluate Third-Party Managers that PWM believes are qualified to meet client investment objectives. Clients will enter into agreements with Third-Party Managers directly, in which case clients will grant PWM the authority to retain or terminate the Third-Party Manager on the client's behalf. Each Third-Party Manager has an obligation to provide clients with a copy of its current firm brochure describing, among other items, the Third-Party Manager's investment strategies and techniques, as required by applicable federal or state securities laws. In the event a Third-Party Manager is used for a client's account, in addition to PWM's fees for investment advisory services, described under *Item 5*, below, the client will also be responsible for similar fees charged by the Third-Party Manager on the account assets managed by it.

PWM portfolio managers are inclined to use fundamental analysis when evaluating client securities and making purchases and sales based upon the results of their analysis. A manager may also consider technical market factors before deciding the appropriate action to take in a client's account. Advice given to any client may differ from advice given, or the timing and nature of the action taken, with respect to other client accounts. PWM will make a reasonable effort to follow all investment management restrictions and instructions provided in writing to PWM by a client.

As a general rule, PWM believes investing in capital markets is best suited to those with a long-term time horizon and perspective. Therefore, clients should not expect frequent investment changes in the portfolio. However, as a result of monitoring the account, investment purchases and sales will be made, including asset-class-rebalance-related and tax-related trading.

PWM neither assures nor guarantees the results of PWM's Investment Management Services; thus, losses can occur from following PWM's advice pertaining to any investment or investment approach, including using conservative investment strategies.

### **Assets Under Management**

As of December 31, 2021, PWM had assets of \$150,251,792 under discretionary management and \$0 under non-discretionary management.

### ***Item 5 - Fees and Compensation***

Fees paid to PWM are for PWM advisory services only. The fees do not include, for example, the fees charged by third parties such as Third-Party Managers, or accountants and attorneys assisting with providing the client with accounting and legal advice, or trust company officers and trust company representatives. Commissions on brokerage transactions and other account fees, if any, will also be charged by brokerage firms in accordance with the brokerage firm's normal commission schedule. See *Item 12, Brokerage Practices*. Customary commissions on insurance products are also not included.

Prospective clients should be aware that in addition to PWM's advisory fees, each ETF and each mutual fund in which a client's assets are invested also pays its own advisory fees and other internal expenses which already have been deducted from the fund's reported performance. Depending on the fund, a client may be able to invest directly in the shares issued by the fund with or without incurring any sales or third-party management fees. Account maintenance fees, if any, are also deducted by the custodian for each client's account. In addition, there may be tax effects pertaining to fund share redemptions, and other sales, made by PWM on behalf of clients. Redemptions and sales may be taxable events, which may accelerate the recognition of capital gains, and losses, and frequent redemptions and sales may result in short-term, rather than long-term, capital gains and losses, and short-term trading fees.

### **Investment Management Services Fee**

Fees charged by PWM for investment management services are based upon the value of the account. All fees may be negotiated. Our standard fee schedule is as follows:

<b><u>Value of Account Assets</u></b>	<b><u>Annual Fee</u></b>	<b><u>Three-Month Fee</u></b>
First \$1,000,000	1.50%	.375%
\$1,000,001 - \$2,000,000	1.20%	.300%
\$2,000,001 - \$3,000,000	1.00%	.250%
All Assets Over \$3,000,000	0.80%	.200%

Fees charged by PWM may be negotiated and thus vary from client to client for similar services. Negotiated fees are based upon a number of factors, including but not limited to, the type of account, the size of the account, the projected nature of trading for the account, the number and range of supplemental advisory services, the client-related services to be provided by PWM portfolio managers and in some cases, the fee charged by previous or prospective investment managers.

Fees are billed in advance on a three-month service period basis, at a rate of one-quarter of the annual asset-based fee. Fee calculations are based upon the market value of the account as of the last business day of the prior billing period. For purposes of valuing account assets, the following and other related accounts may be combined and the net fee due from each account apportioned, as agreed to by PWM and the client, among the accounts so combined: separate accounts of an individual; his or her spouse and close relatives of each; their minor children; trusts established on behalf of any of them; and any

corporation, partnership, association or similar organized group in which any of the foregoing hold a controlling interest. Personal accounts of adult children will not be combined with those of their parent(s) unless these accounts are for an adult child that lacks the legal capacity to enter into their own discretionary advisory services agreement with PWM and the parent(s) are trustee(s) on said account(s). The fee for any period which is less than a full quarter is prorated. No adjustment or refund will be made with respect to partial account asset contributions and withdrawals by a client during any fee period, unless agreed to in writing by client and PWM.

The discretionary advisory services agreement between a client and PWM can be terminated by either party with five business days' advance written notice. Pre-paid fees will be refunded in the event the agreement is terminated before fees are earned.

### **Other Compensation**

A number of PWM Representatives are also licensed to offer insurance products. PWM Representatives will receive customary commissions for the sale of such products should a client decide to make purchases through a PWM Representative. Clients are free to purchase such products other than through PWM Representatives. This compensation creates a conflict of interest. All prospective and existing clients are hereby advised that this conflict exists. In addition, PWM Representatives may recommend either no-load or load-waived mutual funds for a client's account. Clients are not charged a front-end load on load-waived mutual funds purchased for their accounts. In all cases, the investments must be suitable. Advisory fees are not reduced by the amount of sales compensation a PWM Representative receives, but PWM Representatives may consider commissions as a factor when determining asset-based fees.

### ***Item 6 - Performance Based Fees and Side-by-Side Management***

PWM does not charge any performance-based fees, which are fees based on a share of capital gains or capital appreciation of client assets. All fees are disclosed above.

### ***Item 7 - Types of Clients/Minimum Account Size***

PWM makes advisory services available to a wide variety of clients including but not limited to, individuals, trusts, pension and profit-sharing plans, corporations, estates and other entities. While PWM does not charge a minimum fee for advisory services, certain legacy client contracts allow for a minimum fee to be charged.

Disputes involving PWM and a client are subject to settlement by arbitration before a dispute resolution organization.

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

PWM's security analysis methods include, but are not limited to, fundamental analysis (evaluating securities based upon historical and projected financial performance) and technical analysis (examining technical moves in the price of a security based upon peer securities or comparisons to an investment sector or index). PWM's main sources of information include, but are not limited to, financial newspapers and magazines, research materials prepared by others, corporate rating services, annual reports, prospectuses, public filings and company press releases.

PWM does not guarantee the results of the advice given. Thus, significant losses can occur by investing in any security, or by following any strategy, including those recommended or applied by PWM. Past

performance does not guarantee future results, and there is no guarantee that a client's investment objectives will be achieved. Client accounts may be subject to the following risks:

*Management Risk.* When PWM has investment discretion over a client's account, this means that PWM has been delegated the authority to buy and sell investments on the client's behalf. Accordingly, the client must rely upon PWM's abilities and judgment and upon its investment abilities. There is no guarantee that the Adviser's investment techniques will be successful.

*Third-Party Managers Risk.* Third-Party Managers may invest in a variety of investments and employ various investment techniques. Please refer to the Form ADV brochure of each Third-Party Manager for more information about its investment strategies and related risks.

*Mutual Funds Risk.* Mutual funds are subject to investment advisory, transactional, operating and other expenses. Each mutual fund is subject to specific risks, depending on its investments. The value of a mutual fund's investments and the net asset value of the mutual fund's shares will fluctuate in response to changes in market and economic conditions, as well as the financial condition and prospects of companies in which the mutual fund invests. The performance of each mutual fund will depend on whether the mutual fund's investment adviser is successful in pursuing the mutual fund's investment strategy.

*ETFs Risk.* An investment in an ETF generally presents the same primary risks as an investment in a conventional mutual fund (i.e., one that is not exchange traded) that has the same investment objective, strategies and policies. The price of an ETF can fluctuate within a wide range and a portfolio could lose money investing in an ETF if the prices of the underlying investments owned by the ETF go down. Like mutual funds, ETFs are subject to investment advisory, transactional, operating and other expenses. Unlike mutual funds, ETFs do not necessarily trade at the net asset values of their underlying securities, which means an ETF could potentially trade above or below the value of its underlying portfolio. Additionally, because ETFs trade like stocks on exchanges, they are subject to trading and commission costs, unlike open-end mutual funds. ETFs are subject to liquidity risk. Liquidity risk exists when particular investments are difficult to purchase or sell, possibly preventing the sale of the security at an advantageous time or price.

*Cybersecurity Risk.* The computer systems, networks and devices used by PWM and its service providers employ a variety of protections designed to prevent damage or interruption from computer viruses, network and computer failures and cyberattacks. Despite such protections, systems, networks and devices potentially can be breached. Cyberattacks include, but are not limited to, gaining unauthorized access to digital systems for purposes of corrupting data, or causing operational disruption, as well as denial-of-service attacks on websites. Cyber incidents may cause disruptions and impact business operations, potentially resulting in financial losses, the inability of PWM or service providers to trade, violations of privacy and other laws, regulatory fines, reputational damage, reimbursement costs and additional compliance costs, as well as the inadvertent release of confidential information.

#### ***Item 9 - Disciplinary Information***

PWM does not have any disciplinary information to report regarding itself or any of PWM's Representatives or other related persons.

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

Representatives of PWM may also be licensed insurance agents for various insurance companies.

William J. Meland and Patrick R. Sturm own Pillar Insurance Marketing, LLC, and Chester “Skip” Lee owns Platinum Financial Resources, Inc. through which insurance sales and services are offered.

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

When PWM Representatives make recommendations for the purchase of insurance products, they receive customary commissions as insurance salespersons. The receipt of commissions in return for insurance product purchases creates a conflict of interest for Representatives when they recommend the purchase of such products to clients.

PWM and PWM’s employees may buy and sell securities that they recommend to clients for purchase or sale. PWM and PWM’s employees will process transactions for client accounts ahead of similar transactions contemplated for their own accounts. To ensure employee transactions are supervised, each PWM employee is required to provide PWM’s Chief Compliance Officer with access to their personal securities accounts for review. In addition, PWM has established written policies and procedures designed to prevent and detect questionable activity.

### ***Item 12 - Brokerage Practices***

#### **Brokerage Discretion**

In connection with PWM’s investment management services, PWM does not exercise discretion to select a broker-dealer for securities transactions. That decision is left to the client. However, because PWM Representatives recommend, and clients typically designate, CS&Co to execute securities transactions recommended by PWM, PWM typically will not exercise discretion to evaluate the services of other broker-dealers. The selection by a client of one broker-dealer for executing orders – commonly referred to as “directed brokerage” – does not allow PWM to exercise discretion in evaluating the quality of execution services and commissions of other broker-dealers. Thus, selecting a single broker-dealer may not necessarily result in best price or execution of a client’s transactions, and may end up costing clients more money.

You should note that not all investment advisers require clients to direct brokerage.

#### **Benefits to PWM from CS&Co**

While PWM does not use client brokerage commissions to pay for research or other products or services received by PWM from CS&Co in connection with client securities transactions – commonly referred to as “soft dollar benefits” – PWM does receive access to information and other benefits (some of which may include research), described below, from CS&Co.

- Schwab Advisor Services (formerly called Schwab Institutional) is Schwab’s business serving independent investment advisory firms like PWM. Through Schwab Advisor Services, CS&Co provides PWM and PWM’s clients with access to CS&Co institutional brokerage services – trading, custody, reporting and related services – many of which are not typically available to CS&Co retail customers. CS&Co also makes available various support services, some of which help PWM manage or administer PWM’s clients’ accounts while others help PWM manage and grow our business. CS&Co’s support services described below are generally available on an unsolicited basis (PWM does not have to request them) and at no charge to PWM. The availability to PWM of CS&Co’s products and services is not based on PWM giving particular investment advice.



- CS&Co's institutional brokerage services include access to a broad range of investment products, execution of securities transactions, and custody of client assets. The investment products available through Schwab include some to which PWM might not otherwise have access or that would require a significantly higher minimum initial investment by PWM's clients. CS&Co's services described in this paragraph generally benefit the client and the client's account(s).
- CS&Co also makes available to PWM other products and services that benefit PWM but may not directly benefit clients. These products and services assist PWM in managing and administering PWM's clients' accounts. They include investment research, both Schwab's own and that of third parties, software and technology that provides access to client account data (such as duplicate trade confirmations and account statements), facilitate trade execution and allocate aggregated trades, provide pricing and other market data, facilitate payment of our fees from our clients' accounts, and assist with back-office functions, recordkeeping and client reporting.
- CS&Co also offers other services intended to help PWM manage and further develop our business enterprise. These services include: education conferences and events, technology, compliance, legal and business consulting, publications and conferences on practice management and business succession and access to employee benefits providers, human capital consultants and insurance providers. CS&Co may provide some of these services itself. In other cases, CS&Co will arrange for third-party vendors to provide the services to PWM. CS&Co may also discount or waive its fees for some of these services or pay all or a part of a third-party's fees. CS&Co also provides PWM with other benefits such as occasional business entertainment of our personnel.

The services and other benefits received by PWM from CS&Co described above do not depend on the amount of brokerage transactions directed to CS&Co. However, PWM's receipt of these services and other benefits at minimal or no cost creates an inducement and conflict of interest for PWM since referring clients to any other brokerage firm could result in fewer support services and higher overhead costs to PWM. Thus, the receipt of these services creates an incentive and conflict of interest for PWM when PWM recommends CS&Co to clients. Nevertheless, it is PWM's belief that use of the CS&Co as custodian and broker is in its clients' best interest based on the scope, quality and price of CS&Co's services.

PWM does not process transactions through CS&Co in return for CS&Co referring new clients to PWM.

### ***Item 13 - Review of Accounts and Reports***

Managed accounts are reviewed as frequently as requested by client or as deemed necessary by PWM as a result of the nature of securities in an account, events affecting assets in an account or other reasons. PWM's portfolio manager assigned to a client's account conducts all reviews. Investments in managed accounts are monitored quarterly and as appropriate in between.

Each client receives quarterly account statements directly from the client's custodian.

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

PWM does not compensate any unrelated, third parties for client referrals, nor does PWM accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them. Also, as indicated above, PWM does not direct brokerage transactions to any third party, including Schwab, in return for client referrals. However, PWM does provide incentive compensation to one of PWM's Representatives for bringing new clients to PWM. Such payments, which are made in

compliance with applicable securities laws, are made at PWM's expense and do not result in any additional fee to advisory clients.

In addition, PWM receives an economic benefit from Schwab in the form of the support products and services Schwab makes available to PWM. These products and services, how they benefit PWM, and the related conflicts of interest are described above under *Item 12*.

### ***Item 15 - Custody***

PWM does not act as custodian for client accounts. All clients must appoint a custodian, such as a broker, bank or trust company, to have possession of the assets of the account, to settle transactions for the account, and to accept instructions from PWM regarding assets in the account, subject to certain procedural restrictions. Clients receive quarterly account statements directly from the custodian. Please compare the information in any client reports and/or billing statements prepared by PWM with the information in account statements provided by the custodian.

To the extent PWM is deemed to have custody as a result of a client authorizing PWM to deduct advisory fees directly from the client's custodial account, PWM intends to comply with the safekeeping requirements set forth in Rule 206(4)-2 under the Investment Advisers Act of 1940, as amended.

### ***Item 16 - Investment Discretion***

When providing investment management services, PWM Representatives may exercise discretion when granted authority by clients, and most clients grant discretionary authority to PWM. When doing so, discretionary authority allows PWM to select the securities to buy and sell, the amount to buy and sell, when to buy and sell, and the commission rate paid, without obtaining specific consent from the client for each trade. Clients should be aware that Representatives may make different recommendations and effect different trades with respect to the same securities to different advisory clients. Commissions and execution of securities transactions implemented through the custodian/broker-dealer recommended by PWM – i.e., CS&Co – may not be better than the commissions or execution available if the client used another brokerage firm. However, PWM believes that the overall level of services and support provided to the client by CS&Co outweighs the potentially lower costs that may be available from other brokerage service providers.

When a Third-Party Manager is used to manage a portion of a client's account, the Third-Party Manager, not PWM, exercises discretion to purchase or sell investments in the account managed by the Third-Party Manager.

If a client directs PWM to effect transactions through a particular broker-dealer other than CS&Co, depending on the circumstances, PWM will do so. However, such an instruction may have implications to the client which may include incurring transaction costs and commissions that may be higher or lower than if the instruction had not been given. Also, restricting PWM to a particular broker-dealer may limit PWM's ability to include a client account order within block orders to obtain the best price or execution. In addition, if PWM is effecting transactions in a security for clients by means of a block order with CS&Co, as well as an order in the same security for a client who has directed PWM to use a different broker-dealer, PWM will effect the block order with CS&Co first. Thus, clients directing PWM to use a different broker-dealer may not receive the same average price for securities bought or sold that would be received if the order was part of a block order.

In those instances where an order error occurs by PWM, PWM's policy is to reverse the order to make the client account whole.

### ***Item 17 - Voting Client Securities***

PWM and PWM's Representatives do not vote proxies on behalf of clients. Rather, the obligation to vote all proxies rest with the client, who will receive notices of proxies from their account's custodian. Likewise, PWM also does not take any action on legal notices PWM or a client may receive from issuers of securities held in a client's managed account. However, PWM is available to answer questions regarding such notices.

### ***Item 18 - Financial Information***

PWM does not receive fees of more than \$1,200 six months or more in advance, thus no financial statement for PWM is attached. PWM does not have any financial condition that is reasonably likely to impair PWM's ability to meet contractual commitments to any client. PWM has not been the subject to a bankruptcy petition at any time during the past ten years.

## Privacy Policy

FACTS	WHAT DOES PILLAR WEALTH MANAGEMENT CO. (“PWM”) DO WITH YOUR PERSONAL INFORMATION?	
<b>Why?</b>	Financial companies choose how they share your personal information. Federal law gives consumers the right to limit some but not all sharing. Federal law also requires PWM to tell you how PWM collects, shares, and protects your personal information. Please read this notice carefully to understand what PWM does.	
<b>What?</b>	<p>The types of personal information PWM collects and shares depends on the product or service you have with us. This information can include:</p> <ul style="list-style-type: none"> <li>• Social Security number and employment information</li> <li>• Income, net worth and investment experience</li> <li>• Risk tolerance and retirement assets</li> </ul> <p>When you are no longer PWM’s customer, PWM continues to share your information as described in this notice.</p>	
<b>How?</b>	All financial companies need to share customers’ personal information to run their everyday business. In the section below, PWM lists the reasons financial companies can share their customers’ personal information; the reasons PWM chooses to share; and whether you can limit this sharing.	
Reasons PWM can share your personal information	Does PWM share?	Can you limit this sharing?
<b>For PWM’s everyday business purposes—</b> such as to process your transactions, maintain your account(s), respond to court orders and legal investigations, or report to credit bureaus	Yes	No
<b>For PWM’s marketing purposes—</b> to offer PWM’s products and services to you	Yes	Yes
<b>For joint marketing with other financial companies</b>	Yes	Yes
<b>For PWM’s affiliates’ everyday business purposes—</b> information about your transactions and experiences	Yes	Yes
<b>For PWM’s affiliates’ everyday business purposes—</b> information about your creditworthiness	No	Yes
<b>For PWM’s affiliates to market to you</b>	Yes	Yes
<b>For non-affiliates to market to you</b>  <b>*If your representative terminates his or her relationship with PWM and moves to another investment advisory firm, PWM or your independent representative may disclose your personal information to the new firm, unless you instruct PWM not to by returning the completed Privacy Choices Notice form attached to this notice.</b>	Yes	Yes
<b>Questions?</b>	Call 608-833-9100 or go to <a href="http://www.pillarwealth.com">www.pillarwealth.com</a> .	

Who PWM is	
Who is providing this notice?	Pillar Wealth Management Co. (“PWM”)
What PWM does	
How does PWM protect my personal information?	To protect your personal information from unauthorized access and use, PWM uses security measures that comply with federal law. These measures include computer safeguards and secured files and buildings. PWM restricts access to your personal information to those employees who need such access to perform their job responsibilities.
How does PWM collect my personal information?	<p>PWM collects your personal information, for example, when you</p> <ul style="list-style-type: none"> <li>• enter into investment advisory contract</li> <li>• seek financial advice</li> <li>• apply for insurance</li> </ul> <p>PWM also collects your personal information from others, such as affiliates, or other companies.</p>
Why can’t I limit all sharing?	<p>Federal law gives you the right to limit only</p> <ul style="list-style-type: none"> <li>• sharing for affiliates’ everyday business purposes—information about your creditworthiness</li> <li>• affiliates from using your information to market to you</li> <li>• sharing for non-affiliates to market to you</li> </ul> <p>State laws and individual companies may give you additional rights to limit sharing.</p>
Definitions	
Affiliates	Companies related by common ownership or control. They can be financial and nonfinancial companies.
Non-affiliates	<p>Companies not related by common ownership or control. They can be financial and nonfinancial companies.</p> <ul style="list-style-type: none"> <li>• Non-affiliates PWM shares with can include companies such as vendors, and other service providers.</li> </ul>
Joint marketing	<p>A formal agreement between non-affiliated financial companies that together market financial products or services to you.</p> <p>Our joint marketing partners include categories of companies such as insurance companies.</p>
Other important information	
Pillar Wealth Management Co. is a registered investment advisor.	

## If you want to limit PWM's sharing

### Contact us

If you prefer that PWM not share your nonpublic personal information (except in those circumstances described previously that are permitted or required by law), please contact the Privacy Coordinator:

**By telephone:** 608-833-9100

**By email:** [info@pillarwealth.com](mailto:info@pillarwealth.com)

**By mail:** Mark your choices below, fill in, and send the form to:

Pillar Wealth Management Co.  
Privacy Coordinator  
7633 Ganser Way, Suite 210  
Madison, WI 53719

**Unless PWM hears from you, PWM can begin sharing your information 30 days from the date of this letter. However, you can contact PWM at any time to limit PWM's sharing.**

## Check your choices

**Your choices will apply to everyone on your account**

### Check any/all you want to limit:

- ☐ Do not share information about my creditworthiness with your affiliates for their everyday business purposes.
- ☐ Do not allow your affiliates to use my personal information to market to me. *(I will receive a renewal notice for this use for marketing in 5 years.)*
- ☐ Do not share my personal information with non-affiliates to market their products and services to me.

Your name

Your address

Account number

Mail to:

Pillar Wealth  
Management Co.  
Privacy Coordinator  
7633 Ganser Way,  
Suite 210  
Madison, WI 53719

**PILLAR WEALTH MANAGEMENT CO.**

FORM ADV – SCHEDULE 2B SET

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**Schedule 2B Brochure Supplements**

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*Item 1 - Cover Page*

SCHEDULE 2B - BROCHURE SUPPLEMENT

**Brian J. Clevon**

March 21, 2022

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**This Brochure Supplement provides information about Brian J. Clevon that supplements the Pillar Wealth Management Co. (“PWM”) brochure. You should have received a copy of that brochure. Please contact PWM at 608-833-9100 if you did not receive PWM's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Brian J. Clevon (CRD No. 4188820) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**



## ***Item 2 - Educational Background and Business Experience***

Mr. Cleven attended the Kellogg School of Management at Northwestern University in Evanston, IL from September 1997 until June 1999 receiving a Master of Business Administration. He attended the University of Wisconsin-Platteville from August 1982 to December 1986 where he earned a Bachelor of Science in Electrical Engineering (BSEE). Mr. Cleven is a licensed Professional Engineer (PE). He was born in 1963.

Mr. Cleven serves as PWM's Chief Executive Officer (CEO). He joined PWM in 2011 as an investment adviser representative. From September 2001 to March 2011, Mr. Cleven held the positions of Vice President and Managing Director of Madison Investment Advisors, Inc. in Madison, WI. Prior to that, he was a Vice President and Financial Adviser for Strong Capital Management, Inc. where he provided investment counseling and securities services to high-net-worth individuals.

Mr. Cleven has successfully passed the FINRA Series 66 Uniform Combined State Law Exam.

## ***Item 3 - Disciplinary Information***

Mr. Cleven does not have any disciplinary information to disclose. He has not: (a) been party to a criminal or civil action in a domestic, foreign or military court, (b) been party to an administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency or any foreign financial regulatory authority, or (c) been party to a self-regulatory proceeding.

## ***Item 4 - Other Business Activities***

Mr. Cleven is not actively engaged in any other business activities.

## ***Item 5 - Additional Compensation***

Mr. Cleven does not receive any additional economic benefit from third parties for providing advisory services.

## ***Item 6 - Supervision***

Mr. Cleven is supervised by William J. Meland, PWM's Chief Compliance Officer. Mr. Meland's contact information can be found on the cover page of this Schedule 2B supplemental brochure.

Mr. Meland and other individuals as he may designate, regularly review the accounts receiving investment advisory services to monitor for suitability of recommendations and compliance with regulatory and internal procedures.

*Item 1 - Cover Page*

SCHEDULE 2B - BROCHURE SUPPLEMENT

**Chester "Skip" Lee**

March 21, 2022

PILLAR WEALTH MANAGEMENT CO.

7633 Ganser Way, Suite 210

Madison, WI 53719

Phone (608) 833-9100 Fax (608) 833-9140

[www.pillarwealth.com](http://www.pillarwealth.com)

118 North Iowa Street

Dodgeville, WI 53533

Phone (608) 935-7335 Fax (608) 319-2077

**This Brochure Supplement provides information about Chester W. Lee that supplements the Pillar Wealth Management Co. ("PWM") brochure. You should have received a copy of that brochure. Please contact PWM at 608-833-9100 if you did not receive PWM's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Chester W. Lee (CRD No. 2836975) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## ***Item 2 - Educational Background and Business Experience***

Mr. Lee attended the University of Wisconsin-Platteville from 1991-1994 where he studied Business Administration with an emphasis on Finance. He previously attended the University of Wisconsin-Richland in Richland Center, WI from 1989-1991 where he earned an Associate Degree in Science. Mr. Lee was born in 1971. He is also licensed as an insurance agent in Wisconsin for life insurance.

Mr. Lee joined PWM as an investment adviser representative in 2011. He founded Platinum Financial Resources, Inc. in 1994, which prior to joining PWM was doing business as (dba) Skip Lee & Associates, where he helped clients with their financial and estate planning. Mr. Lee was licensed with ING Financial Partners, Inc. from 2007 until 2011.

Mr. Lee has successfully passed the FINRA Series 65 Uniform Investment Adviser Law Exam.

## ***Item 3 - Disciplinary Information***

Mr. Lee does not have any disciplinary information to disclose. He has not: (a) been party to a criminal or civil action in a domestic, foreign or military court, (b) been party to an administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency or any foreign financial regulatory authority, or (c) been party to a self-regulatory proceeding.

## ***Item 4 - Other Business Activities***

Mr. Lee is also licensed to sell insurance products through various insurance companies. He spends approximately 25% of his time on this activity. Additionally, Mr. Lee owns a self-storage business called Store N Stuff Self Storage. He spends approximately 25% of his time on this activity.

## ***Item 5 - Additional Compensation***

Mr. Lee receives commissions for the sale of insurance products. In addition, he receives incentive compensation from PWM for bringing new clients to the firm. He does not, however, receive any additional economic benefit from third parties for providing advisory services.

## ***Item 6 - Supervision***

Mr. Lee is supervised by William J. Meland, PWM's Chief Compliance Officer. Mr. Meland's contact information can be found on the cover page of this Schedule 2B supplemental brochure.

Mr. Meland and other individuals as he may designate, regularly review the accounts receiving investment advisory services to monitor for suitability of recommendations and compliance with regulatory and internal procedures.

*Item 1 - Cover Page*

SCHEDULE 2B - BROCHURE SUPPLEMENT

**William J. Meland**

March 21, 2022

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**This Brochure Supplement provides information about William J. Meland that supplements the Pillar Wealth Management Co. (“PWM”) brochure. You should have received a copy of that brochure. Please contact PWM at 608-833-9100 if you did not receive PWM's brochure or if you have any questions about the contents of this supplement.**

**Additional information about William J. Meland (CRD No. 1514185) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## ***Item 2 - Educational Background and Business Experience***

Mr. Meland attended Madison Area Technical College from January 1984 until December 1985 when he received an Associate Degree in Finance. He previously attended the University of Wisconsin-Whitewater from August 1982 to December 1983. Mr. Meland was born in 1964. He is also licensed as an insurance agent in Wisconsin for life and health insurance. Since completing his education, Mr. Meland has been continually involved in the insurance and securities fields.

Mr. Meland serves as PWM's President and Chief Compliance Officer. He founded Pillar Wealth Management, LLC (predecessor of Pillar Wealth Management Co.) in November 2001. Prior to founding PWM, he was a Vice President and Financial Adviser for Strong Capital Management, Inc. where he provided counseling and securities services to high-net-worth individuals.

Mr. Meland has successfully passed the FINRA Series 66 Uniform Combined State Law Exam.

## ***Item 3 - Disciplinary Information***

Mr. Meland does not have any disciplinary information to disclose. He has not: (a) been party to a criminal or civil action in a domestic, foreign or military court, (b) been party to an administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency or any foreign financial regulatory authority, or (c) been party to a self-regulatory proceeding.

## ***Item 4 - Other Business Activities***

Mr. Meland is also licensed to sell insurance products through various insurance companies. He spends approximately 33% of his time on this activity.

## ***Item 5 - Additional Compensation***

Mr. Meland receives commissions for the sale of insurance products. He does not receive any additional economic benefit from third parties for providing advisory services.

## ***Item 6 - Supervision***

Mr. Meland is the Chief Compliance Officer for PWM and is responsible for his own supervision as well as that of all PWM Representatives. Mr. Meland's contact information is available on the cover page of this Schedule 2B supplemental brochure.

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SCHEDULE 2B - BROCHURE SUPPLEMENT

**Patrick R. Sturm**

March 21, 2022

PILLAR WEALTH MANAGEMENT CO.

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Madison, WI 53719

Phone (608) 833-9100 Fax (608) 833-9140

[www.pillarwealth.com](http://www.pillarwealth.com)

**This Brochure Supplement provides information about Patrick R. Sturm that supplements the Pillar Wealth Management Co. ("PWM") brochure. You should have received a copy of that brochure. Please contact PWM at 608-833-9100 if you did not receive PWM's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Patrick R. Sturm (CRD No. 3072622) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## ***Item 2 - Educational Background and Business Experience***

Mr. Sturm earned a Bachelor of Science Degree in Finance from Marquette University in 1998. He also holds the designations of Certified Investment Management Analyst (CIMA®) and Certified Private Wealth Advisor (CPWA®). Mr. Sturm was born in 1976. He is also licensed as an insurance agent in Wisconsin for life insurance.

Mr. Sturm has held the position of Chief Operating Officer (COO) of PWM since 2017. He joined PWM in 2013 as Vice President, Principal. Mr. Sturm was an Associate Regional Director and then Regional Director for Russell Investments From 2006 until 2013. From 1998 to 2006, he was a Senior Financial Consultant for Strong Funds.

The Certified Investment Management Analyst (CIMA®) certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application. Prerequisites for the CIMA certification are three years of financial services experience and an acceptable regulatory history. To obtain the CIMA certification, candidates must pass an online Qualification Examination, successfully complete a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school, and pass a Certification Examination. CIMA designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks. CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification. The designation is administered through Investment Management Consultants Association (IMCA).

The Certified Private Wealth Advisor (CPWA®) certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements. The CPWA certification is an advanced designation for advisors working with high-net-worth clients. Prerequisites for the CPWA certification are five years of financial services experience and an acceptable regulatory history. To obtain the CPWA certification, candidates must study such core topics as Ethics, Tax Planning, Portfolio Management, Behavior Finance, Planning for Executives, Planning for Closely Held Business Owners, Retirement Planning, Risk Management and Asset Protection, Charitable Planning, Estate Planning and Client Relationships, Family Dynamics and Legacy Planning, successfully complete a five day classroom education program provided by The University of Chicago Booth School of Business and pass a Certification Examination. CPWA designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks. CPWA designees also must report 40 hours of continuing education credits every two years. The designation is administered through Investment Management Consultants Association (IMCA).

Mr. Sturm has successfully passed the Series 66 Uniform Combined State Law Exam.

## ***Item 3 - Disciplinary Information***

Mr. Sturm does not have any disciplinary information to disclose. He has not: (a) been party to a criminal or civil action in a domestic, foreign or military court, (b) been party to an administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency or any foreign financial regulatory authority, or (c) been party to a self-regulatory proceeding.

***Item 4 - Other Business Activities***

Mr. Sturm is also licensed to sell insurance products through various insurance companies. He spends less than 2% of his time on this activity.

***Item 5 - Additional Compensation***

Mr. Sturm receives commissions for the sale of insurance products. He does not receive any additional economic benefit from third parties for providing advisory services.

***Item 6 - Supervision***

Mr. Sturm is supervised by William J. Meland, PWM's Chief Compliance Officer. Mr. Meland's contact information can be found on the cover page of this Schedule 2B supplemental brochure.

Mr. Meland and other individuals as he may designate, regularly review the accounts receiving investment advisory services to monitor for suitability of recommendations and compliance with regulatory and internal procedures.



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SCHEDULE 2B - BROCHURE SUPPLEMENT

**Cara R. Wolenec**

March 21, 2022

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Madison, WI 53719

Phone (608) 833-9100 Fax (608) 833-9140

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**This Brochure Supplement provides information about Cara R. Wolenec that supplements the Pillar Wealth Management Co. ("PWM") brochure. You should have received a copy of that brochure. Please contact PWM at 608-833-9100 if you did not receive PWM's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Cara R. Wolenec (CRD No. 6180692) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## ***Item 2 - Educational Background and Business Experience***

Ms. Wolenec received a Bachelor of Science Degree in Accounting from Upper Iowa University in 2010. She has also earned the Certified Public Accountant (CPA) designation. Ms. Wolenec had previously attended Madison Area Technical College where she earned an Associate in Applied Science Degree in Accounting in 2007, completed a Medical Transcription Technical program in 1998 and received a Medical Assistant Technical Diploma in 1995. Ms. Wolenec was born in 1970.

Ms. Wolenec joined PWM in 2012 as Office Manager. From 2011 to 2012 she was an Accountant, and from 2010 to 2011 a Financial Specialist, for UW Madison School of Medicine and Public Health. Ms. Wolenec held an Accounts Payable position from 2008 to 2010, and from 1995 through 2008 worked as a Medical Transcriptionist, as well as a Certified Medical Assistant, with the UW Medical Foundation.

CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education (typically 150 credit hours with at least a baccalaureate degree and a concentration in accounting), minimum experience levels (most states require at least one year of experience providing services that involve the use of accounting, attest, compilation, management advisory, financial advisory, tax or consulting skills, all of which must be achieved under the supervision of or verification by a CPA), and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education (CPE) each year (or 80 hours over a two-year period or 120 hours over a three-year period). Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest (and obtain client consent if a conflict exists), maintain client confidentiality, disclose to the client any commission or referral fees, and serve the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

Ms. Wolenec has successfully passed the Series 65 Uniform Investment Adviser Law Exam.

## ***Item 3 - Disciplinary Information***

Ms. Wolenec does not have any disciplinary information to disclose. She has not: (a) been party to a criminal or civil action in a domestic, foreign or military court, (b) been party to an administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency or any foreign financial regulatory authority, or (c) been party to a self-regulatory proceeding.

## ***Item 4 - Other Business Activities***

Ms. Wolenec is not actively engaged in any other business activities.

## ***Item 5 - Additional Compensation***

Ms. Wolenec does not receive any additional economic benefit from third parties for providing advisory services.

***Item 6 - Supervision***

Ms. Wolenec is supervised by William J. Meland, PWM's Chief Compliance Officer. Mr. Meland's contact information can be found on the cover page of this Schedule 2B supplemental brochure.

Mr. Meland and other individuals as he may designate, regularly review the accounts receiving investment advisory services to monitor for suitability of recommendations and compliance with regulatory and internal procedures.

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