

# **Retirable, Inc.**

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This Brochure provides information about the qualifications and business practices of Retirable, Inc. ("Retirable"). If you have any questions about the contents of this Brochure, or would like to receive the most recent version, please contact us by telephone at (833) 222- 1807 or via email at [info@retirable.com](mailto:info@retirable.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.

Retirable is a Registered Investment Adviser with the United States Securities and Exchange Commission. Registration as an Investment Adviser does not imply any level of skill or training. Additional information about Retirable is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

March 31, 2022

## **Item 2 - Material Changes**

The following material changes have been made to this Brochure since its initial filing:

- Cover page has been amended to reflect a change of address for Retirable's principal place of business;
- Item 4 has been updated to include the types of client information utilized to provide tailored advice and amount of assets under management; and
- Item 5 has been updated to reflect the types of fees Retirable intends to charge its clients, and reflect a change in fee schedule effective February 1, 2022.
- Item 12 has been updated to reflect brokerage practices.
- Item 14 has been updated to reflect potential client referral arrangements and the arrangement with Zoe Financial, Inc.
- Item 15 has been updated to reflect its custodial arrangement.
- Among other language updates for further clarity and detail.

Other changes have been made to this Brochure, some of which enhance existing disclosures, although do not consider such changes to be material.

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#### **Item 4 – Advisory Business Introduction**

Retirable, Inc. (“Retirable” or the “Adviser”) is an investment advisory firm that was founded in 2020 by R. Tyler End, CFP®, who is the principal owner and serves as the Chief Executive Officer. The Adviser is organized as a Delaware corporation and based in New York, NY.

Retirable’s primary focus is to provide financial planning and investment advisory services to clients who are retired or approaching and preparing to transition into retirement. Retirable aims to help clients demystify the transition into retirement through the creation of financial plans and access to a team of advisors to answer top of mind questions and prepare a roadmap through retirement. Financial plans can be created through online tools on Retirable’s website and other communications where a Retirable advisor gets to know each client’s financial situation and objectives. Investment advisory is provided to achieve clients’ goals and objectives through an online platform provided through Altruist LLC (“Altruist”) and is focused on diversified, long-term, and controlled risk holdings in exchange-traded fund (“ETF”) portfolios.

Clients that wish to utilize Retirable’s services, must maintain a brokerage account at Apex, as Altruist’s designated clearing broker and custodian.

#### **Investment Advisory Services**

Retirable provides discretionary investment management services to clients. Investment advice is based on a client’s retirement plan, distribution timing, risk tolerance, life and financial circumstances, which are obtained through individual questionnaires focusing on different components of retirement. Retirable determines an investment strategy and appropriate target asset allocation strategy based on information received from the client, and summarizes its portfolio recommendation in an Investment Policy Statement (“IPS”) provided to the client. Retirable may recommend Exchange Traded Funds (“ETFs”) or cash positions in the client’s portfolio to meet the determined asset allocation strategy and the client’s needs. Clients have the ability to select a portfolio not recommended by Retirable subject to confirmation of their understanding that the client is making such election at their own discretion and such portfolio is not recommended by Retirable. Although clients may elect alternative portfolios, clients are unable to make changes to the asset allocation within each portfolio.

#### **Standalone Financial Planning Services**

Depending on a client’s needs, Retirable may also provide standalone financial planning and strategic wealth management services by gathering financial information through the completion of questionnaires and the client’s IPS. Clients may receive information and projections for educational purposes after the completion of online questionnaires on Retirable’s website. Once determined if appropriate, Retirable prepares and a financial plan based on the client’s individual financial needs, goals and tax status which the client will have the opportunity to agree to implement. A financial plan estimates asset levels and retirement income over a client’s projected lifetime based on current asset levels and several assumptions, including life expectancy, savings

rate, investment returns, tax rates, and known obligations (such as mortgage). It may also include segments outlining insurance needs (life, long-term care, etc.), education funding, net worth, or an estate plan strategy review and recommendations, among other items. Retirable will base any advice on information provided by the client. Clients are under no obligation to accept or follow any recommendations made by Retirable.

Retirable may, from time to time, provide investment advice on any legacy assets and financial planning impact. Retirable does not provide single security or options advice, nor tax advice. Clients are encouraged to consult with their personal tax advisors.

As of December 31, 2021, Retirable managed approximately \$5 million in client regulatory assets under management on a discretionary basis, and none on a non-discretionary basis.

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

Clients who executed a client agreement with Retirable as of January 31, 2022 will continue to pay the same fees they have historically on those accounts. Existing clients who open new accounts within their household will pay the same fees as in their original agreement.

New clients will be assessed a fee of 0.75% of their assets under management with a cap at \$3,750 and minimum of \$250, which would adversely impact clients with less than \$33,333 in their accounts. If a client's average balance is below \$33,333 for any month, they will be assessed the annual fee of \$250 pro-rated for that month.

In addition, clients may also select between Altruist model portfolios which charge an annualized fee between 0% and 0.12%. Fees are debited from client's cash holdings on a monthly basis in arrears and based on a client's average daily balance. The calculation of fees is based on the market value of a client's assets under management on a household basis during each calendar month to determine average daily balance.

Fees are generally not negotiable, although Retirable reserves the right to waive or reduce fees at its own discretion.

Alternatively, clients may also elect to receive standalone financial planning advice for an annual subscription fee of \$250 per year. All financial planning client fees are determined by the Retirable financial advisor in agreement with the client prior to account opening and/or providing such services. If a client opts-in to an investment portfolio after purchase of an annual subscription, the client will be refunded a pro-rated amount of the subscription fee.

Although the Retirable annual fee covers trading commissions, clients will also pay other expenses to Altruist. Clients will be subject to the following: <https://altruist.com/m/Altruist-Fee-Schedule.pdf>

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

Retirable does not charge any performance-based fees.

## **Item 7 - Types of Clients**

Retirable will provide retirement planning services to individuals, trusts, investment retirement accounts, and other legal entities based in the U.S.

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

Retirable provides discretionary investment advisory services by offering model portfolios comprised of various publicly traded ETFs. Model portfolios may be selected from the Altruist Model Marketplace and may be developed by Altruist or other third-party institutions. These portfolios are intended to allocate assets among a diversified collection of instruments across different asset classes, industries, economic sectors, and geographies. The selection of a portfolio for a client is based primarily on the investment strategy and target asset allocation as determined by the Retirable advisor and reviewed by the client. Investment strategy is reflected primarily by the target cash, equity, and debt allocations within the selected portfolio. Clients may be presented with multiple portfolio options that meet the recommended investment strategy and have the ability to make and update their selection by contacting their Retirable advisor. Retirable reserves the right to implement the investment strategy on behalf of clients and buy and sell holdings to achieve rebalancing and distribution goals in accordance with the client's objectives and goals.

Although Retirable reviews the performance history of ETFs and model portfolios available to clients, Past performance may not be indicative of future results and clients should review their portfolio periodically and submit any concerns in writing to Retirable.

Clients are invested in a portfolio of ETFs, potentially with some cash allocation, to meet their objectives. Recommended asset allocation is driven by a review of the Client's retirement plan and assessed risk tolerance.

Retirable bases retirement planning advice on the Certified Financial Planner Standards of Ethics. Retirement advice relating to investment assets are provided with the fiduciary standard and focused on providing financial stability for the duration of retirement. Retirable determines a Client's risk tolerance based on a questionnaire and shares the results in the IPS sent to the client.

Retirable uses the information presented and agreed upon in the client's retirement plan, specifically distribution timing throughout retirement and the client's risk capacity, and the assessed risk tolerance to establish an investment strategy and target asset allocation. The recommendation is presented to the Client for review and agreement. Retirable then recommends a model portfolio construction that is intended to meet the goals and objectives of the Client.

While Retirable is dedicated to providing retirement planning advice to help clients navigate their retirement period, there are risks inherent in securities investments so we cannot guarantee any performance based on our advice.

The performance of Retirable's investment advice depends upon market movements. There can be no assurance that clients will achieve their goals or positive investment performance over any period of time. While it is not possible to enumerate all possible risks, below are some of the common factors that can produce a loss in securities investments:

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline, and the market value of any mutual fund and/or exchange-traded fund holding those bonds.
- **Market Risk:** The price of a common stock, bond, or mutual fund and/or exchange-traded fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** When any type of inflation is present, purchasing power may be eroding at the rate of inflation making your investment worth less.

#### **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 us or the integrity of our management. We do not have any information to disclose about Retirable. We are committed to serve our Clients' best interest.

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

Retirable from time to time may enter into partnerships with third parties to offer promotions, benefits, and other rewards programs to our Clients. In connection with such programs, Retirable may receive a benefit from the third parties in the form of compensation or other consideration, at no cost to our Clients.

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

##### **General Information**

We have adopted a Code of Ethics for all Retirable supervised persons describing our high standards of business conduct, and fiduciary duty to you, our Client.

The Code of Ethics includes provisions relating to the confidentiality of Client information, a prohibition on insider trading, restrictions on the acceptance of significant gifts, the reporting of certain gifts and business entertainment items, and personal securities trading procedures. All of our supervised persons must acknowledge the terms of the Code of Ethics annually, and as amended.

You may request a copy of the Retirable Code of Ethics by email [info@retirable.com](mailto:info@retirable.com).

## **Privacy**

We are committed to safeguarding your confidential information and hold all personal information provided to us in the strictest confidence. These records include all personal information that we collect from you or receive from other firms in connection with any of the financial services they provide. We also require other firms with whom we deal with to restrict the use of your personal information. Our Privacy Policy is available on our website.

## **Item 12 - Brokerage Practices**

For operational and compliance efficiency, Retirable has elected to provide all advisory services to clients through one brokerage and custodial platform. If prospective clients do not wish to use Altruist or Apex, we are unable to provide our asset management services at this time although intends on adding additional options at a later date.

Retirable will generally execute transactions on an automated basis for client accounts at various points of the day as needed to fulfill client directed requests, rebalancing and other items requiring activity. As such, Retirable will at times purchase or sell the same security at different times during the day and thus, clients will receive different prices. Retirable creates trades by running the applicable strategy model for each account and certain activity will necessitate certain transactions to occur. In instances where multiple client accounts have triggered the release of execution instructions, Retirable's platform will place all applicable client accounts in a randomized trade rotation to ensure all participating client accounts are treated fairly and no one set of clients is continually favored or systematically disadvantaged.

In the event of a partial fill, Retirable will proportionally allocates shares across participating accounts according to the total shares which should have been purchased or sold and the amount which was actually purchased or sold.

Retirable does not provide any brokerage practices on behalf of Clients.

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

Retirable monitors and reviews Client's investment accounts on a regular and ongoing basis. Accounts are formally reviewed for rebalancing opportunities at least once per quarter. Financial plans, investment strategies, and target asset allocations are reviewed with the Client at least



once per year or upon Client's request. At their discretion, Clients may select to maintain the same investment strategy without review with an advisor. However, Retirable will reach out to all clients at least once per year to recommend a review.

Clients will receive brokerage statements no less than quarterly directly from Altruist. Clients may also establish electronic access to the Altruist platform to view statements and account activity.

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

Retirable engages independent solicitors to provide client referrals. If a client is referred to us by a solicitor, this practice is disclosed to the client in writing by the solicitor and Retirable generally pays the solicitor a portion of the advisory fees earned for managing the capital of the client that was referred. The use of solicitors is strictly regulated under applicable federal and state law. Retirable's policy is to fully comply with the requirements of Rule 206(4)-3, under the Investment Advisers Act of 1940, as amended, and similar state rules, as applicable.

Specifically, Retirable has entered into an agreement with Zoe Financial, Inc. ("Zoe") whereby through its participation in Zoe Advisor Network (ZAN), will provide client referrals to Retirable. Zoe is independent of and unaffiliated with Retirable and there is no employee relationship between them. Zoe established ZAN as a means of referring individuals and other clients seeking fiduciary personal investment management services or financial planning services to independent investment advisers. Zoe does not supervise Retirable and has no responsibility for Retirable's management of client portfolios or other advice or services. Retirable pays Zoe an on-going fee for each successful client referral. This fee is usually a percentage of the advisory fee that the client pays to Retirable ("Solicitation Fee"). Retirable will not charge clients referred through ZAN any fees or costs higher than its standard fee schedule offered to its clients. For information regarding additional or other fees paid directly or indirectly to Zoe, please refer to the Zoe Financial Disclosure and Acknowledgement Form provided at the time a client referral is made.

Retirable may also offer compensation to current clients, affiliate marketers, and other strategic partners who recommend Retirable and refer new clients. New clients are advised of such compensation prior to opening an account. Retirable supervises the referral activities of current customers, affiliate marketers (including "bloggers"), and other strategic partners. Clients are not charged any fee, nor do they incur any additional costs for being referred to Retirable by a current client, affiliate marketer, or other strategic partner.

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

For the benefit of no commissions or transaction fees, fully digital account opening, a large variety of security options and complete integration with software tools, Retirable utilizes Altruist Financial LLC, an unaffiliated SEC-registered broker-dealer and FINRA/SIPC member, as the introducing broker to Apex Clearing Corporation, an unaffiliated SEC-registered broker-dealer and FINRA/SIPC member, as the clients' custodian.

**Item 16 – Investment Discretion**

Retirable has discretion over Client accounts for the following reasons:

- Purchasing and selling ETFs in accordance with the investment strategy, objectives, guidelines, and limitations agreed upon with the Client and sent via an Investment Policy Statement (IPS).
- Rebalancing holdings to remain consistent with the agreed upon investment strategy and target asset allocation.
- Sell holdings to maintain an appropriate cash position or meet Client distribution objectives.

All discretionary trades will be in accordance with the Client's stated retirement plan, objectives, and goals.

**Item 17 – Voting Client Securities**

Retirable does not have, nor do we accept, any authority to vote Client securities.

**Item 18 - Financial Information**

Not Applicable.