

Firm Brochure

(Part 2A of Form ADV)



**A4 WEALTH
ADVISORS**

Creating Lifesyles, Building Legacies™

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This brochure provides information about the qualifications and business practices of A4 Wealth Advisors LLC. Being registered as a registered investment adviser does not imply a certain level of skill or training. If you have any questions about the contents of this brochure, please contact us at 704-509-1141, or by email at jbalcerzak@A4wealth.com. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission, or by any state securities authority.

Additional information about A4 Wealth Advisors LLC (IARD#152397) is available on the SEC's website at www.adviserinfo.sec.gov.

March 31, 2023

Item 2: Material Changes

Annual Update

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

Material Changes since the Last Update

This update is in accordance with the annual filing requirements for investment advisors. Since the last update on May 6, 2022, the firm has updated:

- Item 4 has been updated to disclose our most recent calculation for assets under management.
 - Item 5 has been updated to reflect the new fees when using Gradient Investments, LLC as a money manager.
 - We have added services for cash management and Co-Advisor with FlexPlan.
 - Item 7 has been updated to disclose the account minimum is \$500,000.
-

Full Brochure Available

This Firm Brochure being delivered is the complete brochure for the Firm.

Item 3: Table of Contents

Form ADV – Part 2A – Firm Brochure

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Item 4: Advisory Business

Firm Description

A4 Wealth Advisors LLC, ("A4") was founded in 2010. John Burke Balcerzak is a 100% owner.

A4 provides personalized confidential financial planning, investment management and solicits for Third Party Money Managers to individuals, pension and profit sharing plans, trusts, estates, and charitable organizations. Advice is provided through consultation with the Client and may include: determination of financial objectives, identification of financial problems, cash flow management, tax planning, insurance review, investment management, education funding, retirement planning, and estate planning.

A4 is a fee-based financial planning firm. The firm does not sell annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or other commissioned products. The firm's managing member is affiliated with an entity that sells financial insurance products.

A4 does not act as a custodian of Client assets. The Client always maintains asset control.

An evaluation of each Client's initial situation is provided to the Client, often in the form of a net worth statement or risk analysis. Periodic reviews are also communicated to provide reminders of the specific courses of action that need to be taken.

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

Types of Advisory Services

ASSET MANAGEMENT

A4 offers discretionary and non-discretionary asset management services to advisory Clients. A4 will offer Clients ongoing asset management services through determining individual investment goals, time horizons, objectives, and risk tolerance. Investment strategies, investment selection, asset allocation, portfolio monitoring and the overall investment program will be based on the above factors.

Discretionary

When the Client provides A4 discretionary authority the Client will sign a limited trading authorization or equivalent. A4 will have the authority to execute transactions in the account without seeking Client approval on each transaction.

Non-Discretionary

When the Client elects to use A4 on a non-discretionary basis, A4 will determine the securities to be bought or sold and the amount of the securities to be bought or sold. However, A4 will obtain prior Client approval on each and every transaction before executing any transaction.

When deemed appropriate for the Client, A4 may hire Sub-Advisors to manage all or a portion of the assets in the Client account. A4 has full discretion to hire and fire Sub-Advisors as they deem suitable. Sub-Advisors will maintain the models or investment

strategies agreed upon between Sub-Advisor and A4. Sub-Advisors execute all trades on behalf of A4 in Client accounts. A4 will be responsible for the overall direct relationship with the Client. A4 retains the authority to terminate the Sub-Advisor relationship at A4's discretion.

As part of a Client's overall portfolio, A4 may advise certain qualified Clients to invest in a non-traded REIT or other alternative investments. For those Clients investing in REIT's/alternatives, A4 will monitor them at least quarterly (more often if requested by Client) to discuss their overall financial position and objective in addition to specifically discussing the distributions from the REIT. A4 will help the Client determine if REIT distribution will be used for income or re-investment. A4 will also monitor any material changes with the REIT/alternative and advise when shares should be redeemed and provide ongoing servicing for these accounts.

CO-ADVISOR

A4 has entered a Co-Advisor relationship with Gradient Investments, LLC (GI). A4 will provide information to each client regarding the services offered by GI as the portfolio manager. A4 will assist the Client to determine the appropriate model selection based on the Client's investment objectives and risk tolerance. A4 will have full discretion on an ongoing basis to select suitable models to maintain client's risk tolerance. A4 will share in the management fees charged by GI as described in Item 5 of this brochure.

A4 has entered into a Co-Advisor relationship with Flexible Plan Investments, Ltd. (Flex Plan). A4 will maintain ongoing relationships with Clients through personal contacts, including personal visits, email and telephone conversations, personalized follow-up mailings and presentations. A4 will initially and at least annually, consult with each Client regarding Client's financial condition, whether there have been any changes on the Client's financial situation or investment objective and whether the Client wishes to impose any reasonable restrictions on the management of the Client's account or reasonably modify existing restrictions. A4 will also initially, and as necessary, conduct an analysis to determine whether the selected strategies are prudent for the Client.

ASSETS HELD AWAY

A4 will work with individuals on determining their individual investment goals, time horizons, objectives, and risk tolerance. Investment strategies, investment selection, and asset allocation are based on the above factors. The accounts will be monitored on a quarterly basis. A4 will provide recommendations to the client on a quarterly basis, but implementation will be at the sole discretion of the client

FINANCIAL PLANNING AND CONSULTING

If financial planning services are applicable, the Client may choose to compensate A4 on a negotiable fixed fee basis or on an hourly fee basis described in detail under the "Fees and Compensation" section of this brochure. Services include but are not limited to a thorough review of all applicable topics including Wills, Estate Plan/Trusts, Investments, Taxes, and Insurance. If a conflict of interest exists between the interests of the investment advisor and the interests of the Client, the Client is under no obligation to act upon the investment advisor's recommendation. If the Client elects to act on any of the recommendations, the

Client is under no obligation to effect the transaction through A4. Clients may terminate advisory services with 30 days written notice.

THIRD PARTY MONEY MANAGERS

A4 has a dual arrangement to refer clients the services of Third Party Money Managers to manage Client accounts. The relationship between A4 and MTPM will be disclosed to the Client in writing prior to commencement of the services. A4 will provide the following services for TPMM:

- Interview Client prior to referring Client to TPMM in order to ascertain the Client's financial position, investment goals and objectives, investment limitations and reasonable restrictions and risk tolerance;
- Provide TPMM with a completed profile questionnaire;
- Provide the Client with a proposed investment policy statement and the investment strategy best suited for the Client;
- Deliver TPMM's Disclosure Statement to Client; and
- Be the primary contact with the Client.

A4 will take into account the fees, rate of return, Client objectives and risk tolerance when referring a money manager for the Client. The Client will agree in writing in the advisory agreement to the selection of the specific money manager to be used. In such circumstances, A4 receives solicitor fees from the Third Party Manager. This is detailed in Item 10 of this brochure.

Client Tailored Services and Client Imposed Restrictions

The goals and objectives for each Client are documented in our Client files. Investment strategies are created that reflect the stated goals and objectives. Clients may impose restrictions on investing in certain securities or types of securities. Agreements may not be assigned without Client consent.

Wrap Fee Programs

A4 does not participate in wrap fee programs.

Client Assets Under Management

As of, December 31, 2022, A4 managed approximately \$97,643,997 in Client assets on a discretionary basis and \$28,379,891 on a non-discretionary basis.

Item 5: Fees and Compensation

Method of Compensation and Fee Schedule

ASSET MANAGEMENT

A4 offers direct asset management services to advisory Clients. The fees for these services will be based on a percentage of Assets Under Management:

| Assets Under Management | Annual Fee | Quarterly Fee |
|--------------------------------|-------------------|----------------------|
| \$10,000,000 or less | 1.60% | .4000% |
| Over \$10,000,000 | 0.60% | .15% |

The annual fee may be negotiable. Accounts within the same household may be combined for a reduced fee. Fees are billed quarterly in arrears based on the amount of assets managed as of the close of business on the last business day of each quarter. A4 will send Clients invoices at the end of each quarter. Quarterly advisory fees deducted from the Clients' account by the custodian will be reflected in a provided fee invoice as fees are withdrawn. For accounts where we do not have access for direct withdrawal of our fees, Clients can either choose to have those fees deducted from another account we manage or pay us directly. For fees paid directly to A4, the fees must be paid within ten (10) days following the conclusion of the calendar quarter in which the account is being billed. If the invoice is not paid within thirty (30) days A4 may charge a late fee not to exceed the lesser of 8% interest rate annually or \$25.00. An additional late fee will be charged every 30 days until paid. Lower fees for comparable services may be available from other sources. Clients may terminate their account within five (5) business days of signing the Investment Advisory Agreement with no obligation. Clients may terminate advisory services with thirty (30) days written notice. A4 will be entitled to a pro rata fee for the days service was provided in the final quarter. Client shall be given thirty (30) days prior written notice of any increase in fees.

A4 may also utilize the services of a Sub-Advisor to manage Clients' investment portfolios. A4 will enter into Sub-Advisor agreements with other registered investment advisor firms. When using Sub-Advisors, the Client will not pay additional fees. The Sub-Advisors fees are inclusive of the fees charged by A4.

CO-ADVISOR FEES

Gradient Investments, LLC

A4 has entered into a Co-Advisor Agreement with Gradient Investments, LLC ("GI"). GI is a Registered Investment Advisor registered with the Securities and Exchange Commission that provides investment portfolio advice and supervisory services.

GI offers an actively managed program of mutual fund and stock portfolios. The fee will be disclosed to the Client in the Investment Advisory Agreement and are negotiable. The Clients fee for these services will be based on a percentage of assets under management as follows:

| STRATEGIC PORTFOLIOS | | | |
|-----------------------------|-------------------|-----------|-----------|
| | Annual Fee | GI | A4 |
| All Assets | 1.80% | 0.80% | 1.00% |

| TACTICAL PORTFOLIOS | | | |
|----------------------------|-------------------|-----------|-----------|
| | Annual Fee | GI | A4 |
| All Assets | 1.70% | 0.70% | 1.00% |

Traditionally, GI's Tactical Portfolio was billed with a max annual fee of 2.00%. Since GI is the sub-advisor to the Tactical Portfolio and will receive an annual fee of 0.20% from the ETF, GI has reduced its annual fee of the Tactical Portfolio so as not to double dip.

For example, a Client investing \$100,000 in the GI Tactical portfolio prior to November 2022 would pay an annual fee to GI of \$2,000 or $\$100,000 \times 2.00\% = \$2,000$. After

November 2022 the same client would pay GI an annual fee of \$1,700 or $\$100,000 \times 1.70\% = \$1,700$ and pay the internal fees of \$200 or $\$100,000 \times 0.20\% = \200 . For a total of $\$1,700 + \$200 = \$1,900$.

| ALLOCATION & DEFINED OUTCOME PORTFOLIOS | | | |
|--|-------------------|-----------|-----------|
| | Annual Fee | GI | A4 |
| All Assets | 1.60% | 0.60% | 1.00% |

| PRESERVATION PORTFOLIOS | | | |
|--------------------------------|-------------------|-----------|-----------|
| | Annual Fee | GI | A4 |
| All Assets | 1.00% | 0.40% | 0.60% |

| CLIENT DIRECTED ACCOUNTS | | | |
|---------------------------------|-------------------|-----------|-----------|
| | Annual Fee | GI | A4 |
| All Assets | \$300 | \$300 | \$0 |

For Client Directed Accounts (CDA), GI will assist in the opening, closing and transferring of accounts. GI will not have discretion at any time on these accounts. Client is solely responsible for the assets held within the accounts and their values which could increase or decrease (potential loss of principal). GI will not execute trades in CDA accounts. GI exceptions will be made for withdrawals to client or assets transferred into a GI managed portfolio. GI will also provide performance reporting on these accounts and can furnish 3rd party analysis reports per the client's request. Similar services may be available through other sources for a lower fee.

These are flat fee schedules, the entire portfolio is charged the same asset management fee.

Example:

| Portfolio | Calculation | Quarterly Fee |
|---|---|----------------------|
| Strategic Portfolio: | $(\$750,000 \times 1.80\%) \times (91/365)$ | \$3,272.26 |
| Tactical Portfolio: | $(\$750,000 \times 1.70\%) \times (91/365)$ | \$3,178.77 |
| Allocation & Defined Outcome Portfolio: | $(\$750,000 \times 1.60\%) \times (91/365)$ | \$2,991.78 |
| Preservation Portfolio: | $(\$750,000 \times 1.0\%) \times (91/365)$ | \$1,869.86 |

Fee Calculation: (Quarter End Value x Annual Fee %) x (Days in Quarter/Days in Year)
+ **\$15 Quarterly Service Fee***

* The \$15 Quarterly Service Fee is the technology fee charged per account or investment strategy for performance and other reporting. This fee is disclosed in our ADV Part 2A (Item 5: Fees and Compensation) and in our Investment Proposal and Contract (Schedule D: Schedule of Fees).

The above fees are negotiable. Fees are assessed quarterly in arrears based on the amount of the assets managed as of the end of the previous quarter. All management fees are withdrawn from the Client's account unless otherwise noted. GI will receive written

authorization from the Client to deduct advisory fees from their account held by a qualified custodian. GI will pay A4 their share of the fees. A4 does not have access to deduct Client fees. Clients may terminate their account within five (5) business days of signing the investment advisory agreement without penalty or obligation. For terminations after the initial five business days, GI will be entitled to a pro-rata fee for the days service was provided in the final quarter. GI will pay A4 their portion of the final fee.

Incentive Program - GI

In addition to the regular advisory fee, GI has instituted a long-term incentive arrangement by A4 can share in GI's portion of the management fee. This does not change the cost to the Client; it is a sharing arrangement paid from GI's portion of the advisory fee. The incentive arrangement will be paid annually according to the following table:

| A4 quarterly AUM with GI | Participation rate in GI's fee |
|--------------------------|--------------------------------|
| \$10,000,000 | 3.00% |
| \$25,000,000 | 10.00% |
| \$50,000,000 | 12.50% |
| \$75,000,000 | 15.00% |

Once A4 reaches and maintains the thresholds listed above, the participation rate applies to all of the AUM for the quarter.

To receive the incentive award, A4 needs to meet two qualifications. First, the quarter end billable AUM must be above the threshold amounts specified. Second, A4 must be an advisor "in good standing" with GI at the time the annual checks are issued. "In good standing" means the advisor is proactively placing assets with GI.

Flexible Plan Investments, Ltd.

A4 specializes in creating investment strategies for clients based on the client's needs. Details on the strategies available are fully described in the Form ADV Part 2 of A4. The fee will be disclosed to the client in the Investment Advisory Agreement. The client's fee for these services will be based on a percentage of assets under management as follows:

| Group Retirement Plan Accounts – The Flex Plan and Strategic Advantage 401k | | | |
|---|---------------------|----------------------|----------------------------|
| Assets under Management | Maximum* Annual Fee | Maximum A4 Retention | Maximum FlexPlan Retention |
| All sizes | 1.75% | 1.25%% | 0.50% |

A4's portion of the annual fee may be negotiable based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with Clients, etc.).

Fees are billed quarterly in arrears based on the amount of assets managed as of the close of business on the last business day of the previous quarter. Lower fees for comparable services may be available from other sources. Clients may terminate their account within five (5) business days of signing the Investment Advisory Agreement with no obligation

and without penalty. Clients may terminate advisory services with thirty (30) days written notice. For accounts opened or closed mid-billing period, any unpaid earned fees will be due to A4. Client shall be given thirty (30) days prior written notice of any increase in fees. Any increase in fees will be acknowledged in writing by both parties before any increase in said fees occurs.

ASSETS HELD AWAY

Fees for these services will be based on a percentage of Assets Under Management. The annual fee will be .60%. Fees will be paid in arrears every quarter. Client will be provided an invoice at the commencement of services payable within ten (10) days of receipt. Clients may choose to pay A4 directly or have the amount deducted from another account managed by A4. Clients may terminate their account within five (5) business days of signing the Investment Advisory Agreement with no obligation and without penalty. If the Client cancels after five (5) business days any unpaid earned fees will be due to A4.

FINANCIAL PLANNING AND CONSULTING

Client will pay the estimated fee at the signing of the agreement. The fees are negotiable and the final fees will be attached as Schedule C of the Client Agreement. Services are completed and delivered inside of six (6) months. Clients may terminate their contracts without penalty within five (5) business days of signing the Client agreement, after the five (5) business days, Client will be entitled to a pro rata refund based on the percentage of work completed.

FIXED FEES

Financial Planning Services are offered based on a negotiable fixed fee between \$500 and \$5,000 based on complexity and unique Client needs.

HOURLY FEES

Financial Planning Services are offered based on an hourly fee of \$350 per hour. Prior to the planning process the Client will be provided an estimated plan fee.

SOLICITOR FEES

A4 may at times use the services of TPMMs and receive a portion of the management fee for referring Clients. The Client will not pay additional advisory fees to the TPMM for these services. This is detailed in Item 10 of this brochure.

Client Payment of Fees

Asset management fees are billed quarterly in arrears, meaning we invoice you after the three-month billing period has ended. Fees for financial plans are due at the signing of the agreement.

Additional Client Fees Charged

Custodians may charge transaction fees on purchases or sales of certain mutual funds, equities and exchange-traded funds. These charges may include mutual fund transactions fees, postage and handling and miscellaneous fees (fee levied to recover costs associated with fees assessed by self-regulatory organizations). These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

A4, in its sole discretion, may waive its minimum fee and/or charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with Clients, etc.). For more details on the brokerage practices, see Item 12 of this brochure.

Prepayment of Client Fees

Fees for financial plans are due upon Client signing the agreement.

External Compensation for the Sale of Securities to Clients

A4 does not receive any external compensation for the sale of securities to Clients, nor do any of the investment advisor representatives of A4.

Item 6: Performance-Based Fees

Sharing of Capital Gains

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

A4 does not use a performance-based fee structure because of the potential conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk to the Client.

Item 7: Types of Clients

Description

A4 generally provides investment advice to individuals, pension and profit sharing plans, trusts, estates, or charitable organizations, corporations or business entities. Client relationships vary in scope and length of service.

Account Minimums

A4 requires a minimum of \$500,000 to open an account. A4 in its sole discretion may waive the minimum and accept accounts of a lesser value. Some third party money managers used by A4 may have a minimum to open an account.

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

Methods of Analysis

Security analysis methods may include fundamental analysis, technical analysis, and cyclical analysis. Investing in securities involves risk of loss that Clients should be prepared to bear. Past performance is not a guarantee of future returns.

Fundamental analysis involves evaluating a stock using real data such as company revenues, earnings, return on equity, and profit margins to determine underlying value and potential growth. Technical analysis involves evaluating securities based on past prices and volume. Cyclical analysis involves analyzing the cycles of the market.

When creating a financial plan, A4 utilizes fundamental analysis to provide review of insurance policies for economic value and income replacement. Technical analysis is used to review mutual funds and individual stocks. The main sources of information include Morningstar, Client documents such as tax returns and insurance policies.

In developing a financial plan for a Client, A4's analysis may include cash flow analysis, investment planning, risk management, tax planning and estate planning. Based on the information gathered, a detailed strategy is tailored to the Client's specific situation.

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

Investment Strategy

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

Other strategies may include long-term purchases, short-term purchases and trading.

Security Specific Material Risks

Fundamental analysis may involve interest rate risk, market risk, business risk, and financial risk. Risks involved in technical analysis are inflation risk, reinvestment risk, and market risk. Cyclical analysis involves inflation risk, market risk, and currency risk.

All investment programs have certain risks that are borne by the investor. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks and should discuss these risks with A4:

- *Interest-rate Risk:* Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- *Market Risk:* The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- *Inflation Risk:* When any type of inflation is present, a dollar today will buy more than a dollar next year, because purchasing power is eroding at the rate of inflation.
- *Currency Risk:* Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- *Reinvestment Risk:* This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.

- *Business Risk:* These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.
- *Liquidity Risk:* Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.
- *Financial Risk:* Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.
- *Non-Traded REITs Risk:* Absence of a public market, lack of liquidity, no guarantee of a distribution and no connection between the share of price of the REIT and the net asset value of the REIT until the assets are valued by the Board of Directors.
- *Option Risk:* The risk with option buying are the risk of losing your entire investment in a relatively short period time and losing your entire investment as the option goes out of the money and as expiration nears. The risk with option selling is options sold may be exercised at any time before expiration and forgoing the right to profit when the underlying stock rises above the strike price of the call option sold.

The risks associated with utilizing Sub-Advisors include:

- Manager Risk
 - Sub-Advisor fails to execute the stated investment strategy
- Business Risk
 - Sub-Advisor has financial or regulatory problems

The specific risks associated with the portfolios of the Sub-Advisor's which is disclosed in the Sub-Advisor's Form ADV Part 2.

Item 9: Disciplinary Information

Criminal or Civil Actions

A4 and its management have not been involved in any criminal or civil action.

Administrative Enforcement Proceedings

A4 and its management have not been involved in administrative enforcement proceedings.

Self-Regulatory Organization Enforcement Proceedings

A4 and its management have not been involved in legal or disciplinary events related to past or present investment Clients.

Item 10: Other Financial Industry Activities and Affiliations

Broker-Dealer or Representative Registration

Neither A4 nor any of its employees are registered representatives of a broker-dealer.

Futures or Commodity Registration

Neither A4 nor its employees are registered or has an application pending to register as a futures commission merchant, commodity pool operator, or a commodity trading advisor.

Material Relationships Maintained by this Advisory Business and Conflicts of Interest

Managing Member John Balcerzak has an additional business as an insurance agent. Approximately 30% of Mr. Balcerzak's time is spent in this practice. From time to time, he will offer Clients advice or products from those activities.

These practices represent conflicts of interest because it gives Mr. Balcerzak an incentive to recommend products based on the commission amount received. This conflict is mitigated by disclosures, procedures, and the firm's Fiduciary obligation to place the interest of the Client first and the Clients are not required to purchase any products. Clients have the option to purchase these products through another insurance agent or land developer of their choosing.

John Balcerzak is also a Managing Member and Vice President of Sunset Cove Enterprises LLC, a land development company. Less than 5% of his time is spent in this business. As no clients will invest in this, there is no conflict of interest.

A4 offers two different cash account/cash management programs. The Cantor Fitzgerald Insured Cash Account Program and Max Advisor Account through Six Trees Capital LLC.

Cantor Fitzgerald Insured Cash Account

A4 acts as an "Intermediary" for a deposit bank account program established and administered by StoneCastle Network, LLC of which CF Cash, LLC is the introducing party. This program is called the Cantor Fitzgerald Insured Cash Account Program through which Clients can make a deposit(s) with a custodian of the program with the intention that such amount will have 100% FDIC insurance coverage. A4 is compensated by StoneCastle Network, LLC an administrative fee equal to an annualized fee of 0.25% of the average daily balance of the amounts in the account for the applicable month. Fees are paid monthly in arrears. Clients may cancel at any time by providing notice to StoneCastle Network, LLC. A4 will compensated by StoneCastle

Max Advisor Account

A4 has entered into an agreement with Six Trees Capital LLC to provide an online cash management platform to Clients, "Max Advisor Account". A4 will assist Client in assessing the optimal allocation of their cash across two or more bank accounts on the platform. A4 charges an annual fee between 0.25% and 0.50% of the cash balance in the accounts. Fees

are charged quarterly in arrears based on the account balances as of the last day of the previous quarter.

These practices represent conflicts of interest because it gives an incentive to recommend products based on the fees received. This conflict is mitigated by disclosures, procedures, and the firm's Fiduciary obligation to place the interest of the Client first and the Clients are not required to purchase any products. Clients have the option to purchase these products through another bank of their choosing.**Recommendations or Selections of Other Investment Advisors and Conflicts of Interest**

A4 has a dual agreement with clients to refer TPMMs to manage Client accounts. In such circumstances, A4 receives referral fees from the TPMM. These fees do not include brokerage fees that may be assessed by the custodial broker dealer. Fees for these services are based on a percentage of assets under management. This situation creates a conflict of interest in recommending a manager who shares a larger portion of its advisory fees over another manager. However, when referring Clients to a TPMM, the Client's best interest will be the main determining factor of A4. Client may obtain these services through another party whose fees may be higher or lower than A4. Client may receive these services for a lower fee if obtained directly with the TPMM.

A4 may also utilize the services of a Sub-Advisor to manage Clients' investment portfolios. Sub-Advisors will maintain the models or investment strategies agreed upon between Sub-Advisor and A4. Sub-Advisors execute all trades on behalf of A4 in Client accounts. A4 will be responsible for the overall direct relationship with the Client. A4 retains the authority to terminate the Sub-Advisor relationship at A4's discretion.

In addition to the authority granted to A4 under the Agreement, Client will grant A4 full discretionary authority and authorizes A4 to select and appoint one or more independent investment advisors ("Advisors") to provide investment advisory services to Client without prior consultation with or the prior consent of Client. Such Advisors shall have all of the same authority relating to the management of Client's investment accounts as is granted to A4 in the Agreement. In addition, at A4's discretion, A4 may grant such Advisors full authority to further delegate such discretionary investment authority to additional Advisors.

This practice represents a conflict of interest as A4 may select Sub-Advisors who charge a lower fee for their services than other Sub-Advisors. This conflict is mitigated by disclosures, procedures, and by the fact that A4 has a fiduciary duty to place the best interest of the Client first and will adhere to their code of ethics.

A4 may terminate any of the aforementioned agreements at any time by notifying the Client in writing. If the Client made an advance payment, A4 will refund any unearned portion of the advance payment.

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

Code of Ethics Description

The employees of A4 have committed to a Code of Ethics. The purpose of our Code of Ethics is to ensure that when employees buy or sell securities for their personal account, they do not create actual or potential conflicts with our Clients. We do not allow any employees to use non-public material information for their personal profit or to use internal research for their personal benefit in conflict with the benefit to our Clients.

One area the Code addresses is when employees buy or sell securities for their personal accounts and how to mitigate any conflict of interest with our Clients. We do not allow any employees to use non-public material information for their personal profit or to use internal research for their personal benefit in conflict with the benefit to our Clients.

A4's policy prohibits any person from acting upon or otherwise misusing non-public or inside information. No advisory representative or other employee, officer or director of A4 may recommend any transaction in a security or its derivative to advisory Clients or engage in personal securities transactions for a security or its derivatives if the advisory representative possesses material, non-public information regarding the security.

A4's Code is based on the guiding principle that the interests of the Client are our top priority. A4's officers, directors, advisors, and other employees have a fiduciary duty to our Clients and must diligently perform that duty to maintain the complete trust and confidence of our Clients. When a conflict arises, it is our obligation to put the Client's interests over the interests of either employees or the company.

The Code applies to "access" persons. "Access" persons are employees who have access to non-public information regarding any Clients' purchase or sale of securities, or non-public information regarding the portfolio holdings of any reportable fund, who are involved in making securities recommendations to Clients, or who have access to such recommendations that are non-public.

A4 will provide a copy of the Code of Ethics to any Client or prospective Client upon request.

Investment Recommendations Involving a Material Financial Interest and Conflict of Interest

A4 and its employees do not recommend to Clients securities in which we have a material financial interest.

Advisory Firm Purchase of Same Securities Recommended to Clients and Conflicts of Interest

A4 and its employees may buy or sell securities that are also held by Clients. In order to mitigate conflicts of interest such as heading away of Client trades, employees are required to disclose all reportable securities transactions.

The Chief Compliance Officer of A4 is John Balcerzak. He reviews all employee trades each quarter. The personal trading reviews ensure that the personal trading of employees does

not affect the markets and that Clients of the firm receive preferential treatment over employee transactions.

Client Securities Recommendations or Trades and Concurrent Advisory Firm Securities Transactions and Conflicts of Interest

A4 does not maintain a firm proprietary trading account and does not have a material financial interest in any securities being recommended and therefore no conflicts of interest exist. However, employees may buy or sell securities at the same time they buy or sell securities for Clients. In order to mitigate conflicts of interest such as front running, employees are required to disclose all reportable securities transactions.

The Chief Compliance Officer of A4 is John Balcerzak. He reviews all employee trades each quarter. The personal trading reviews ensure that the personal trading of employees does not affect the markets and that Clients of the firm receive preferential treatment over employee transactions.

Item 12: Brokerage Practices

Factors Used to Select Broker-Dealers for Client Transactions

A4 may recommend the use of a particular broker-dealer or may utilize a broker-dealer of the Client's choosing. A4 will select appropriate brokers based on a number of factors including but not limited to their relatively low transaction fees and reporting ability. A4 relies on its broker to provide its execution services at the best prices available. Lower fees for comparable services may be available from other sources. Clients pay for any and all custodial fees in addition to the advisory fee charged by A4.

- *Directed Brokerage*
In circumstances where a Client directs A4 to use a certain broker-dealer, A4 still has a fiduciary duty to its Clients. The following may apply with Directed Brokerage: A4's inability to negotiate commissions, to obtain volume discounts, there may be a disparity in commission charges among Clients and conflicts of interest arising from brokerage firm referrals.
- *Best Execution*
Investment advisors who manage or supervise Client portfolios on a discretionary basis have a fiduciary obligation of best execution. A4 does not exercise discretion of Client accounts.
- *Soft Dollar Arrangements*
The Securities and Exchange Commission defines soft dollar practices as arrangement under which products or services other than execution services are obtained by A4 from or through a broker-dealer in exchange for directing Client transactions to the broker-dealer. As permitted by Section 28(e) of the Securities Exchange Act of 1934, A4 may receive economic benefits as a result of commissions generated from securities transactions by the broker-dealer from the accounts of A4. These benefits include both proprietary research from the broker and other research written by third parties.

A conflict of interest exists when A4 receives soft dollars. This conflict is mitigated by disclosures, procedures, and the firm's Fiduciary obligation to act in the best interest of his Clients and the services received are beneficial to all Clients.

Aggregating Securities Transactions for Client Accounts

A4 is not authorized to aggregate purchases and sales and other transactions.

Item 13: Review of Accounts

Schedule for Periodic Review of Client Accounts or Financial Plans and Advisory Persons Involved

Account reviews are performed quarterly by John Balcerzak, Chief Compliance Officer. Account reviews are performed more frequently when market conditions dictate. Financial Plans are considered complete when recommendations are delivered to the Client and a review is done only upon request of Client.

Review of Client Accounts on Non-Periodic Basis

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

Content of Client Provided Reports and Frequency

Clients receive account statements no less than quarterly for managed accounts. Account statements are issued by the custodian. Clients receive confirmations of each transaction in account from Custodian and an additional statement during any month in which a transaction occurs.

Item 14: Client Referrals and Other Compensation

Economic benefits Provided to the Advisory Firm from External Sources and Conflicts of Interest

As part of a Client's entire portfolio, a portion may be allocated to a REIT from various REIT companies. A4 is not affiliated with any of the REIT companies and A4 provides no services other than referring appropriate Clients to invest. In connection with investing in REITs, A4 may use marketing materials to inform Clients about these investment options with the various companies. A4 may receive marketing support payments in the form of reimbursements for *bona fide*, reasonable marketing expenses incurred in connection with marketing the Shares. The amount of any marketing support payments, if any, shall be determined by the REIT company, in its sole discretion, but in any event, may not be greater than the *bona fide* reasonable expenses incurred by A4 and in no event shall be excessive or lavish, or otherwise call into question the propriety of the payments.

In addition, financial consultants may be eligible for cash and non-cash compensation including bonuses, recognition trips and other benefits. Some of these programs may be financed in whole or in part by unaffiliated third parties, including TPMMs, which may influence some representatives to favor those managers. See the prior sections entitled "Fees and Compensation" and "Other Financial Industry Activities and Affiliations" for more details regarding compensation and conflicts of interests.

The payment of marketing support, or the determination of the amount paid pursuant thereto, if any, shall not be conditioned upon any specific generation requirement or investment in the Shares, nor shall any such payment be made in recognition of prior business generation. This represents a conflict of interest because it gives an incentive to market this investment. The conflict is mitigated by disclosures, procedures, and the firm's Fiduciary obligation and by the fact that Clients are not required to invest in this product and may invest with another investment advisor of their choosing.

A4's investment advisor representatives may receive certain benefits from Gradient Investments, LLC (and/or its affiliated companies) based on achieving certain production thresholds. These thresholds are not based on the sale of any specific product or specific product type. These incentives include marketing assistance, access to technology, office support, and business trainings and trips. While some of these benefit the client, such as technology and training, some do not. This creates a conflict of interest because it gives an incentive to the representative to meet this threshold. This conflict is mitigated by disclosures, procedures and the firm's fiduciary obligation to place the best interest of the Client first. Clients are not required to use Gradient Investments, LLC or any of its affiliated companies.

Advisory Firm Payments for Client Referrals

A4 does not compensate for Client referrals.

Item 15: Custody

Account Statements

All assets are held at qualified custodians, which means the custodians provide account statements directly to Clients at their address of record at least quarterly. Clients are urged to compare the account statements received directly from their custodians to the performance report statements prepared by the TPM.

A4 is deemed to have limited custody because advisory fees are directly deducted from Clients' account by the custodian on behalf of A4.

A4 is also deemed to have limited custody due to its Third-Party Standing Letters of Authorization ("SLOA").

A4 and its qualified custodian meet the following seven (7) conditions in order to avoid maintaining full custody and be subject to the surprise exam requirement:

1. The Client provides an instruction to the qualified custodian, in writing, that includes the Client's signature, the third party's name, and either the third party's address or the third party's account number at a custodian to which the transfer should be directed.
2. The Client authorizes A4, in writing, either on the qualified custodian's form or separately, to direct transfers to the third party either on a specified schedule or from time to time.

3. The Client's qualified custodian performs appropriate verification of the instruction, such as a signature review or other method to verify the Client's authorization and provides a transfer of funds notice to the Client promptly after each transfer.
4. The Client has the ability to terminate or change the instruction to the Client's qualified custodian.
5. A4 has no authority or ability to designate or change the identity of the third party, the address, or any other information about the third party contained in the Client's instruction.
6. A4 maintains records showing that the third party is not a related party nor located at the same address as A4.
7. The Client's qualified custodian sends the Client, in writing, an initial notice confirming the instruction and an annual notice reconfirming the instruction.

Item 16: Investment Discretion

Discretionary Authority for Trading

If applicable, Client will authorize A4 discretionary authority, via the advisory agreement, to determine, without obtaining specific Client consent, the securities to be bought or sold, and the amount of the securities to be bought or sold. If applicable, Client will authorize A4 discretionary authority to execute selected investment program transactions as stated within the Investment Advisory Agreement. If however, consent for discretion is not given, A4 will obtain prior Client approval before executing each transaction.

A4 allows Client's to place certain restrictions, as outlined in the Client's Investment Policy Statement or similar document. Such restrictions could include only allowing purchases of socially conscious investments. These restrictions must be provided to A4 in writing.

The Client approves the custodian to be used and the commission rates paid to the custodian. A4 does not receive any portion of the transaction fees or commissions paid by the Client to the custodian.

Item 17: Voting Client Securities

Proxy Votes

A4 does not vote proxies on securities. Clients are expected to vote their own proxies. The Client will receive their proxies directly from the custodian of their account or from a transfer agent.

Item 18: Financial Information

Balance Sheet

A balance sheet is not required to be provided because A4 does not serve as a custodian for Client funds or securities and A4 does not require prepayment of fees of more than \$1200 per Client and six months or more in advance.

Financial Conditions Reasonably Likely to Impair Advisory Firm's Ability to Meet Commitments to Clients

A4 has no condition that is reasonably likely to impair our ability to meet contractual commitments to our Clients.

Bankruptcy Petitions during the Past Ten Years

Neither A4 nor its management has had any bankruptcy petitions in the last ten years.

Supervised Person Brochure

Part 2B of Form ADV

John Burke Balcerzak CFP®



**A4 WEALTH
ADVISORS**

Creating Lifestyles, Building Legacies™

**16140 Northcross Drive
Huntersville, NC 28078**

PHONE: 704-509-1141

FAX: 704-897-0271

WEBSITE: www.A4WEALTH.com

EMAIL: jbalcerzak@A4wealth.com

This brochure supplement provides information about John Balcerzak and supplements the A4 Wealth Advisors LLC's brochure. You should have received a copy of that brochure. Please contact John Balcerzak if you did not receive A4 Wealth Advisors LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about John Balcerzak (CRD#2902873) is available on the SEC's website at www.adviserinfo.sec.gov.

March 31, 2023

Brochure Supplement (Part 2B of Form ADV)

Supervised Person Brochure

Principal Executive Officers and Management Persons - John Burke Balcerzak CFP®

- Date of birth: 02/01/1973
-

Item 2 Educational Background and Business Experience

Educational Background:

- Metropolitan State College of Denver; CFP®; 2005
- Roanoke College; BA Business Administration (Concentration in Finance); 1995

Business Experience:

- A4 Wealth Advisors LLC; Managing Member/IAR; 04/2010 – Present
 - Sunset Cove Enterprising LLC; Managing Member/Vice President; 11/2020 - Present
 - JBB Holdings, LLC; Managing Member; 12/2007 – Present
 - World Wide Financial Solutions, LLC dba A4 Insurance Solutions; CEO/Insurance Agent; 11/2007 – Present
 - Gradient Investments, LLC; Solicitor; 07/2010 – 12/2022
 - FormulaFolio Investments, LLC; Solicitor; 07/2010 – 12/2021
 - High Tech Lending, Inc; Branch Manager; 07/2018 – 01/2020
 - Trident Investment Management; IARRR/OSJ; 06/2009 – 04/2010
 - KCD Financial, Inc.; Registered Representative/IAR/OSJ; 11/2007 – 06/2009
-

Professional Certifications

Certified Financial Planner (CFP): Certified Financial Planners are licensed by the CFP Board to use the CFP mark. CFP certification requirements:

- Bachelor's degree from an accredited college or university.
 - Completion of the financial planning education requirements set by the CFP Board (www.cfp.net).
 - Successful completion of the 10-hour CFP® Certification Exam.
 - Three-year qualifying full-time work experience.
 - Successfully pass the Candidate Fitness Standards and background check
-

Item 3 Disciplinary Information

Mr. Balcerzak does not have any disciplinary information to disclose.

Item 4 Other Business Activities

John Balcerzak has a financial industry affiliated business as an insurance agent. Approximately 30% of Mr. Balcerzak's time is spent in this practice. From time to time, he offers Clients advice or products from those activities. Clients are not required to purchase any products.

These practices represent conflicts of interest because it gives Mr. Balcerzak an incentive to recommend products based on the commission amount received. This conflict is mitigated by disclosures, procedures, and the firm's Fiduciary obligation to place the interest of the Client first and the Clients are not required to purchase any products. Clients have the

option to purchase these products through another insurance agent or land developer of their choosing.

John Balcerzak is also a Managing Member and Vice President of Sunset Cove Enterprises LLC, a land development company. Less than 5% of his time is spent in this business. As Clients will not invest, there is no conflict of interest.

Item 5 Additional Compensation

John Balcerzak receives commission from the sale of insurance products and profits from the sale of land but does not receive any performance-based fees.

John Balcerzak may receive certain benefits from Gradient Investments, LLC (and/or its affiliated companies) based on achieving certain production thresholds. These thresholds are not based on the sale of any specific product or specific product type. These incentives include marketing assistance, access to technology, office support, and business trainings and trips. While some of these benefit the client, such as technology and training, some do not. This creates a conflict of interest because it gives an incentive to the representative to meet this threshold. This conflict is mitigated by disclosures, procedures and the firm's fiduciary obligation to place the best interest of the Client first. Clients are not required to use Gradient Investments, LLC or any of its affiliated companies.

Item 6 Supervision

Since John Balcerzak is the sole owner and CCO of A4 Wealth Advisors, he is solely responsible for all supervision and formulation and monitoring of investment advice offered to Clients. He will adhere to the policies and procedures as described in the firm's Compliance Manual.

Mr. Balcerzak can be contacted by telephone at: 704-509-1141 or by email at: jbalcerzak@A4wealth.com