

## Item 1: Cover Page

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# **Cypress Financial Planning, LLC**

## **Form ADV Part 2A**

### **Investment Adviser Brochure**

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August 2023

This Brochure provides information about the qualifications and business practices of Cypress Financial Planning, LLC. If you have any questions about the contents of this Brochure, please contact Jeffrey R. Jones, Owner, Principal, and Chief Compliance Officer, at (856) 720-0029 or [jeff.jones@cypressplanning.com](mailto:jeff.jones@cypressplanning.com).

Additional information about our Firm is also available at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). 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.

We are a registered investment adviser. Please note that use of the term “registered investment advisor” and a description of the Firm and/or our employees as “registered” does not imply a certain level of skill or training. For more information on the qualifications of the Firm and our employees who advise you, we encourage you to review this Brochure and the Brochure Supplement(s).

## Item 2: Material Changes

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In this Item of Cypress Financial Planning, LLC's ("Cypress" or the "Firm," "we," "us," "ours,") Form ADV 2, we are required to discuss any material changes that have been made to Form ADV since the last Annual Amendment.

### **Material Changes since the Last Update**

Since the filing of our Annual Amendment on February 20, 2023, we have the following material change to report:

- This Form was updated to clarify that we do not vote proxies on behalf of clients. Please see Item 17 (Voting Client Securities)

### **Annual Update**

You will receive a summary of any material changes to our Form ADV brochure within 120 days of our fiscal year end. We may also provide updated disclosure information about material changes on a more frequent basis. Any summaries of changes will include the date of the last annual update of the ADV.

The Supplement to our Form ADV Brochure (Form ADV Part 2B) provides you with information regarding our employees that provide investment advice.

### **Full Brochure Available**

Our Form ADV may be requested at any time, without charge by contacting Jeffrey R. Jones, Owner, Principal, and Chief Compliance Officer, at (856) 720-0029 or [jeff.jones@cypressplanning.com](mailto:jeff.jones@cypressplanning.com). Additional information about the Firm is also available via the SEC's website [at www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The SEC's website also provides information about any employees affiliated with the Firm who are registered as investment adviser representatives.

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## Item 4: Advisory Business

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### **Firm Information**

This Disclosure Brochure ("Form ADV Part 2") provides information regarding the qualifications, business practices, and the advisory services provided by Cypress Financial Planning, LLC's ("Cypress" or the "Firm," "we," "us," "ours,").

We are a federally Registered Investment Adviser with the U.S. Securities and Exchange Commission ("SEC"). We were founded in 2009 and are primarily owned and operated by Jeffrey R. Jones.

We provide investment advisory services to individuals, high net worth individuals, families, businesses, corporate pension and profit-sharing plans, charitable institutions, foundations, endowments, and trust programs. Our investment advisory services include investment management and financial planning.

We are strictly a fee-only financial planning and investment management firm. Our compensation is solely from fees paid directly by clients. We do not receive commissions based on our clients' purchase(s) of any financial product, including insurance. No commissions in any form are accepted.

All of our financial advisors are fee-only fiduciaries who exercise his or her best efforts to act in good faith and in the best interest of the client. To this end, we offer a holistic approach to your finances including retirement planning, tax planning, insurance planning, education planning, business ownership concerns, intergenerational support, and estate management solutions.

### **Types of Advisory Services**

#### ***Wealth Management***

We typically provide a variety of wealth management services to individuals, high net worth individuals and families, in several areas of a client's financial situation, depending on their goals, objectives, and resources.

In Wealth Management engagements, we provide ongoing Financial Planning and Investment Management services as described above and we provide customized investment management solutions for our clients. We will manage advisory accounts on a discretionary or non-discretionary basis, as agreed upon with the client.

We meet with the client to review risk tolerance, financial goals and objectives, and time horizons. Additional meetings may include a review of additional financial information; sources of income, assets owned, existing insurance, liabilities, wills, trusts, business agreements, tax returns, investments, and personal and family obligations.

The financial plan may include both long and short-term considerations, depending upon the individual scenario. Upon completion a plan is presented to the client and the client is provided with recommendations that are deemed to be compatible with the client's stated goals and objectives. An implementation schedule is reviewed with the client to determine which steps will be pursued, and with whom the steps may be accomplished. The client is under no obligation to utilize the Firm to implement the advice or plan. Clients may choose all or certain components of advice and recommendations and can implement the recommendations through the service providers of their choice.

We will then construct a portfolio consisting of one or all of the following: individual equities, bonds, other investment products, no-load or load-waived mutual funds, and ETFs. We will allocate the client's assets among various investments taking into consideration the overall management style selected by the client. Mutual funds will be selected on the basis of any or all of the following criteria: the fund's performance history; the industry sector in which the fund invests; the track record of the fund's manager; the fund's investment objectives; the fund's management style and philosophy; and the fund's management fee structure. Portfolio weighting between funds and market sectors will be determined by each client's individual needs and circumstances.

### ***Retirement Plan Services***

We provide Retirement Plan Advisory Services. Our IARs may offer consulting and advisory services for employer sponsored retirement plans in accordance with the Employee Retirement Income Security Act ("ERISA"). These services are provided on a nondiscretionary basis and the retirement plan sponsor retains full discretionary authority over the assets of the retirement plan. When delivering ERISA fiduciary services, we will perform those services for the retirement plan as a fiduciary under ERISA Section 3(21)(A)(ii) and will act in good faith and with the degree of diligence, care, and skill that a prudent person rendering similar services would exercise under similar circumstances. When providing any ERISA fiduciary services, we will solely be making recommendations to the retirement plan sponsor and the retirement plan sponsor retains full discretionary authority or control over assets of the plan.

These services which may be provided are generally set forth below.

### **Fiduciary Services**

- Recommendations to establish or revise the plan's Investment Policy Statement
- Recommendations to select and monitor the designated investment alternatives
- Recommendations to select and monitor qualified default investment alternatives
- Recommendations to allocate and rebalance model asset allocation portfolios
- Recommendations to select and monitor investment managers

### **Non-Fiduciary Services**

- Assist plan fiduciaries with vendor management (service provider review)
- Assistance with plan fiduciary governance and committee structure

- Determining plan objectives and strategy
- Reviewing and conducting participant education and communication
- Developing and maintaining a fiduciary audit file

While providing retirement plan services, IARs may establish client relationships with participants of the Plan outside of the scope of retirement plan services. Such relationships may have existed prior to a retirement plan service agreement and relationships may develop subsequent to a retirement plan services agreement in various ways. If IAR provides advisory services outside of the scope of the advisory agreement with a participant, it may be necessary for that participant to execute an advisory agreement on an individual basis with IAR. IAR will not use his position as Plan fiduciary to solicit such relationships. Furthermore, IAR will not encourage Plan participants to conduct “rollovers” or to take any other action that will negatively affect Plan or Plan participants or increase compensation to IAR or our Firm. Separate Plan and Participant relationship agreements will dictate terms of participant relationships.

### **Wrap Fee Programs**

A “wrap-fee” program is one that provides the client with advisory and brokerage execution services for an all-inclusive fee. The client is not charged separate fees for the respective components of the total service. We do not sponsor, manage or participate in a Wrap Fee Program.

### **Fiduciary Statement**

We are fiduciaries under the Investment Advisers Act of 1940 and when we provide investment advice to you regarding your retirement plan account or individual retirement account, we are also fiduciaries within the meaning of Title I of the Employee Retirement Income Security Act, (“ERISA”) and/or the Internal Revenue Code, (“IRC”), as applicable, which are laws governing retirement accounts.

We have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. We must take into consideration each client’s objectives and act in the best interests of the client. We are prohibited from engaging in any activity that is in conflict with the interests of the client. We have the following responsibilities when working with a client:

- To render impartial advice;
- To make appropriate recommendations based on the client’s needs, financial circumstances, and investment objectives;
- To exercise a high degree of care and diligence to ensure that information is presented in an accurate manner and not in a way to mislead;
- To have a reasonable basis, information, and understanding of the facts in order to provide appropriate recommendations and representations;
- Disclose any material conflict of interest in writing; and

- Treat clients fairly and equitably.

Regulations prohibit us from:

- Employing any device, scheme, or artifice to defraud a client;
- Making any untrue statement of a material fact to a client or omitting to state a material fact when communicating with a client;
- Engaging in any act, practice, or course of business which operates or would operate as fraud or deceit upon a client; or
- Engaging in any manipulative act or practice with a client.

We will act with competence, dignity, integrity, and in an ethical manner, when working with clients. We will use reasonable care and exercise independent professional judgement when conducting investment analysis, making investment recommendations, trading, promoting our services, and engaging in other professional activities.

#### **Tailored Relationships**

We tailor advisory services to the individual needs of the client. Clients may place reasonable investment restrictions on their portfolios, including bans on investing in particular industries, and investing in limited amounts of securities. All limitations and restrictions placed on accounts must be presented to us in writing.

#### **Assets Under Management**

As of December 31, 2022, we managed \$233,988,878 in client assets; \$139,301,892 managed on a discretionary basis, and \$94,686,986 on a non-discretionary basis.

## Item 5: Fees and Compensation

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We base our fees on fixed fees or a percentage of assets under management, which are described below.

### **Compensation – Financial Planning**

Financial Planning fees will be charged as a fixed fee, typically ranging from \$1,500 - \$5,000, depending on the nature and complexity of each client's circumstances.

All financial planning fees are due in arrears, upon presentation of the financial plan.

### **Compensation – Wealth Management Services**

Wealth Management fees are charged an annual fee as follows:

<b>Assets Under Management</b>	<b>Annual Fee</b>
First \$500,000	1.00%
Portion from \$500,001 to \$2,000,000	0.75%
Portion from \$2,000,001 to \$5,000,000	0.50%
\$5,000,001 and up	0.40%

The asset-based fee is billed on a quarterly basis, in advance, based upon the market value of the Household Assets, including cash, on the last day of the previous quarter as valued by the custodian.

The minimum annual fee for Wealth Management services ranges from \$1,000 to \$2,500.

### **Retirement Plan Services Fees**

We charge an annualized fee of up to 1.00% of the plan's assets for the pension consulting services described above. In lieu of an asset-based fee, we may charge a fixed fee ranging from \$1,500 to \$8,000. Generally, a fixed fee will not exceed 1.00% of the plan's assets unless there are special circumstances warranting a higher fee. The type and amount of the fees charged to the client are negotiable and are generally based on the size and complexity of the plan, the number of plan participants, the location of the participants, the estimated number of meetings required, and other factors that may be deemed relevant by us when negotiating with the client. An estimate of the total cost will be determined at the start of the advisory engagement. Fees for pension consulting services are generally payable quarterly in advance.

### **Calculation and Payment**

The specific manner in which we charge fees is established in a client's written agreement with us. Clients may elect to be invoiced directly for fees or to authorize us to directly debit fees from client accounts.



Accounts initiated during a calendar quarter will be charged a prorated fee. Upon termination of any account, any prepaid, unearned fees will be promptly refunded, and any earned, unpaid fees will be due and payable.

In no cases, will more than \$1,200 be collected from the client more than 6 months in advance.

### **Other Fees**

There are no additional types of fees or expenses that our clients pay in connection with the delivery of advisory services. The educational seminars and newsletters that the Firm provides to both current clients and non-clients are offered free of charge.

### **Agreement Terms**

Either party may terminate an agreement at any time by notifying the other in writing. If the client made an advance payment, we would refund any unearned portion of the advance payment. If the client made a payment in arrears, we would collect any earned yet unpaid fees.

### **Cash Balances**

Some of your assets may be held as cash and remain uninvested. Holding a portion of your assets in cash and cash alternatives, i.e., money market fund shares, may be based on your desire to have an allocation to cash as an asset class, to support a phased market entrance strategy, to facilitate transaction execution, to have available funds for withdrawal needs or to pay fees or to provide for asset protection during periods of volatile market conditions. Your cash and cash equivalents will be subject to our investment advisory fees unless otherwise agreed upon. You may experience negative performance on the cash portion of your portfolio if the investment advisory fees charged are higher than the returns you receive from your cash.

### **Retirement Plan Rollover Recommendations**

As part of our investment advisory services to our clients, we may recommend that clients roll assets from their employer's retirement plan, such as a 401(k), 457, or ERISA 403(b) account (collectively, a "Plan Account"), to an individual retirement account, such as a SIMPLE IRA, SEP IRA, Traditional IRA, or Roth IRA (collectively, an "IRA Account") that we will advise on the client's behalf. We may also recommend rollovers from IRA Accounts to Plan Accounts, from Plan Accounts to Plan Accounts, and from IRA Accounts to IRA Accounts.

If the client elects to roll the assets to an IRA that is subject to our advisement, we will charge the client an asset-based fee as set forth in the advisory agreement the client executed with our firm. This creates a conflict of interest because it creates a financial incentive for our firm to recommend the rollover to the client (i.e., receipt of additional fee-based compensation). Clients are under no obligation, contractually or otherwise, to complete the rollover. Moreover, if clients do complete the rollover, clients are under no obligation to have the assets in an IRA advised on by our firm. Due to the foregoing conflict of interest, when we make rollover recommendations, we operate under a special rule that requires us to act in our clients' best interests and not put our interests ahead of our clients'.

Under this special rule's provisions, we must:

- meet a professional standard of care when making investment recommendations (give prudent advice);
- never put our financial interests ahead of our clients' when making recommendations (give loyal advice);
- avoid misleading statements about conflicts of interest, fees, and investments;
- follow policies and procedures designed to ensure that we give advice that is in our clients' best interests;
- charge no more than a reasonable fee for our services; and
- give clients basic information about conflicts of interest.

Many employers permit former employees to keep their retirement assets in their company plan. Also, current employees can sometimes move assets out of their company plan before they retire or change jobs. In determining whether to complete the rollover to an IRA, and to the extent the following options are available, clients should consider the costs and benefits of a rollover. Note that an employee will typically have four options in this situation:

1. leaving the funds in the employer's (former employer's) plan;
2. moving the funds to a new employer's retirement plan;
3. cashing out and taking a taxable distribution from the plan; or
4. rolling the funds into an IRA rollover account.

Each of these options has positives and negatives. Because of that, along with the importance of understanding the differences between these types of accounts, we will provide clients with an explanation of the advantages and disadvantages of both account types and document the basis for our belief that the rollover transaction we recommend is in your best interests.

### **General Information on Compensation and Other Fees**

In certain circumstances, fees, account minimums and payment terms are negotiable depending on client's unique situation – such as the size of the aggregate related party portfolio size, family holdings, low-cost basis securities, or certain passively advised investments and pre-existing relationships with clients. Certain clients may pay more or less than others depending on the amount of assets, type of portfolio, or the time involved, the degree of responsibility assumed, complexity of the engagement, special skills needed to solve problems, the application of experience and knowledge of the client's situation.

Our fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which shall be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, third party investment and other third parties such as fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and

securities transactions. Mutual funds and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus.

Such charges, fees and commissions are exclusive of and in addition to our fees, and we shall not receive any portion of these commissions, fees, and costs.

#### **Mutual Fund Share Class Selection**

Similar investment management services may (or may not) be available from other investment advisers for a lower fee. Investment management fees, which include investment management and transaction costs, may be more or less costly than paying for the services separately, depending upon the investment advisory fees charged, the number of transactions for the account, the mutual fund share class you purchase and the underlying 12(b)-1 fee, and the level of brokerage and other fees that would be payable if you obtained the services available individually.

All fees paid to us for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds to their shareholders. These fees and expenses are described in each fund's prospectus. These fees will generally include a management fee, other expenses, and a possible distribution fee. If the fund also imposes sales charges, a client may pay an initial or deferred sales charge.

A client could invest in a mutual fund directly, without our services. In that case, the client would not receive our services, which are designed, among other things, to assist the client in determining which mutual funds are most appropriate to each client's financial condition and objectives. Accordingly, the client should review both the fees charged by the funds and the fees charged by us to fully understand the total amount of fees to be paid by the client and to thereby evaluate the advisory services being provided.

Clients should note that similar advisory services may (or may not) be available from other registered investment advisers for similar or lower fees.

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

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“Performance-based fees” are fees based on the capital gains or capital appreciation in an account. We do not charge performance-based fees. “Side-by-side management” refers to the practice of managing both accounts that are charged a performance-based fee and accounts that are charged other types of fees, such as asset-based fees and hourly fees. Because we do not charge performance-based fees, we do not engage in side-by-side management.

## Item 7: Types of Clients

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### **Types of Clients**

We provide comprehensive financial planning and portfolio management services to individuals, high net worth individuals, families, businesses, corporate pension and profit-sharing plans, charitable institutions, foundations, endowments, and trust programs.

### **Account Minimums**

We have no minimum account size.

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

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### **Methods of Analysis**

We use the following methods of analysis in formulating our investment advice and/or managing client assets:

*Modern Portfolio Theory* - A theory on how risk-averse investors can construct portfolios to optimize or maximize expected return based on a given level of market risk, emphasizing that risk is an inherent part of higher reward. Risks inherent with modern portfolio theory include future characteristics of asset classes, including return, standard deviation and correlation, deviating from historical data. Risks also include multiple asset classes suffering declines simultaneously.

*Fundamental Analysis* - A method of evaluating a security that entails attempting to measure its intrinsic value by examining related economic, financial, and other qualitative and quantitative factors. Fundamental analysts attempt to study macroeconomic factors like the overall economy and industry conditions. Risks inherent with fundamental analysis include unforeseen events impacting security prices. Risks also include security prices behaving in a manner different from what one would expect as a result of the fundamental analysis.

*Technical Analysis* - A method of evaluating securities by analyzing statistics generated by market activity, such as past prices and volume. Risks inherent with technical analysis include the fact that past performance does not predict future results.

### **Investment Strategies**

We use long-term trading, short-term trading, short sales, margin transactions, and options writing (including covered options, uncovered options, or spreading strategies).

### **Risk of Loss**

Investing in securities involves risk of loss that clients should be prepared to bear.

**All investments involve the risk of loss, including (among other things) loss of principal, a reduction in earnings (including interest, dividends and other distributions), and the loss of future earnings. Although we manage assets in a manner consistent with your investment objectives and risk tolerance, there can be no guarantee that our efforts will be successful. You should be prepared to bear the following risks of loss:**

- **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 next year will not buy as much as a dollar today, 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 (i.e., Non-traded REITs and other alternative investments) 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.
- **Cybersecurity Risk:** A breach in cyber security refers to both intentional and unintentional events that may cause an account to lose proprietary information, suffer data corruption, or lose operational capacity. This in turn could cause an account to incur regulatory penalties, reputational damage, and additional compliance costs associated with corrective measures, and/or financial loss.
- **Pandemic Risk:** Large-scale outbreaks of infectious disease can greatly increase morbidity and mortality over a wide geographic area, crossing international boundaries, and causing significant economic, social, and political disruption.
- **Custodial Risk:** This risk is the probability that a party to a transaction will be unable or unwilling to fulfill its contractual obligations either due to technological errors, control failures, malfeasance, or potential regulatory liabilities.

## Item 9: Disciplinary Information

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We are required to disclose all pertinent facts regarding any legal, regulatory or disciplinary events that would be material to your evaluation of the Firm or the integrity of our management.

There have never been any legal, regulatory or disciplinary actions against the Firm or our management persons.



## Item 10: Other Financial Industry Activities and Affiliations

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### **Financial Industry Activities**

We are not registered as a broker-dealer, and none of our management persons are registered representatives of a broker-dealer. We are not registered and do not have an application pending as a securities broker-dealer, futures commission merchant, commodity pool operator or commodity trading advisor.

We do not have arrangements that are material to our business and clients and investors with a related person who is a broker-dealer, investment company, other investment adviser, financial planning firm, commodity pool operator, commodity trading adviser, futures commission merchant, bank or thrift institution, accounting firm, law firm, insurance company or agency, pension consultant, real estate broker or dealer, or an entity that creates or packages limited liability companies.

### **Other Investment Advisors**

We do not recommend or select other investment advisors for our clients.

We select other investment advisors for our clients. We do not receive any compensation for the selection of other managers.

## Item 11: Code of Ethics

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### **Code of Ethics**

Our employees must comply with a Code of Ethics and Statement for Insider Trading (the “Code”). The Code describes our high standard of business conduct, and fiduciary duty to our clients. The Code’s key provisions include:

- Statement of General Principles
- Policy on and reporting of Personal Securities Transactions
- A prohibition on Insider Trading
- Restrictions on the acceptance of significant gifts
- Procedures to detect and deter misconduct and violations
- Requirement to maintain confidentiality of client information

Our employees must acknowledge the terms of the Code at least annually, and any employee not in compliance with the Code may be subject to termination.

### **Participation or Interest in Client Transactions – Personal Securities Transactions**

Both the Firm and our employees may buy or sell securities identical to those recommended to clients for their personal accounts. The Code, described above, is designed to assure that the personal securities transactions, activities and interests of the employees of the Firm will not interfere with (i) making decisions in the best interest of clients and (ii) implementing such decisions while, at the same time, allowing employees to invest for their own accounts. Under the Code certain classes of securities, primarily mutual funds, have been designated as exempt transactions, based upon a determination that these would materially not interfere with the best interest of our clients. In addition, the Code requires pre-clearance of many transactions. Nonetheless, because the Code in some circumstances would permit employees to invest in the same securities as clients, there is a possibility that employees might benefit from market activity by a client in a security held by an employee. The Firm may maintain a list of restricted securities that employees may not purchase or sell based upon having (or possibly having) access to inside information. Employee trading is continually monitored under the Code and designed to reasonably prevent conflicts of interest between the Firm and our clients.

### **Participation or Interest in Client Transactions and Principal/Agency Cross Trades**

We do not recommend any securities to our clients in which we have a material financial interest. We do not affect any principal or agency cross securities transactions for client accounts. We also do not cross trades between client accounts.

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

Neither we, nor our employees aggregate (block) trades with clients.

## Item 12: Brokerage Practices

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### **Research and Other Soft Dollar Benefits**

We do not receive formal soft dollar benefits other than execution from broker/dealers in connection with client securities transactions. See disclosure below in “Brokerage – Other Economic Benefits”.

### **Brokerage for Client Referrals**

We do not receive client referrals from broker/dealers.

### **Client Directed Brokerage**

While not routine, the client may direct us to use a particular broker-dealer to execute some or all transactions for the client. This brokerage direction must be requested by the client in writing. In that case, the client will negotiate terms and arrangements for the account with that broker-dealer, and we will not seek better execution services or prices from other broker-dealers or be able to “batch” client transactions for execution through other broker-dealers with orders for other accounts managed by us. By directing brokerage, the client may pay higher commissions or other transaction costs or greater spreads, or receive less favorable net prices, on transactions for the account than would otherwise be the case. Not all advisers require or allow their clients to direct brokerage. Subject to our duty of best execution, we may decline a client’s request to direct brokerage if, in our sole discretion, such directed brokerage arrangements would result in additional operational difficulties.

If the client requests that we arrange for the execution of securities brokerage transactions for the client’s account, we shall direct such transactions through broker-dealers that we reasonably believe will provide best execution. We periodically and systematically review our policies and procedures regarding recommending broker-dealers to our client in light of our duty to obtain best execution.

### **Brokerage - Other Economic Benefits**

We may have the opportunity to receive traditional “non-cash benefits” from broker/dealers such as customized statements; receipt of duplicate client confirmations and bundled duplicate statements; access to a trading desk servicing advisors exclusively; access to block trading which provides the ability to aggregate securities transactions and then allocate the appropriate shares to client portfolios; ability to have investment advisory fees deducted directly from client portfolios; access to an electronic communication network for client order entry and portfolio information; access to mutual funds which generally require significantly high minimum initial investments or those that are otherwise only generally available to institutional investors; reporting features; receipt of industry communications; and perhaps discounts on business-related products.

Broker/dealers may also provide general access to research and perhaps discounts on research products. Any research received is used for the benefit of all clients. While we endeavor at all

times to put the interest of the clients first as part of our fiduciary duty, clients should be aware that the receipt of any additional compensation itself creates a conflict of interest and may affect the judgment of these individuals when making recommendations.

### **Trade Aggregation**

We may aggregate trades for multiple accounts. Trade aggregation is the act of trading a large block of a security in a single order. Shares of a purchased security are then allocated to the appropriate accounts in the appropriate proportion. The main purposes of order aggregation are (i) for ease of trading and (ii) to obtain a lower transaction cost associated with trading a larger quantity.

Orders for the same security entered on behalf of more than one client may be aggregated (i.e., blocked or bunched) subject to the aggregation being in the best interests of all participating clients. If the order is filled at different prices during the day, the prices are averaged for the day so that all participating accounts receive the same price. If an order has not been filled completely so that there are not enough shares to allocate among all the clients equally, shares will be allocated in good faith, based on the following considerations: amount of cash in the account, existing asset allocation and industry exposure, risk profile, and type of security. If a partial execution is attained at the end of the trading day, we will generally allocate shares on a pro rata basis but may fill small orders entirely before applying the pro rata allocation. All clients participating in each aggregated order shall receive the average price and subject to minimum ticket charges, pay a pro-rata portion of commissions.

Our allocation procedure seeks to be fair and equitable to all clients with no particular group or client(s) being favored or disfavored over any other clients.

## Item 13: Review of Accounts

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### **Reviews**

We monitor client portfolios as part of an ongoing process with regular account reviews conducted on at least a quarterly basis. While individual Financial Advisors are reviewing individual client portfolios, investment philosophy and the underlying mix of asset classes are reviewed and set by our Principals who are also Financial Advisors.

### **Review Triggers**

Other conditions that may trigger a review are changes in market, political or economic conditions, tax laws, new investment information, and changes in a client's own situation, (such as retirement, termination of employment, physical move, or inheritance).

### **Reports**

Clients are provided with written transaction confirmation notices and regular written summary account statements directly from the custodian for the client accounts. We also provide clients with a written report that would include relevant account and/or market-related information such as an inventory of account holdings and account performance as requested or at a periodic meeting with us.

## Item 14: Client Referrals and Other Compensation

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### **Other Compensation**

We do not receive any economic benefits (other than normal compensation and benefits described in Item 12) from any firm or individual for providing investment advice.

### **Compensation – Client Referrals**

We have been fortunate to receive many client referrals over the years. The referrals came from current clients, estate planning attorneys, accountants, employees, personal friends of employees, and other similar sources. We do not compensate referring parties for these referrals; with the exception of an individual employee who refers prospective clients to the Firm.

## Item 15: Custody

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### **Custody – Fee Debiting**

Clients may authorize us (in the client agreement) to debit fees directly from their account at the broker dealer, bank or other qualified custodian (“custodian”). The custodian is advised in writing of the limitation of our access to the account. The custodian sends a statement to the client, at least quarterly, indicating all amounts disbursed from the account including the amount of advisory fees paid directly to the Firm.

### **Custody – First Party Money Transfers**

Clients may provide us with written ongoing authorization to wire money between the client’s accounts held with the custodian directly to an outside financial institution (i.e., a client’s bank account). A copy of this authorization is provided to the custodian. The authorization includes the client’s account number(s) at the outside financial institution(s) as required.

### **Custody – Account Statements**

Clients receive at least quarterly statements from the custodian that holds and maintains client’s investment assets. Clients are urged to carefully review such statements and compare such official custodial records to the reports that we provide. Our reports may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

## Item 16: Investment Discretion

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We may accept limited power of attorney to act on a discretionary basis on behalf of clients. A limited power of attorney allows us to execute trades on behalf of clients. When such limited powers exist between the Firm and the client, we have the authority to determine, without obtaining specific client consent, both the amount and type of securities to be bought to satisfy client account objectives.

If we have not been given discretionary authority, we consult with the client prior to each trade.

## Item 17: Voting Client Securities

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### **Proxy Voting**

We do not have any authority to and do not vote proxies on behalf of clients, nor do we make any express or implied recommendation with respect to voting proxies. Clients retain the sole responsibility for receiving and voting proxies that they receive directly from either their custodian or transfer agents. Clients may contact us for information about proxy voting.



## Item 18: Financial Information

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We have no financial commitments that impair our ability to meet contractual and fiduciary commitments to clients and we have not been the subject of a bankruptcy proceeding.

We do not require prepayment of fees of both more than \$1,200 per client, and more than six months in advance; and therefore, we not required to provide a balance sheet to clients.

## Form ADV Part 2B: Investment Adviser Brochure Supplement

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### **Cypress Financial Planning, LLC** Form ADV Part 2B Investment Adviser Brochure Supplement

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Haddon Heights, NJ 08035  
(856) 720-0029  
(856) 432-1522 (fax)  
[www.cypressplanning.com](http://www.cypressplanning.com)

**Supervisor's Name: Jeffrey R. Jones**

**Supervisor of:**

Evan Powers  
Kurt H. Ruoff  
David A. Armbruster  
Benjamin J. Pitts

August 2023

This Brochure Supplement provides information about the Firm's ("we", "us", "our") employees that supplements our Brochure. You should have received a copy of that Brochure. Please contact Jeffrey R. Jones, Owner, Principal, and Chief Compliance Officer, at (856) 720-0029 or [jeff.jones@cypressplanning.com](mailto:jeff.jones@cypressplanning.com) if you did not receive our Brochure or if you have any questions about the contents of this Supplement.

Additional information about our employee(s) referenced above is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You may search this site using a unique identifying number, known as a CRD number for each employee.

## Item 2: Educational Background and Business Experience

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### **Education and Business Background**

We require that employees that provide investment advice have a bachelor's degree and further coursework demonstrating knowledge of financial planning and tax planning. Examples of acceptable coursework include: an MBA, a CFP®, a CFA, a ChFC, JD, CTFA, EA or CPA. Additionally, advisers must have work experience that demonstrates their aptitude for financial planning and investment management.

### **Supervised Persons**

#### ***Jeffrey R. Jones***

CRD #: 5348132

Born 1983

#### **Business Background:**

Cypress Financial Planning, LLC

Owner, Principal and Chief Compliance Officer

2009 to Present

TIFIN

Consultant

2021 to Present

MyFinancialAnswers LLC

Chief Product Engineer

2014 to 2021

#### **Formal Education after High School:**

Duke University

Bachelor of Science Engineering in Mechanical Engineering

Princeton University

Master of Engineering in Financial Engineering

#### **Professional Designations:**

CERTIFIED FINANCIAL PLANNER™ (CFP®)

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#### ***Evan Powers***

CRD #: 4831926

Born 1981

#### **Business Background:**

Cypress Financial Planning, LLC

Principal and Financial Planner

2013 to Present

MyFinancialAnswers, LLC

Senior Financial Planner

2015 to 2019

**Formal Education after High School:**

Harvard University

Bachelor of Arts in Economics

University of Virginia, Darden Graduate School of Business Administration

Master of Business Administration in General Management

**Professional Designations:**

CERTIFIED FINANCIAL PLANNER™ (CFP®)

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***Kurt H. Ruoff***

Born 1983

CRD #: 5432756

**Business Background:**

Cypress Financial Planning, LLC

2020 to Present

Financial Planner

Morgan Stanley Private Bank, National Association

2015 to 2020

Financial Advisor

**Formal Education after High School:**

Drexel University

Bachelor of Science in Business Administration

**Professional Designations:**

CERTIFIED FINANCIAL PLANNER™ (CFP®)

Chartered Retirement Planning Counselor<sup>SM</sup> (CRPC®)

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***David A. Armbruster***

Born 1996

CRD #: 6941453

**Business Background:**

Cypress Financial Planning, LLC

2018 to Present

Paraplanner

William Paterson University of New Jersey

2014 to 2018

Full Time Education

Performance Golf Management

2011 to 2016

Grounds Crew

**Formal Education after High School:**

William Paterson University of New Jersey

Bachelor of Science in Financial Planning

**Professional Designations:**

CERTIFIED FINANCIAL PLANNER™ (CFP®)

**Benjamin J. Pitts**

CRD #: 5549495

Born 1980

**Business Background:**

Cypress Financial Planning, LLC

Owner, Business Development

2012 to Present

TIFIN

Head of Sales Development and Research

2021 to 2023

Picwell, Inc.

SVP Business Development

2019 to 2021

MyFinancialAnswers, LLC

Principal

2014 to 2021

**Formal Education after High School:**

United States Military Academy

Bachelor of Science in General Management

University of Virginia, Darden School of Business

Master of Business Administration in General Management

**Professional Designations:**

N/A

**Professional Certifications**

Our employees maintain professional designations, which required the following minimum requirements:

<b>CERTIFIED FINANCIAL PLANNER™ (CFP®)</b>	
<b>Issued By</b>	Certified Financial Planner Board of Standards, Inc.
<b>Prerequisites</b>	Candidate must meet the following requirements: <ul style="list-style-type: none"> <li>• A bachelor's degree (or higher) from an accredited college or university, and</li> <li>• 3 years of full-time personal financial planning experience</li> </ul>
<b>Education Requirements</b>	Candidate must complete a CFP®-board registered program, or hold one of the following: <ul style="list-style-type: none"> <li>• CPA</li> </ul>

	<ul style="list-style-type: none"> <li>• ChFC</li> <li>• Chartered Life Underwriter (CLU)</li> <li>• CFA</li> <li>• Ph.D. in business or economics</li> <li>• Doctor of Business Administration</li> <li>• Attorney's License</li> </ul>
<b>Exam Type</b>	CFP® Certification Examination
<b>Continuing Education Requirements</b>	30 hours every 2 years

#### ***Chartered Retirement Planning Counselor<sup>SM</sup> (CRPC®)***

<b>Issued By</b>	College for Financial Planning
<b>Prerequisites</b>	None
<b>Education Requirements</b>	Candidate must complete the online instructor led or self-study course
<b>Exam Type</b>	Final designation exam (online, timed)
<b>Continuing Education Requirements</b>	16 hours every 2 years

### **Item 3: Disciplinary Information**

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Neither we nor any of the nor any employees named in this Form ADV Part 2B have been involved in any activities resulting in a disciplinary disclosure.

## **Item 4: Other Business Activities**

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Jeffrey R. Jones is an Advisor to TIFIN, a financial planning technology and services company. Jeffrey maintains a part-time role and provides up to 5 hours per week as a contractor. TIFIN offers technology and marketing services to financial advisors and partners with advisors to offer financial wellness and education services. Cypress does not currently offer TIFIN software to clients.

The Outside Business Activities do not create a material conflict of interest with clients.

## **Item 5: Additional Compensation**

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No Supervised Person receives any economic benefit outside of regular salaries or bonuses related to amount of sales, client referrals or new accounts.

## **Item 6: Supervision**

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Jeffrey R. Jones, Owner, Principal and Chief Compliance Officer, supervises all persons named in this Form ADV Part 2B Investment Adviser Brochure Supplement. Jeffrey R. Jones supervises these persons by holding regular staff, investment, and other ad hoc meetings. In addition, he regularly reviews client reports, emails, and trading, as well as employees' personal securities transaction and holdings reports. Jeffrey R. Jones may be reached at (856) 720-0029.