

Registered As: Virtus Wealth Management, LLC | CRD No. 317832



## Form ADV Part 2A – Firm Disclosure Brochure

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**October 9, 2023**

This Form ADV Part 2A (“Disclosure Brochure”) provides information about the qualifications and business practices of Virtus Wealth Management LLC dba Virtus Financial Group (herein “Virtus Wealth” or the “Advisor”). If you have any questions about the contents of this Disclosure Brochure, please contact us at (314) 395-6133 or by email at [Andrew@theVirtusfg.com](mailto:Andrew@theVirtusfg.com).

Virtus Wealth is a registered investment advisor located in the State of Missouri. The information in this Disclosure Brochure has not been approved or verified by the U.S. Securities and Exchange Commission (“SEC”) or by any state securities authority. Registration of an investment advisor does not imply any specific level of skill or training. This Disclosure Brochure provides information about Virtus Wealth to assist you in determining whether to retain the Advisor. Additional information about Virtus Wealth is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with our CRD number 317832.

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## Item 2 – Material Changes

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Form ADV 2 is divided into two parts: Part 2A (the “Disclosure Brochure”) and Part 2B (the “Brochure Supplement”). The Disclosure Brochure provides information about a variety of topics relating to an Advisor’s business practices and conflicts of interest. The Brochure Supplement provides information about the Investment Advisor Representatives of Virtus Wealth. The initial effective date of this ADV 2A was 01/10/2022. Annually, a complete Disclosure Brochure will be offered to Clients along with a summary of material changes, if any, within 120 days following the Advisor’s fiscal year-end.

### Material Changes

The following material changes have been made to this Disclosure Brochure since the last distribution to Clients:

- As a result of the TD Ameritrade and Charles Schwab merger, the Advisor now recommends the Client custody their assets at Charles Schwab & Co., Inc. Please see Item 12 for additional details.

### Future Changes

From time to time, the Advisor may amend this Disclosure Brochure to reflect changes in business practices, changes in regulations or routine annual updates as required by the securities regulators. This complete Disclosure Brochure or a Summary of Material Changes shall be provided to you annually and if a material change occurs.

At any time, the current Disclosure Brochure is available on the SEC’s Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching the firm name or CRD number 317832. A copy of this Disclosure Brochure may be requested at any time, by contacting (314) 395-6133 or by email at [Andrew@theVirtusfg.com](mailto:Andrew@theVirtusfg.com).

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## **Item 4 – Advisory Business**

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### **Firm Information**

Virtus Wealth Management LLC dba Virtus Financial Group (herein “Virtus Wealth” or the “Advisor”) is a registered investment advisor primarily located in the State of Missouri. The Advisor was organized as a Limited Liability Company (LLC) under the laws of the State of Missouri in November 2021 and became a registered investment advisor in January 2022.

This Disclosure Brochure provides information regarding the qualifications, business practices and details of the services and the applicable fees. For information regarding this Disclosure Brochure, please contact Andrew M. Hall, CPA (Co-Founder and Chief Compliance Officer) at (314) 395-6133 or by email at [Andrew@theVirtusfg.com](mailto:Andrew@theVirtusfg.com).

### **Principal Owner**

Virtus Wealth is owned by Andrew Hall (50%) and Tyler Wrezinski (50%).

### **Andrew Hall, CPA**



Andrew M. Hall, CPA (Co-Founder and Chief Compliance Officer) serves Clients’ needs with a holistic approach toward the relationship between their personal, business and family financial goals. He coordinates with Clients’ financial advisors and estate planning professionals to create synergistic life plans to meet their goals.

Andrew also helps tax Clients prepare individual tax returns and solve complex tax scenarios with proactive planning.

### **Tyler Wrezinski**



Tyler Wrezinski (Co-Founder) is passionate about helping people plan for the effects of taxation and inflation on their life’s savings. He strives to understand the unique needs of each Client and treats the financial decisions they must make as if they were his own. Throughout his career he has been helping families plan for worry-free retirement.

In addition to over 16 years of Client service, Tyler is active in the community.

### **Advisory Services Offered**

Virtus Wealth provides fee-based investment advisory services primarily to individuals, high-net worth individuals, families, trusts, and estates (each a “Client”). Services are also available to businesses and financial institutions. Accounts are managed based on the individual goals, objectives, time horizon, and risk tolerance of each Client with a focus on retirement goals.

The Advisor serves as a fiduciary to Clients, as defined under the applicable laws and regulations. As a fiduciary, the Advisor upholds a duty of loyalty, fairness and good faith towards each Client and seeks to mitigate potential conflicts of interest. Virtus Wealth's fiduciary commitment is further described in the Advisor's Code of Ethics. For more information regarding the Code of Ethics, please see Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading.

Investments are managed on a non-discretionary basis where the Client must approve verbally or in writing each trade, prior to execution. The Client will have the opportunity to place reasonable restrictions on the types of investments to be held in their respective portfolio, subject to acceptance by the Advisor.

Investment strategies and recommendations are tailored to the individual needs of each Client but consist of an asset allocation consistent with:

- **Income with Capital Preservation.** Designed as a longer-term accumulation account, this investment objective is considered generally the most conservative. Emphasis is placed on generation of current income with minimal risk of capital loss. Lowering the risk potentially means lowering the potential income and overall return.
- **Income with Moderate Growth.** This investment objective emphasizes generation of current income with a secondary focus on moderate capital growth.
- **Growth with Income.** This investment objective emphasizes modest capital growth with some focus on generation of current income.
- **Growth.** This investment objective emphasizes achieving high long-term growth and capital appreciation.
- **Aggressive Growth.** This investment objective emphasizes aggressive growth and maximum capital appreciation, with no focus on generation of current income. This objective has an extremely high level of risk and is for investors with a longer timer horizon.

Investment Management Services are provided by selecting an investment platform managed by a Third-Party Asset Management Programs ("TAMP" or "Investment Platform") also known as a Turn-Key Asset Management Program. More specifically, Virtus Wealth will determine the Investment Platform and establish one or more accounts based on the Client's financial situation and investment objectives; provide Investment Platform disclosure and marketing materials and, explain the operation and structure of the Investment Platform. Once the appropriate Investment Platform has been determined, it is continuously and regularly monitored, and if necessary, rebalanced based upon the Client's individual needs, stated goals and objectives. Where appropriate, the Advisor provides advice about any type of legacy position held in the Client's investment portfolio. Fees are charged based on assets under management. Please see Item 5.

At no time, will Virtus Wealth accept or maintain physical custody of a Client's funds or securities. All Client assets will be managed within their designated brokerage account, pursuant to the Client investment advisory agreement on a non-discretionary basis.

- Investment advice is not limited to certain investment types.
- There is no minimum amount required to open or maintain an account.
- Advisory services are tailored to the individual need of each Client.

Selected Manager[s] in the Investment Platform will implement their respective investment strategy[ies], including discretionary investment management, including trading, rebalancing, and/or and updates, in line with the Manager's investment philosophy.

### **Client Account Management**

Prior to engaging Virtus Wealth to provide investment advisory services, each Client is required to enter into an investment advisory agreement with Virtus Wealth that defines the terms, conditions, authority, and responsibilities of each party.

### **Conflicts of Interest**

As a fiduciary, Virtus Wealth Management seeks to avoid conflicts of interest or at a minimum, make full disclosure to provide sufficiently specific facts for Clients to understand and appreciate the risk[s] associated with a conflict of interest. The goal is to allow Clients to provide informed consent when they decide to engage Virtus Wealth for services. Clients are encouraged to consider and ask questions about the select conflicts of interest listed below. Clients have the option to purchase investments through other advisors or broker-dealers that are not affiliated with the Advisor.

### **Insurance Products**

Investment Advisor Representatives of Virtus Wealth Management are also licensed insurance agents. In an Investment Advisor Representative's separate capacity as an insurance agent, the Investment Advisor Representative recommends and sells insurance products to Clients. Not every Client is offered insurance products. The implementation of such insurance products will result in commission compensation from the insurance product or provider. Prior to purchasing or replacing an insurance product, a Client's current holdings will be evaluated. Clients are under no obligation to purchase insurance products through an Investment Advisor Representative of the Advisor. Clients may purchase insurance products through other providers. Please also see Item 10 below.

Virtus Wealth, the Advisor, does not receive commission compensation for the sale of insurance products; however, Investment Advisor Representatives of Virtus Wealth, in their individual capacity as an insurance agent, do receive commission compensation.

- Advisory fees are not charged on funds used to purchase insurance products.

- Advisory fees are not reduced due to compensation received by individual insurance agents.
- The receipt of commissions provides an incentive to purchase insurance products.
- Advisory fees are not reduced due to commission compensation received.

### **Money Managers and Product Sponsors**

Investment Advisor Representatives will, on occasion, have an opportunity to attend a training event or participate in a due diligence visit where the Money Manager or Product Sponsor will usually cover the associated travel expenses such as airfare, hotel and meals. Training opportunities are often held at luxury resorts where amenities such as golf, spas and entertainment are provided. Such accommodations represent a conflict of interest that can influence the evaluation of the Money Manager or Product sponsor based on factors other than the quality of services.

### **Additional Compensation**

Virtus Wealth Management can receive an economic benefit for providing advisory services from sources other than the Client. Economic benefits include sales awards and gifts, an occasional meal, as well as entertainment such as a concert, show or sporting event. Such compensation is not directly related to the advice or services provided to a particular Client, but it does create a conflict of interest that can influence the selection of services based on the compensation received.

### **Industry Professionals**

When it is in the best interests of the Client, Virtus Wealth can introduce the services of other professionals for certain non-investment purposes (i.e., attorneys and accountants). Introductions represent a conflict of interest because they create a relationship where the other professional has an implied obligation to introduce potential new Clients to Virtus Wealth. Virtus Wealth does not receive a commission or share in any revenue with these parties. Clients are under no obligation to engage the services of any such professional. If the Client engages any such professional, and a dispute arises, any recourse will be exclusively from and against the engaged professional.

Conflicts of interest are mitigated by the fiduciary duty to always act in a Client's best interest and acting accordingly. Virtus Wealth Management will seek independent counsel to evaluate conflicts as they arise and provide sufficient disclosure and controls which may include declining to participate or proceed with an engagement. Andrew Hall, the Chief Compliance Officer, is available to discuss any concerns that exist due to a conflict of interest. Mr. Hall can be reached at (314) 395-6133 or [Andrew@theVirtusfg.com](mailto:Andrew@theVirtusfg.com).

## **Assets Under Management**

The Advisor manages approximately \$24,672,000 in non-discretionary assets under management. The Advisor does not have discretionary assets under management. Clients may request updated information at any time.

Assets under Management	
Discretionary	\$0.00
Non-Discretionary	\$24,672,000
<b>Total</b>	<b>\$24,672,000</b>

## **Retirement Plan Rollovers**

An employee generally has four (4) options for their retirement plan when they leave an employer:

1. Leave the money in his/her former employer's plan, if permitted
2. Rollover the assets to his/her new employer's plan if one is available and permitted
3. Rollover to an Individual Retirement Account ("IRA"), or
4. Cash out the account value, which has significant tax considerations

Virtus Wealth has an incentive to recommend such a rollover based on the compensation received, which is mitigated by the fiduciary duty to act in a Client's best interest and acting accordingly.

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## **Item 5 – Fees and Compensation**

### **Investment Management Services**

Investment advisory fees are paid pursuant to the terms of the investment advisory agreement. Investment advisory fees are based on the market value of assets under management. Investment advisory fees paid to Virtus Wealth range up to 1.50% annually based on several factors, including: the scope and complexity of the services to be provided; the level of assets to be managed; and the overall relationship with the Advisor. Relationships with multiple objectives, specific reporting requirements, portfolio restrictions and other complexities may be charged fee at the higher end of the range above.

Virtus Wealth's investment advisory fees are negotiable. Fees charged by an Investment Platforms (TAMP) are non-negotiable, and are expected to range from 0.10% to 0.95% annually, depending on the program[s] or strategy[ies] selected as well as the level of assets under management with the TAMP or individual manager. The Advisor does not control these fees, but will present the Client with fee disclosures for each Investment Platform or Manager, prior to investing. The Clients total fee, including both the Advisor's fee above and the TAMP Annual fee, will not exceed 2.00% annually. The Client may be able to obtain similar services from other providers for a lower fee.

The Custodian calculates the advisory fee on a quarterly or monthly basis (the "Billing Period"), either in



advance or in arrears based on the contractual terms of the account opening documents with the selected Investment Platform. Fees are based on the billing cycle ending balance or the daily average balance as indicated on the account opening documents. The Advisor is authorized to deduct its fees from the Custodian through the agreement between the Advisor and the Client.

- Clients will receive statements from the Custodian no less frequently than quarterly. The statements will provide details of the advisory fees charged by Virtus Wealth and the Investment Platform[s].
- The investment advisory fee in the first period of service is pro-rated from the inception date of the account[s] to the end of the first Billing Period.
- If the advisory agreement is terminated before the end of the Billing Period, the Client is entitled to a pro-rated refund of any pre-paid quarterly advisory fee based on the number of days remaining in the quarter after the termination date. The Advisor will promptly arrange for such refunds of its fee and fees from the Investment Platform[s], as applicable.
- The Advisor's investment advisory fee is exclusive of and in addition to, brokerage fees, securities transaction fees, and/or other related costs and expenses. Investment Platforms may or may not include such fees as part of their overall fee.
- The Advisor will not have the authority or responsibility to value portfolio securities. The Custodian and/or Investment Platform shall have such authority.

### **Mutual Fund Share Class Disclosures**

Virtus Wealth strives to select the lowest cost share class available; however, certain mutual fund share classes charge a 12b-1 fee that potentially amounts to an additional 0.25% expense ratio or more. The purpose of 12b-1 fees, as approved by the SEC, are to cover marketing expenses and shareholder services such as support services and "other expenses" such as legal, accounting and the administrative functions of the custodian. When selecting a mutual fund, Investment Advisor Representatives have a fiduciary duty to choose the share class that helps manage the overall fee structure of the account. The entire fee structure includes such fees as the asset management fee, the expense ratio and ticket charges.

- Mutual funds typically offer multiple share classes, including lower-cost share classes that do not charge 12b-1 fees and are therefore usually less expensive.
- Investment Advisor Representatives will consider investing Client funds in 12b-1 fee-paying share classes even when a lower-cost share class is available as appropriate to account for the overall fee structure and tax considerations as well as attributes of a fund not available for lesser fees.

### **Compensation for Sales of Securities**

Virtus Wealth does not receive commission compensation for advisory services. As noted above, certain Investment Advisor Representatives are also licensed insurance professionals and will receive commission revenue for the implementation of insurance products. Please see Item 10 below.

## **Other Fees and Expenses**

Clients will incur securities transaction fees for trades executed, if applicable based on the investments purchased or sold. Investment Platforms may or may not include securities transaction fees as part of its overall fee. These securities transaction fees are separate from the Advisor's fees. Also, Clients will pay the following separately incurred expenses, which we do not receive any part of: charges imposed directly by a mutual fund, index fund, or exchange traded fund which shall be disclosed in the fund's prospectus (i.e., fund management fees and other fund expenses). If a Client's assets are invested in mutual funds or other pooled investment products, Clients should be aware that there will be two layers of advisory fees and expenses for those assets. Client will pay an advisory fee to the fund manager and other expenses as a shareholder of the fund. Client will also pay Advisor the advisory fee with respect to those assets. Most of the mutual funds available in the program may be purchased directly. Therefore, Clients could avoid the second layer of fees by not using the management services of Virtus Wealth Management, LLC and by making their own investment decisions. Further information regarding fees assessed by a mutual fund is available in the appropriate prospectus.

## **Termination**

A contract between Virtus Wealth and the Client may be cancelled at any time and billing will be stopped as soon as reasonable efforts allow.

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

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Virtus Wealth does not accept performance-based fees, fees based on a share of capital gains on or capital appreciation of the assets of a Client (such as a Client that is a hedge fund or other pooled investment vehicle).

Virtus Wealth also does not participate in side-by-side management, where an advisor manages accounts that are both charged a performance-based fee and accounts that are charged another type of fee, such as an hourly or flat fee or an asset-based fee.

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### **Item 7 – Types of Clients**

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The advisory services available by Virtus Wealth are primarily offered to individuals, high net worth individuals, families, trusts, and estates, Services are also available to profit-sharing plans, including plans subject to Employee Retirement Income Security Act of 1974 ("ERISA") and other business entities. The Advisor does not require a minimum relationship size. However, certain Investment Platforms or Managers may have certain minimums.

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

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Virtus Wealth emphasizes continuous and regular account supervision. As part of our investment management services, we create a portfolio, consisting of mutual funds and equities. The Client's individual investment strategy is tailored to their specific needs and may include some or all of the previously mentioned securities.

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Each portfolio will be initially designed to meet a particular investment goal, which we determine to be suitable to the Client's circumstances. Once the appropriate portfolio has been determined, it is subject to review and if necessary, rebalanced based upon the Client's individual needs, stated goals and objectives.

Virtus Wealth uses multiple forms of research to analyze financial data and market conditions such as the general financial health of a company, and/or the analysis of management or competitive advantages, past market data (primarily price and volume), business cycles as well as patterns and trends.

### **Risk of Loss**

Investing in securities involves certain investment risks. Securities can fluctuate in value or lose value up to the entire principal amount invested. Clients should be prepared to bear the potential risk of loss. Virtus Wealth will assist Clients in determining an appropriate strategy based on their tolerance for risk and other factors noted above. However, there is no guarantee that a Client will meet their investment goals. While the methods of analysis help the Advisor in evaluating a potential investment, it does not guarantee that the investment will increase in value. Assets meeting the investment criteria utilized in these methods of analysis may lose value and may have negative investment performance. Investment Advisor Representatives monitor economic indicators to determine if adjustments to strategic allocations are appropriate.

Each Client engagement will entail a review of the Client's investment goals, financial situation, time horizon, tolerance for risk and other factors to develop an appropriate strategy for managing a Client's account. Client participation in this process, including full and accurate disclosure of requested information, is essential for the analysis of a Client's account. The Advisor shall rely on the financial and other information provided by the Client or their designees without the duty or obligation to validate the accuracy and completeness of the provided information. It is the responsibility of the Client to inform the Advisor of any changes in financial condition, goals or other factors that may affect this analysis. The risks associated with a particular strategy are provided to each Client in advance of investing Client accounts. The Advisor will work with each Client to determine their tolerance for risk as part of the portfolio construction process.

The Advisors' methods of analysis and investment strategies do not represent any significant or unusual risks however all strategies have inherent risks and performance limitations. However, Clients should be aware of the following types of risks that apply to investing and are encouraged to discuss the specific risks applicable to their account holdings:

- **Business Risk** – The measure of risk associated with a particular security. It is also known as unsystematic risk and refers to the risk associated with a specific issuer of a security. Businesses in the same industry have similar types of business risk. More specifically, business risk refers to the possibility that the issuer of a particular company stock or a bond may go bankrupt or be unable to pay the interest or principal in the case of bonds.

- **Call Risk** – The risk specific to bond issues and refers to the possibility that a debt security will be called prior to maturity. Call risk usually goes hand in hand with reinvestment risk because the bondholder must find an investment that provides the same level of income for equal risk. Call risk is most prevalent when interest rates are falling, as companies trying to save money will usually redeem bond issues with higher coupons and replace them on the bond market with issues with lower interest rates.
- **Credit Risk** – The risk that an investor could lose money if the issuer or guarantor of a fixed income security is unable or unwilling to meet its financial obligations.
- **Currency/Exchange Rate Risk** – The risk of a change in the price of one currency against another.
- **Inflationary Risk** – The risk that future inflation will cause the purchasing power of cash flow from an investment to decline.
- **Interest Rate Risk** – The risk that fixed income securities will decline in value because of an increase in interest rates; a bond or a fixed income fund with a longer duration will be more sensitive to changes in interest rates than a bond or bond fund with a shorter duration.
- **Legislative Risk** – The risk of a legislative ruling resulting in adverse consequences.
- **Liquidity Risk** – The possibility that an investor may not be able to buy or sell an investment as and when desired or in sufficient quantities because opportunities are limited.
- **Margin Risk** – The risk of losing more money than initially invested due to the amplified effect of losses when investing with borrowed money.
- **Market Risk** – The risk that the value of securities may go up or down, sometimes rapidly or unpredictably, due to factors affecting securities markets generally or particular industries.
- **Pandemic Risk** – Large-scale outbreaks of infectious disease that can greatly increase morbidity and mortality over a wide geographic area, crossing international boundaries, and causing significant economic, social, and political disruption.
  - **COVID-19** – The novel coronavirus known as COVID-19 involves significant risk of a sustained increase in the volatility of global markets, which volatility could continue for the foreseeable future. Market responses to decisions made by governments and scientists around the world, including measures to contain the spread of the virus, availability of healthcare and treatments, and rolling shutdowns of markets across the globe would negatively impact markets and pose a significant risk of loss to investment principal. The pandemic also poses a

risk from a human capital and resource perspective.

- **Reinvestment Risk** – The risk that falling interest rates will lead to a decline in cash flow from an investment when its principal and interest payments are reinvested at lower rates.
- **Social/Political** – The possibility of nationalization, unfavorable government action or social changes resulting in a loss of value.
- **Taxability Risk** – The risk that a security that was issued with tax-exempt status could potentially lose that status prior to maturity. Since municipal bonds carry a lower interest rate than fully taxable bonds, the bond holders would end up with a lower after-tax yield than originally planned.
- **Transparency Risk** – The risk of not having ready access to required financial information about a company, such as price levels, market depth, and audited financial reports.
- **ETF Risks, including Net Asset Valuations and Tracking Error** – ETF performance may not exactly match the performance of the index or market benchmark that the ETF is designed to track because the ETF will incur expenses and transaction costs not incurred by any applicable index or market benchmark; certain securities comprising the index or market benchmark tracked by the ETF may, from time to time, temporarily be unavailable; and supply and demand in the market for either the ETF and/or for the securities held by the ETF may cause the ETF shares to trade at a premium or discount to the actual net asset value of the securities owned by the ETF.
- **Mutual Fund Risks** – A risk exists that the investment strategies employed by the mutual funds will not meet the stated investment objectives the fund is seeking to obtain. Mutual funds may invest in equities, fixed income, derivatives, and other asset classes; the risks associated with such investments are described in the fund's prospectus. The performance of a mutual fund may not exactly match the performance of the index or market benchmark that the fund is designed to track due to the mutual fund incurring expenses and transaction costs not incurred by any applicable index or market benchmark.
- **Restrictions on Transferability of Certain Mutual Funds** – The mutual funds sponsored by DFA are only available through registered investment Advisors. Advisor uses and recommends DFA mutual funds. If a Client terminates Advisors' services, they may be unable to transfer their securities to a retail account or to another broker-dealer, and they may be unable to purchase additional shares of those mutual funds they currently own. If they determine to sell their mutual funds, they may be subject to tax consequences.
- **Portfolio Inactivity Risk** – Advisor maintains procedures for reviewing Client portfolios and for making changes to a Client's account holdings. There may be periods where Advisor determines that changes to a Client's portfolio are unnecessary. Clients will remain responsible for paying Advisor's

fees during all periods and are solely responsible for determining whether the Advisor's services remain appropriate for them.

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

All investments involve varying degrees of risk, and it should not be assumed that future performance of any specific investment or investment strategy will be profitable or equal any specific performance level(s). Investing in securities and other investments involve a risk of loss that each Client should understand and be willing to bear. Clients are reminded to discuss these risks with the Advisor.

### **Types of Investments**

Virtus Wealth manages Client portfolios that consist of mutual funds, Exchange Traded Equities ("ETFs") and limited individual securities.

- **Cash Positions** – Based on perceived or anticipated market conditions and/or events, certain assets can be taken out of the market and held in a defensive cash position. All cash may be included as assets subject to the agreed upon advisory fee. Virtus Wealth invests Client's cash balances in money market funds, FDIC Insured Certificates of Deposit, high-grade commercial paper and/or government backed debt instruments. Ultimately, the Advisor tries to achieve a reasonable return on our Client's cash balances through relatively low-risk conservative investments. This fee could be higher than the interest rate received by Clients and/or could reduce the rate a Client could receive elsewhere.
- **Exchange Traded Funds ("ETFs")** – An ETF is a portfolio of securities invested to track a market index similar to an index mutual fund, but the shares are traded on an exchange like an equity. An ETF share price fluctuates intraday depending on market conditions instead of having a net asset value (NAV) that is calculated once at the end of the day. The shares may trade at a premium or discount; and as a result, investors pay more or less when purchasing shares and receive more or less than when selling shares. The supply of ETF shares is regulated through a mechanism known as creation and redemption that involves large, specialized investors, known as authorized participants (APs). Authorized participants are large financial institutions with a high degree of buying power, such as market makers, banks or investment companies that provide market liquidity. When there is a shortage

of shares in the market, the authorized participant creates more (creation). Conversely, the authorized participant will reduce shares in circulation (redemption) when supply falls short of demand. Multiple authorized participants help improve the liquidity of a particular ETF and stabilize the share price. To the extent that authorized participants cannot or are otherwise unwilling to engage in creation and redemption transactions, shares of an ETF tend to trade at a significant discount or premium and may face trading halts and delisting from the exchange. The performance of ETFs is subject to market risk, including the complete loss of principal. ETFs also have a trading risk based on cost inefficiency if the ETFs are actively traded and a liquidity risk if the ETFs has a large price spread and low trading volume. In addition, investors buying or selling shares in the secondary market pay brokerage commissions, which may be a significant proportional cost not incurred by mutual funds.

- **Equity** – An investment that refers to buying shares of stocks in return for receiving a future payment of dividends and/or capital gains if the value of the stock increases. The value of equity securities may fluctuate in response to specific situations for each company, industry conditions and the general economic environment.
- **Mutual Funds** – a pool of funds collected from many investors for the purpose of investing in securities such as stocks, bonds, money market instruments and similar assets.
  - **Open-End Mutual Funds** – a type of mutual fund that does not have restrictions on the amount of shares the fund will issue and will buy back shares when investors wish to sell. Investing in mutual funds carries the risk of capital loss and thus Clients may lose money investing in mutual funds. All mutual funds have costs that lower investment returns. The funds can be of bond “fixed income” nature (lower risk) or stock “equity” nature.
  - **Closed-End Mutual Funds** – a type of mutual fund that raises a fixed amount of capital through an initial public offering (“IPO”). The fund is then structured, listed, and traded like a stock on a stock exchange. Clients should be aware that closed-end funds available within the program are not readily marketable. In an effort to provide invest or liquidity, the funds may offer to repurchase a certain percentage of shares at net asset value on a periodic basis. Thus, Clients may be unable to liquidate all or a portion of their shares in these types of funds.
  - **Alternative Strategy Mutual Funds** – Certain mutual funds available in the program invest primarily in alternative investments and/or strategies. Investing in alternative investments and/or strategies may not be suitable for all investors and involves special risks, such as risks associated with commodities, real estate, leverage, selling securities short, the use of derivatives, potential adverse market forces, regulatory changes, and potential illiquidity. There are special risks associated with mutual funds that invest principally in real estate securities, such as sensitivity to changes in real estate values and interest rates and price volatility because of the fund’s concentration in the real estate industry.

Additional types of investments will be considered per Client for asset allocation and risk management purposes.



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**Item 9 – Disciplinary Information**

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There are no legal, regulatory, or disciplinary events involving Virtus Wealth or any of its Management Persons. Virtus Wealth values the trust Clients place in the Advisor. The Advisor encourages Clients to perform the requisite due diligence on any advisor or service provider that the Client engages. The backgrounds of the Advisor or Investment Advisor Representatives are available on the Investment Adviser Public Disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching with the Advisor's firm name or CRD# 317832.

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

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**Broker/Dealer Affiliation**

Neither Virtus Wealth or its Investment Advisor Representatives have a broker/dealer affiliation.

**Insurance Agency Affiliations**

Certain Investment Advisor Representatives are also licensed insurance professionals. Implementations of insurance recommendations are separate and apart from an Investment Advisor Representative's role with Virtus Wealth. As an insurance professional, an Investment Advisor Representative will receive customary commissions and other related revenues from the various insurance companies whose products are sold. Commissions generated by insurance sales do not offset regular advisory fees. This causes a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any recommendations made by an Investment Advisor Representative in one's separate capacity as an insurance agent.

Conflicts of interests exist because insurance sales create an incentive to recommend products based on the compensation earned rather than the best interests of the Client. Such conflicts of interest are subject to review by the Chief Compliance Officer ("CCO"). Neither Virtus Wealth nor any of the Management Persons are registered or has a registration pending to register as a futures commission merchant, commodity pool operator, a commodity trading advisor, or an associated person of the foregoing entities.

**Virtus Financial Group LLC**

Virtus Financial Group LLC, managed by Andrew M. Hall (Co-Founder & Chief Compliance Officer), provides general financial planning advice, insurance planning, tax planning and preparation. The purpose of this planning and preparation is to offer individuals to have all parts of their financial plan interact more effectively by manner. Fees for these services are separate and in addition to the Advisor's fees. Clients are not obligated to utilize these services or may choose another provider.

**Wrezinski Advisory Group**

Wrezinski Advisory Group, managed by Tyler Wrezinski (Co-Founder), provides tax planning services. The purpose of tax planning is to discover how to accomplish the elements of a financial plan in a tax-efficient manner. Tax planning thus allows the other elements of a financial plan to interact more effectively by minimizing tax liability. Tax preparation is not a service that Wrezinski Advisory Group provides. Fees for



these services are separate and in addition to the Advisor's fees. Clients are not obligated to utilize these services or may choose another provider.

### **The Institute for Financial Education**

The Institute for Financial Education is a non-profit organization dedicated to providing financial literacy by bringing educational resources directly to the public. The organization is committed to enriching our local communities through financial awareness. Clients are not charged for these services. For additional information, please see: [www.ifeonline.org](http://www.ifeonline.org).

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

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### **Code of Ethics**

Virtus Wealth has implemented a Code of Ethics (the "Code") that defines our fiduciary commitment to each Client. This Code applies to all persons associated with the Advisor (our "Supervised Persons"). The Code was developed to provide general ethical guidelines and specific instructions regarding our duties to you, our Client. The Advisor and its Supervised Persons owe a duty of loyalty, fairness, and good faith towards each Client. It is the obligation of the Advisor's Supervised Persons to adhere not only to the specific provisions of the Code, but also to the general principles that guide the Code. The Code covers a range of topics that address employee ethics and conflicts of interest. To request a copy of our Code, please contact us at (314) 395-6133 or by email at [Andrew@theVirtusfg.com](mailto:Andrew@theVirtusfg.com).

### **Personal Trading with Material Interest**

Virtus Wealth does not act as principal in any transactions. In addition, the Advisor does not act as the general partner of a fund or advise an investment company. Virtus Wealth does not have a material interest in any securities traded in Client accounts.

### **Personal Trading in Same Securities as Clients**

Virtus Wealth allows our Supervised Persons to purchase or sell the same securities that may be recommended to and purchased on behalf of Clients. Owning the same securities, we recommend (purchase or sell) to you presents a conflict of interest that, as fiduciaries, we must disclose to you and mitigate through policies and procedures. As noted above, we have adopted a Code of Ethics to address insider trading (material non-public information controls); gifts and entertainment; outside business activities and personal securities reporting.

### **Personal Trading at Same Time as Client**

Supervised Persons may not purchase or sell any security immediately prior to or immediately after a transaction being implemented for an advisory account, thereby preventing an employee from benefiting from transactions placed on behalf of advisory accounts.

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## Item 12 – Brokerage Practices

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Virtus Wealth will recommend that Clients establish a brokerage account to maintain custody of assets and to effect trades. A broker/dealer is compensated by Clients through commissions, trails, or other transaction-based fees for trades that are executed and settled. In addition, a broker/dealer charges Clients miscellaneous fees, such as account transfer fees, IRA custodial fees and asset-based fees for administrative services. Such administration fees are not directly borne by Clients but are considered when Virtus Wealth negotiates its advisory fee with Clients.

1. **Soft Dollars** - Soft dollars are revenue programs offered by broker/dealers whereby an advisor enters into an agreement to place security trades with the broker in exchange for research and other services. A broker/dealer makes available various products and services designed to assist the Advisor in managing and administering Client accounts. These services include software and other technology that provide access to Client account data (such as trade confirmation and account statements); facilitation of trade execution (and research reports or other information about particular companies or industries; economic surveys, data and analyses; financial publications; portfolio evaluation services; financial database software and services; computerized news and pricing services; quotation equipment for use in running software used in investment decision-making. These support services are provided based on the overall relationship and used for the benefit of all Clients. There is no minimum production level or required value of assets held with the custodian. Consequently, it is not the result of formal or informal soft dollar arrangements or any other express arrangements that involve the execution of Client transactions as a condition to receive the services. Any conflicts of interest that exist are mitigated by the Advisor's fiduciary duty to always act in the best interest of Clients.
2. **Brokerage Referrals** - Virtus Wealth does not receive any compensation from any third party in connection with the recommendation for establishing a brokerage account.
3. **Transaction Fees** -The Custodian charges brokerage commissions and transaction fees for effecting certain securities transactions (i.e., transaction fees are charged for certain no-load mutual funds, commissions are charged for individual equity and debt securities transactions). The Custodian enables Virtus Wealth to obtain many no-load mutual funds without transaction charges and other no-load funds at nominal transaction charges. The Custodian's commission rates are potentially discounted from customary retail commission rates. However, the commission and transaction fees charged by the Custodians may be higher or lower than those charged by other custodians and broker/dealers.
4. **Best Execution** - In seeking best execution, the determinative factor is not the lowest possible cost, but whether the transaction represents the best qualitative execution, taking into consideration the full range of a broker/dealer's services, including the value of research provided, execution capability, commission rates, and responsiveness. Accordingly, although we will seek competitive rates, to the benefit of all Clients, we may not necessarily obtain the lowest possible commission rates for specific Client account transactions.

- 5. Aggregating and Allocating Trades** - The primary objective in placing orders for the purchase and sale of securities for Client accounts is to obtain the most favorable net results taking into account such factors as price, size of order and difficulty of execution. Virtus Wealth does not aggregate purchases and sales for various Client accounts, but orders can be aggregated by the custodian.
- 6. Directed Brokerage** - Neither the Advisor nor any investment advisor representatives have discretionary authority to determine the brokers-dealer/custodian for the execution of securities transactions. The Client shall establish their accounts[s] at the Custodian [generally Charles Schwab & Co., Inc. as recommended by the Advisor]. The Client authorizes the Advisor to trade within the Client's account[s] at the Custodian. Not all Advisors require Clients to direct brokerage. Directed brokerage to one Custodian may cost more than if multiple

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### **Item 13 – Review of Accounts**

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Account reviews are conducted on an ongoing basis by Investment Advisor Representatives of Virtus Wealth and periodically by the CCO. All Clients (in person or via telephone) are encouraged to review financial planning issues (to the extent applicable), investment objectives and account performance with their Investment Advisor Representative. In addition, each Client relationship shall be reviewed at least annually. Reviews may be conducted more or less frequently at the Client's request. Accounts may also be reviewed as a result of major changes in economic conditions, known changes in the Client's financial situation, and/or large deposits or withdrawals in the Client's account. The Client is encouraged to notify Virtus Wealth if changes occur in the Client's personal financial situation that might adversely affect the Client's investment plan. Additional reviews may be triggered by material market, economic or political events.

Clients will receive brokerage statements no less than quarterly from the Custodian. These brokerage statements are sent directly from the Custodian to the Client. The Client can also establish electronic access to the Custodian's website so they can view these reports and their account activity. Client brokerage statements will include all positions, transactions and fees relating to the Client's account[s].

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

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Virtus Wealth is a fee-based advisory firm, that is compensated by its Clients to provide investment advice and not from any investment product or someone other than the Client. Virtus Wealth does not receive commissions or other economic benefit or compensation from product sponsors, broker/dealers or any un-related third party. Virtus Financial Group, an affiliate of Virtus Wealth, provides insurance services and receives commission revenue for the implementation of insurance. Please see Item 10 above.

#### **Compensation Client Referrals from Solicitors**

Virtus Wealth does not provide compensation for Client referrals.

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**Item 15 – Custody**

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Virtus Wealth does not accept or maintain physical custody of funds or securities. A “qualified custodian” is responsible to provide Clients with trade confirmations, tax forms and quarterly statements that include account balance(s). Virtus Wealth is however considered to have limited or constructive custody due to direct fee deduction. Clients are advised to carefully review the information provided by the custodian and notify their Investment Advisor Representative with any questions or if such information is not received. Clients authorize the custodian by separate agreement to deduct advisory fees on behalf of Virtus Wealth.

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**Item 16 – Investment Discretion**

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Virtus Wealth provides investment advisory services on a non-discretionary basis. Prior to executing each trade (purchase or sale), the Client shall be required to approve the transaction verbally or in writing.

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**Item 17 – Voting Client Securities**

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Virtus Wealth does not accept proxy-voting responsibility for any Client. Clients will receive proxy statements directly from the Custodian. Virtus Wealth will assist in answering questions relating to proxies, however, the Client retains the sole responsibility for proxy decisions and voting.

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**Item 18 – Financial Information**

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Neither the Advisor, nor its management, have any adverse financial situations to disclose and have not been subject to a bankruptcy or financial compromise. The Advisor does not collect advance fees of \$500 or more for services to be performed six months or more in the future.

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**Item 19 – Requirements for State Registered Advisors**

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Each principal owner with a description of their formal education and business background has been provided in Item 4 above as well as the respective Form ADV 2B – Brochure Supplement.

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**Other Business****Insurance Agency Affiliations**

As noted in Items 10, certain Investment Advisor Representatives are also licensed insurance professionals. Implementations of insurance recommendations are separate and apart from an Investment Advisor Representative’s role with Virtus Wealth. As an insurance professional, an Investment Advisor Representative will receive customary commissions and other related revenues from the various insurance companies whose products are sold. Commissions generated by insurance sales do not offset regular advisory fees. This causes a conflict of interest in recommending certain products of the insurance companies. Clients are under no obligation to implement any recommendations made by an Investment Advisor Representative in one’s separate capacity as an insurance agent. Conflicts of interests exist because insurance sales create an incentive to recommend products based on the compensation earned rather than the best interests of the Client. Such conflicts of interest are subject to review by the Chief Compliance Officer (“CCO”). Neither Virtus Wealth nor any of the Management Persons are registered or has a registration pending to register as a futures commission

merchant, commodity pool operator, a commodity trading advisor, or an associated person of the foregoing entities.

### **Virtus Financial Group LLC**

Virtus Financial Group LLC, managed by Andrew M. Hall (Co-Founder & Chief Compliance Officer), provides general financial planning advice, insurance planning, tax planning and preparation. The purpose of this planning and preparation is to offer individuals to have all parts of their financial plan interact more effectively by manner. Fees for these services are separate and in addition to the Advisor's fees. Clients are not obligated to utilize these services or may choose another provider.

### **Wrezinski Advisory Group**

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### **The Institute for Financial Education**

The Institute for Financial Education is a non-profit organization dedicated to providing financial literacy by bringing educational resources directly to the public. The organization is committed to enriching our local communities through financial awareness. Clients are not charged for these services. For additional information, please see: [www.ifeonline.org](http://www.ifeonline.org).

### **Performance-Based Fees**

The Advisor does not charge performance-based fees for its investment advisory services.

### **Disciplinary Information**

Securities laws require an advisor to disclose any instances where the advisor or its advisory persons have been found liable in a legal, regulatory, civil or arbitration matter that alleges violation of securities and other statutes; fraud; false statements or omissions; theft, embezzlement or wrongful taking of property; bribery, forgery, counterfeiting, or extortion; and/or dishonest, unfair or unethical practices. There are no legal, civil or disciplinary events to disclose regarding Advisor nor any associated person. Neither Virtus Financial Group nor any associated person have been involved in any regulatory, civil or criminal action. There have been no Client lawsuits, arbitration claims or administrative proceedings against Advisor or any associated person.

### **Material Relationships with Issuers of Securities**

Neither Advisor nor any associated person has a relationships or arrangements with an issuer of securities.

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## Privacy Policy

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### Our Commitment to You

Virtus Wealth Management, LLC dba Virtus Financial Group (herein “Virtus Wealth” or the “Advisor”) is committed to safeguarding the use of personal information of our Clients (also referred to as “you” and “your”) that we obtain as your Investment Advisor, as described here in our Privacy Policy (the “Policy”).

Our relationship with you is our most important asset. We understand that you have entrusted us with your private information, and we do everything that we can to maintain that trust. Virtus Wealth (also referred to as "we", "our" and "us") protects the security and confidentiality of the personal information we have and implements controls to ensure that such information is used for proper business purposes in connection with the management or servicing of our relationship with you. The Advisor does not sell your non-public personal information to anyone. Nor do we provide such information to others except for discrete and reasonable business purposes in connection with the servicing and management of our relationship with you, as discussed below. Details of our approach to privacy and how your personal non-public information is collected and used are set forth in this Policy.

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### Why you need to know?

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Registered Investment Advisors must share some of your personal information while servicing your account. Federal and State laws give you the right to limit some of this sharing and require Registered Investment Advisors to disclose how we collect, share, and protect your personal information.

### What information do we collect from you?

Employment Information and or Government ID	Date of birth
Social security or taxpayer identification number	Assets and liabilities
Name, address and phone number(s)	Income and expenses
E-mail address(es)	Investment activity
Account information (including other institutions)	Investment experience and goals

### What Information do we collect from other sources?

Custody, brokerage and advisory agreements	Account applications and forms
Other advisory agreements and legal documents	Investment questionnaires and suitability documents
Transactional information with us or others	Other information needed to service your account

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**How do we protect your information?**

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To safeguard your personal information from unauthorized access and use we maintain physical, procedural and electronic security measures. These include such safeguards as secure passwords, encrypted file storage and a secure office environment. Our technology vendors provide security and access control over personal information and have policies over the transmission of data. Our associates are trained on their responsibilities to protect Client's personal information. We require third parties that assist in providing our services to you to protect the personal information they receive from us.

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**How do we share your information?**

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Virtus Wealth shares Client personal information to effectively implement its services. In the section below, we list some reasons we may share your personal information.

Basis For Sharing	Do we share?	Can you limit?
<b>Servicing our Clients.</b> We may share non-public personal information with non-affiliated third parties (such as administrators, brokers, custodians, regulators, credit agencies, consultants or other financial institutions) as necessary for us to provide agreed upon services to you, consistent with applicable law, including but not limited to: processing transactions; general account maintenance; responding to regulators or legal investigations; and credit reporting.	Yes	No
<b>Marketing Purposes.</b> Virtus Wealth does not disclose, and does not intend to disclose, personal information with non-affiliated third parties to offer you services. Certain laws may give us the right to share your personal information with financial institutions where you are a customer and where Virtus Wealth or the Client has a formal agreement with the financial institution. We will only share information for purposes of servicing your accounts, not for marketing purposes.	No	Not Shared
<b>Authorized Users.</b> Your non-public personal information may be disclosed to you and persons that we believe to be your authorized agent(s) or representative(s).	Yes	Yes
<b>Information About Former Clients.</b> Virtus Wealth does not disclose and does not intend to disclose, non-public personal information to non-affiliated third parties with respect to persons who are no longer our Clients.	No	Not Shared

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**Other Important Information**

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**Information for California, North Dakota, and Vermont Customers.** In response to applicable state law, if the mailing address provided for your account is in California, North Dakota, or Vermont, we will automatically treat your account as if you do not want us to disclose your personal information to non-affiliated third parties for purposes of them marketing to you, except as permitted by the applicable state law.

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**Changes to our Privacy Policy**

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We will send you a copy of this Policy annually for as long as you maintain an ongoing relationship with us. Periodically we may revise this Policy and will provide you with a revised Policy if the changes materially alter the previous Privacy Policy. We will not, however, revise our Privacy Policy to permit the sharing of non-public personal information other than as described in this notice unless we first notify you and provide you with an opportunity to prevent the information sharing.

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**Any Questions?**

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You may ask questions or voice any concerns, as well as obtain a copy of our current Privacy Policy by contacting us at Mr. Hall can be reached at (314) 395-6133 or by email at [Andrew@theVirtusfg.com](mailto:Andrew@theVirtusfg.com).

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