

## Form ADV Part 2B: *Brochure Supplement*

### Item 1 – Cover Page

#### **Jeffrey S. Sims**

Pinnacle Wealth Management, Inc.  
9100 West Chester Towne Centre Drive, Suite 225  
West Chester, Ohio 45069  
Phone: (513) 874-4440

**June 2018**

This brochure supplement provides information about Jeffrey S. Sims that supplements the Pinnacle Wealth Management, Inc. brochure. You should have received a copy of that brochure. Please contact Anna C. Barton if you did not receive the Pinnacle Wealth Management, Inc. brochure or if you have any questions about the contents of this supplement.

Additional information about Jeffrey S. Sims is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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

Date of Birth: 1957  
CRD Number: 2236487

#### Education Background:

- Cincinnati Bible College: AS, English, 1977
- University of Cincinnati: BSBA, Accounting, 1979
- Xavier University: MBA, Finance, 1985

#### Business Background:

- Pinnacle Wealth Management, Inc.: President, Director, Chief Executive Officer, Chief Compliance Officer, Investment Advisor Representative, February 2001 – Present,
- Pinnacle Financial Advisors, LLC: Owner, President, Chief Executive Officer, Director, September 2005 - Present
- Securities America, Inc.: Registered Principal, September 2005 - Present

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

Jeffrey S. Sims has no disciplinary history that is required to be disclosed by the U.S. Securities and Exchange Commission or state regulatory authorities.

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

#### **Registered Representative of Securities America, Inc.**

Mr. Sims is a registered representative of Securities America, Inc. In this capacity, he can provide investment recommendations and buy/sell securities products to clients in a strictly commission-based arrangement. When doing so, he will receive commissions, trails, loads and other customary brokerage transaction compensation. Receiving commissions and other brokerage compensation represents an

incentive for him to recommend securities products with higher commissions and higher payouts than other securities products with lower commissions and lower payouts.

As a registered representative, Mr. Sims receives 12b-1 fees (annual marketing or distribution fees) paid by mutual funds when buying and selling mutual funds in commission-based brokerage accounts through Securities America. Receiving 12b-1 fees represents an incentive for him to recommend funds with 12b-1 fees or with higher 12b-1 fees than funds with no fees or lower fees. This is a conflict of interest.

Clients are free to select any broker/dealer they wish to implement securities transactions and could receive comparable services from other sources at lower cost. However, if clients select Mr. Sims to implement securities transactions, he is required to use Securities America, Inc. because of his affiliation as a registered representative. Further, as a registered representative, he is restricted to only offering those products and services that have been reviewed and approved for offering to the public by Securities America, Inc. and for which the broker/dealer has obtained a selling agreement. Mr. Sims only recommends mutual funds and other investment products to clients if they are suitable for the client and appropriate to fulfill client's objectives.

Neither Pinnacle Wealth Management, Inc. nor Jeffrey S. Sims receive commissions or 12b-1 fees in the investment advisory, fee-based programs available through our firm as described in Items 4 and 5 of our Form ADV Part 2A: *Firm Brochure*. Jeffrey S. Sims receives commissions, 12b-1 fees, trails and other customary brokerage transaction compensation in Securities America, commission-based brokerage accounts.

#### **Insurance Agent of Pinnacle Financial Advisors, LLC**

Jeffrey S. Sims is an owner of Pinnacle Financial Advisors, LLC, a licensed insurance agency in Ohio and the parent company of Pinnacle Wealth Management, Inc. As an owner of Pinnacle Financial Advisors, LLC Jeffrey S. Sims receives compensation in the form of profits earned by Pinnacle Financial Advisors, LLC. He is also licensed as an agent through various insurance companies and can sell insurance products to clients and receive commissions when doing so.

Insurance commissions earned are in addition to advisory fees earned in his capacity as an investment advisor representative.

This is a conflict of interest because his recommendation to purchase insurance products is based, at least partially, on the receipt of commissions and not exclusively on each client's interest to receive the best possible recommendation. Moreover, different insurance providers and different insurance products pay different commission rates creating another conflict of interest in that Mr. Sims's decision to recommend one insurance product over another can be based on the amount of commission he will receive. Pinnacle Wealth Management, Inc. has implemented internal procedures in an attempt to control for these conflicts of interest.

- We have developed internal criteria designed to evaluate each client's unique needs in order to recommend insurance products only when in the client's best interests.
- We provide clients full disclosure and details of commissions received for selling their insurance products.
- Our decision to recommend particular insurance products and insurance sponsor companies is based on objective criteria and not based exclusively on the amount of commissions paid.

Clients are never obligated or required to purchase insurance products from or through Mr. Sims and may select any independent insurance agent and insurance company to purchase insurance products. Regardless of the insurance agent selected, the insurance agent or agency will receive normal commissions from the sale.

Mr. Sims spends the majority of his workweek on securities and insurance matters.

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

In addition to (1) his normal salary from Pinnacle Wealth Management, Inc. and Pinnacle Financial Advisors, LLC, (2) share of profits as an owner of the firm and (3) receipt of compensation from the outside business activities described above, Securities America, Inc. and certain product sponsors provide Jeffrey S. Sims with economic benefits. Please refer to Form ADV Part 2A: Firm Brochure, Item 12 – Brokerage Arrangements for details of our arrangements and economic benefits from Securities America.

Various product sponsors, as a result of us recommending or selling the product sponsors' investments, provide economic benefits that include, but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, lunch meetings, payment of travel expenses, and tools to assist us in providing various services to clients.

Pinnacle Wealth Management, Inc. and Jeffrey S. Sims endeavor at all times to put the interest of clients ahead of their own interests or those of the advisor's officers, directors, or representatives. However, these arrangements affect Mr. Sims's judgment when recommending investment products and present a conflict of interest that affect his judgment because his decision to recommend investment products is based, at least partially, on the receipt of economic benefits and not based exclusively on the client's interest of receiving the most objective advice possible.

### **Item 6 - Supervision**

Jeffrey S. Sims is the President, Chief Executive Officer and Chief Compliance Officer of Pinnacle Wealth Management, Inc. and responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives, including himself. He can be contacted at (513) 874-4440.

# Form ADV Part 2B: *Brochure Supplement*

## Item 1 – Cover Page

### Anthony J. Brun

Pinnacle Wealth Management, Inc.  
9100 West Chester Towne Centre Drive, Suite 225  
West Chester, Ohio 45069  
Phone: (513) 874-4440

January 2019

This brochure supplement provides information about Anthony J. Brun that supplements the Pinnacle Wealth Management, Inc. brochure. You should have received a copy of that brochure. Please contact Anna C. Barton if you did not receive the Pinnacle Wealth Management, Inc. brochure or if you have any questions about the contents of this supplement.

Additional information about Anthony J. Brun is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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

Date of Birth: 1965  
CRD Number: 3197624

#### Education Background:

- The Ohio State University: BS, Business Administration, 1988
- Xavier University: MBA, Business Administration, 1995

#### Professional Designations:

- Certified Financial Planner™ (CFP®), 2000 <sup>1</sup>
- Accredited Investment Fiduciary Auditor (AIFA), 2003-2008 <sup>2</sup>
- Accredited Investment Fiduciary, (AIF) 2008 <sup>3</sup>

#### Business Background:

- Pinnacle Wealth Management, Inc.: Vice President, Secretary, September 2005 - Present; Investment Advisor Representative, April 2002 - Present
- Pinnacle Financial Advisors, LLC: Owner, Vice President, Secretary, and Insurance Agent September 2005 - Present
- Securities America, Inc.: Registered Representative, September 2005 – Present

#### Professional Designation Disclosure

<sup>1</sup>The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”). The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that

govern professional engagements with clients. Currently, more than 83,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services and attain a bachelor’s degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered on one day with two 3-hour testing sessions, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

CFP Acknowledgment: Anthony J. Bruns acknowledges his responsibility as a CFP® Certificant to adhere to the standards that have been established in the CFP Board’s Standards of Professional Conduct. If you become aware that Anthony J. Brun’s conduct may violate the Standards of Professional Conduct, you may file a complaint with the CFP Board at [www.CFP.net/complaint](http://www.CFP.net/complaint).

<sup>2</sup> The Accredited Investment Fiduciary Auditor (AIFA) is offered by the Center for Fiduciary Studies. Candidates for this program must complete a three-day classroom program and must also meet a minimum requirement based on highest level of education (e.g., Bachelor’s Master’s, doctorate), industry-related credentials (i.e., CPA, CFA, securities licenses, etc.) and relevant industry experience. Designees must complete 10 hours of continuing education per year.

<sup>3</sup> The Accredited Investment Fiduciary (AIF) certification signifies that an individual has a thorough knowledge of and ability to apply the fiduciary practices. To obtain the AIF certification, candidates must

complete a training curriculum and then pass an AIF exam. AIF designees are required to adhere to a strict code of ethics. In order to maintain an AIF license, AIF designees must complete 6 hours of continuing professional education each year.

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

Anthony J. Bruns has no disciplinary history that is required to be disclosed by the U.S. Securities and Exchange Commission or state regulatory authorities.

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

#### **Registered Representative of Securities America, Inc.**

Mr. Bruns is a registered representative of Securities America, Inc. In this capacity, he can provide investment recommendations and buy/sell securities products to clients in a strictly commission-based arrangement. When doing so, he will receive commissions, trails, loads and other customary brokerage transaction compensation. Receiving commissions and other brokerage compensation represents an incentive for him to recommend securities products with higher commissions and higher payouts than other securities products with lower commissions and lower payouts.

As a registered representative, Mr. Bruns receives 12b-1 fees (annual marketing or distribution fees) paid by mutual funds when buying and selling mutual funds in commission-based brokerage accounts through Securities America. Receiving 12b-1 fees represents an incentive for him to recommend funds with 12b-1 fees or with higher 12b-1 fees than funds with no fees or lower fees. This is a conflict of interest.

Clients are free to select any broker/dealer they wish to implement securities transactions and could receive comparable services from other sources at lower cost. However, if clients select Mr. Bruns to implement securities transactions, he is required to use Securities America, Inc. because of his affiliation as a registered representative. Further, as a registered representative, he is restricted to only offering those products and services that have been reviewed and approved for offering to the public by Securities America, Inc. and for which the broker/dealer has obtained a selling agreement. Mr. Bruns only recommends mutual funds and other investment products to clients if they are suitable for the client and appropriate to fulfill client's objectives.

Neither Pinnacle Wealth Management, Inc. nor Anthony J. Bruns receive commissions or 12b-1 fees in the investment advisory, fee-based programs available through our firm as described in Items 4 and 5 of our Form ADV Part 2A: *Firm Brochure*. Anthony J. Bruns receives commissions, 12b-1 fees, trails and other customary brokerage transaction compensation in Securities America, commission-based brokerage accounts.

#### **Insurance Agent of Pinnacle Financial Advisors, LLC**

Anthony J. Bruns is an owner of Pinnacle Financial Advisors, LLC, a licensed insurance agency in Ohio and the parent company of Pinnacle Wealth Management, Inc. As an owner of Pinnacle Financial Advisors, LLC, Anthony J. Bruns receives compensation in the form of profits earned by Pinnacle Financial Advisors, LLC. He is also licensed as an agent through various insurance companies and can sell insurance products to clients and receive commissions when doing so.

Insurance commissions earned are in addition to advisory fees earned in his capacity as an investment advisor representative.

This is a conflict of interest because his recommendation to purchase insurance products is based, at least partially, on the receipt of commissions and not exclusively on each client's interest to receive the best possible recommendation. Moreover, different insurance providers and different insurance products pay different commission rates creating another conflict of interest in that Mr. Bruns's decision to recommend one insurance product over another can be based on the amount of commission he will

receive. Pinnacle Wealth Management, Inc. has implemented internal procedures in an attempt to control for these conflicts of interest.

- We have developed internal criteria designed to evaluate each client's unique needs in order to recommend insurance products only when in the client's best interests.
- We provide clients full disclosure and details of commissions received for selling their insurance products.
- Our decision to recommend particular insurance products and insurance sponsor companies is based on objective criteria and not based exclusively on the amount of commissions paid.

Clients are never obligated or required to purchase insurance products from or through Mr. Bruns and may select any independent insurance agent and insurance company to purchase insurance products. Regardless of the insurance agent selected, the insurance agent or agency will receive normal commissions from the sale.

Mr. Bruns spends the majority of his workweek on securities and insurance matters.

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

In addition to (1) his normal salary from Pinnacle Wealth Management, Inc. and Pinnacle Financial Advisors, LLC, (2) share of profits as an owner of the firm and (3) receipt of compensation from the outside business activities described above, Securities America, Inc. and certain product sponsors provide Anthony J. Bruns with economic benefits. Please refer to Form ADV Part 2A: Firm Brochure, Item 12 – Brokerage Arrangements for details of our arrangements and economic benefits from Securities America.

Various product sponsors, as a result of us recommending or selling the product sponsors' investments, provide economic benefits that include, but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, lunch meetings, payment of travel expenses, and tools to assist us in providing various services to clients.

Pinnacle Wealth Management, Inc. and Anthony J. Bruns endeavor at all times to put the interest of clients ahead of their own interests or those of the advisor's officers, directors, or representatives. However, these arrangements affect Mr. Bruns's judgment when recommending investment products and present a conflict of interest that affect his judgment because his decision to recommend investment products is based, at least partially, on the receipt of economic benefits and not based exclusively on the client's interest of receiving the most objective advice possible.

### **Item 6 - Supervision**

Jeffrey S. Sims is the President, Chief Executive Officer and Chief Compliance Officer of Pinnacle Wealth Management, Inc. and responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives, including Anthony J. Bruns. Mr. Sims can be contacted at (513) 874-4440.

## Form ADV Part 2B: *Brochure Supplement*

### Item 1 – Cover Page

**Geoffrey G. Glazier**  
Pinnacle Wealth Management, Inc.  
9100 West Chester Towne Centre Drive, Suite 225  
West Chester, Ohio 45069  
Phone: (513) 874-4440

**January 2019**

**This brochure supplement provides information about Geoffrey G. Glazier that supplements the Pinnacle Wealth Management, Inc. brochure. You should have received a copy of that brochure. Please contact Geoffrey G. Glazier if you did not receive the Pinnacle Wealth Management, Inc. brochure or if you have any questions about the contents of this supplement.**

**Additional information about Geoffrey G. Glazier is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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

Date of Birth: 1979  
CRD Number: 5151202

#### Education Background:

- Capital University: BS, Business Administration, 2002
- University of Cincinnati: MBA, Business Administration, 2006

#### Professional Designations:

- Certified Financial Planner™ (CFP®), 2012<sup>1</sup>
- Accredited Investment Fiduciary (AIF), 2014<sup>2</sup>

#### Business Background:

- Pinnacle Wealth Management, Inc.: Investment Advisor Representative, July 2012 - Present
- Pinnacle Financial Advisors, LLC: Insurance Agent and Employee, June 2010 - Present
- Securities America, Inc.: Registered Representative, August 2009 – Present

### **Professional Designation Disclosure**

<sup>1</sup>The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”). The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that

govern professional engagements with clients. Currently, more than 83,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services and attain a bachelor’s degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered on one day with two 3-hour testing sessions, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

**CFP Acknowledgment:** Geoffrey G. Glazier acknowledges his responsibility as a CFP® Certificant to adhere to the standards that have been established in the CFP Board’s Standards of Professional Conduct. If you become aware that Geoffrey G. Glazier’s conduct may violate the Standards of Professional Conduct, you may file a complaint with the CFP Board at [www.CFP.net/complaint](http://www.CFP.net/complaint).

<sup>2</sup> The Accredited Investment Fiduciary (AIF) certification signifies that an individual has a thorough knowledge of and ability to apply the fiduciary practices. To obtain the AIF certification, candidates must complete a training curriculum and then pass an AIF exam. AIF designees are required to adhere to a strict code of ethics. In order to maintain an AIF license, AIF designees must complete six hours of continuing professional education each year.

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

Geoffrey G. Glazier has no disciplinary history that is required to be disclosed by the U.S. Securities and Exchange Commission or state regulatory authorities.

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

#### **Registered Representative of Securities America, Inc.**

Mr. Glazier is a registered representative of Securities America, Inc. In this capacity, he can provide investment recommendations and buy/sell securities products to clients in a strictly commission-based arrangement. When doing so, he will receive commissions, trails, loads and other customary brokerage transaction compensation. Receiving commissions and other brokerage compensation represents an incentive for him to recommend securities products with higher commissions and higher payouts than other securities products with lower commissions and lower payouts.

As a registered representative, Mr. Glazier receives 12b-1 fees (annual marketing or distribution fees) paid by mutual funds when buying and selling mutual funds in commission-based brokerage accounts through Securities America. Receiving 12b-1 fees represents an incentive for him to recommend funds with 12b-1 fees or with higher 12b-1 fees than funds with no fees or lower fees. This is a conflict of interest.

Clients are free to select any broker/dealer they wish to implement securities transactions and could receive comparable services from other sources at lower cost. However, if clients select Mr. Glazier to implement securities transactions, he is required to use Securities America, Inc. because of his affiliation as a registered representative. Further, as a registered representative, he is restricted to only offering those products and services that have been reviewed and approved for offering to the public by Securities America, Inc. and for which the broker/dealer has obtained a selling agreement. Mr. Glazier only recommends mutual funds and other investment products to clients if they are suitable for the client and appropriate to fulfill client's objectives.

Neither Pinnacle Wealth Management, Inc. nor Geoffrey G. Glazier receive commissions or 12b-1 fees in the investment advisory, fee-based programs available through our firm as described in Items 4 and 5 of our Form ADV Part 2A: *Firm Brochure*. Geoffrey G. Glazier receives commissions, 12b-1 fees, trails and other customary brokerage transaction compensation in Securities America, commission-based brokerage accounts.

#### **Insurance Agent of Pinnacle Financial Advisors, LLC**

Geoffrey G. Glazier is an insurance agent of Pinnacle Financial Advisors, LLC, a licensed insurance agency in Ohio and the parent company of Pinnacle Wealth Management, Inc. He is licensed as an agent through various insurance companies and can sell insurance products to clients and receive commissions when doing so.

Insurance commissions earned are in addition to advisory fees earned in his capacity as an investment advisor representative.

This is a conflict of interest because his recommendation to purchase insurance products is based, at least partially, on the receipt of commissions and not exclusively on each client's interest to receive the best possible recommendation. Moreover, different insurance providers and different insurance products pay different commission rates creating another conflict of interest in that Mr. Glazier's decision to recommend one insurance product over another can be based on the amount of commission he will receive. Pinnacle Wealth Management, Inc. has implemented internal procedures in an attempt to control for these conflicts of interest.

- We have developed internal criteria designed to evaluate each client's unique needs in order to recommend insurance products only when in the client's best interests.

- We provide clients full disclosure and details of commissions received for selling their insurance products.
- Our decision to recommend particular insurance products and insurance sponsor companies is based on objective criteria and not based exclusively on the amount of commissions paid.

Clients are never obligated or required to purchase insurance products from or through Mr. Glazier and may select any independent insurance agent and insurance company to purchase insurance products. Regardless of the insurance agent selected, the insurance agent or agency will receive normal commissions from the sale.

Mr. Glazier spends the majority of his workweek on securities and insurance matters.

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

In addition to (1) his normal salary from Pinnacle Wealth Management, Inc. and Pinnacle Financial Advisors, LLC, and (2) receipt of compensation from the outside business activities described above, Securities America, Inc. and certain product sponsors provide Geoffrey G. Glazier with economic benefits. Please refer to Form ADV Part 2A: Firm Brochure, Item 12 – Brokerage Arrangements for details of our arrangements and economic benefits from Securities America.

Various product sponsors, as a result of us recommending or selling the product sponsors' investments, provide economic benefits that include, but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, lunch meetings, payment of travel expenses, and tools to assist us in providing various services to clients.

Pinnacle Wealth Management, Inc. and Geoffrey G. Glazier endeavor at all times to put the interest of clients ahead of their own interests or those of the advisor's officers, directors, or representatives. However, these arrangements affect Mr. Glazier's judgment when recommending investment products and present a conflict of interest that affect his judgment because his decision to recommend investment products is based, at least partially, on the receipt of economic benefits and not based exclusively on the client's interest of receiving the most objective advice possible.

### **Item 6 - Supervision**

Jeffrey S. Sims is the President, Chief Executive Officer and Chief Compliance Officer of Pinnacle Wealth Management, Inc. and responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives, including Geoffrey G. Glazier. Mr. Sims can be contacted at (513) 874-4440.

# Form ADV Part 2B: *Brochure Supplement*

## Item 1 – Cover Page

**Eric M. Bokesch**  
Pinnacle Wealth Management, Inc.  
9100 West Chester Towne Centre Drive, Suite 225  
West Chester, Ohio 45069  
Phone: (513) 874-4440

**December 2019**

**This brochure supplement provides information about Eric M. Bokesch that supplements the Pinnacle Wealth Management, Inc. brochure. You should have received a copy of that brochure. Please contact Eric M. Bokesch if you did not receive the Pinnacle Wealth Management, Inc. brochure or if you have any questions about the contents of this supplement.**

**Additional information about Eric M. Bokesch is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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

Date of Birth: 1972  
CRD Number: 4430340

#### Education Background:

- The Ohio State University: BS, Finance and Financial Management Services, 1999

#### Professional Designations:

- Accredited Investment Fiduciary (AIF), 2012<sup>1</sup>
- Chartered Retirement Plan Specialist (CRPS), 2013<sup>2</sup>

#### Business Background:

- Pinnacle Wealth Management, Inc.: Investment Advisor Representative, November 2019 - Present
- Pinnacle Financial Advisors, LLC: Insurance Agent and Employee, October 2019 - Present
- Securities America, Inc.: Registered Representative, November 2019 – Present
- Cambridge Investment Research, Inc.: Registered Representative, July 2018 – September 2019
- Cambridge Investment Research Advisors, Inc.: Investment Advisor Representative, July 2018 – September 2019
- Nationwide Investment Services Corporation: Field Service Representative, May 2011 – July 2018

### **Professional Designation Disclosure**

<sup>1</sup> The Accredited Investment Fiduciary (AIF) certification signifies that an individual has a thorough knowledge of and ability to apply the fiduciary practices. To obtain the AIF certification, candidates must complete a training curriculum and then pass an AIF exam. AIF designees are required to adhere to a

strict code of ethics. In order to maintain an AIF license, AIF designees must complete six hours of continuing professional education each year.

<sup>2</sup> The Chartered Retirement Plan Specialist (CRPS) certification signifies that an individual has completed a course of study encompassing design, installation, maintenance and administration of retirement plans. To obtain the CRPS certification, candidates must complete a training curriculum and then pass an end-of-course examination that tests their ability to synthesize complex concepts and apply theoretical concepts to real-life situations. CRPS designees are required to adhere to Standards of Professional Conduct and are subject to a disciplinary process. Designees renew their designation every two years by completing 16 hours of continuing education, reaffirming adherence to the Standards of Professional Conduct and complying with self-disclosure requirements.

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

Eric M. Bokesch has no disciplinary history that is required to be disclosed by the U.S. Securities and Exchange Commission or state regulatory authorities.

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

#### **Registered Representative of Securities America, Inc.**

Mr. Bokesch is a registered representative of Securities America, Inc. In this capacity, he can provide investment recommendations and buy/sell securities products to clients in a strictly commission-based arrangement. When doing so, he will receive commissions, trails, loads and other customary brokerage transaction compensation. Receiving commissions and other brokerage compensation represents an incentive for him to recommend securities products with higher commissions and higher payouts than other securities products with lower commissions and lower payouts.

As a registered representative, Mr. Bokesch receives 12b-1 fees (annual marketing or distribution fees) paid by mutual funds when buying and selling mutual funds in commission-based brokerage accounts through Securities America. Receiving 12b-1 fees represents an incentive for him to recommend funds with 12b-1 fees or with higher 12b-1 fees than funds with no fees or lower fees. This is a conflict of interest.

Clients are free to select any broker/dealer they wish to implement securities transactions and could receive comparable services from other sources at lower cost. However, if clients select Mr. Bokesch to implement securities transactions, he is required to use Securities America, Inc. because of his affiliation as a registered representative. Further, as a registered representative, he is restricted to only offering those products and services that have been reviewed and approved for offering to the public by Securities America, Inc. and for which the broker/dealer has obtained a selling agreement. Mr. Bokesch only recommends mutual funds and other investment products to clients if they are suitable for the client and appropriate to fulfill client's objectives.

Neither Pinnacle Wealth Management, Inc. nor Eric M. Bokesch receive commissions or 12b-1 fees in the investment advisory, fee-based programs available through our firm as described in Items 4 and 5 of our Form ADV Part 2A: *Firm Brochure*. Eric M. Bokesch receives commissions, 12b-1 fees, trails and other customary brokerage transaction compensation in Securities America, commission-based brokerage accounts.

#### **Insurance Agent of Pinnacle Financial Advisors, LLC**

Eric M. Bokesch is an insurance agent of Pinnacle Financial Advisors, LLC, a licensed insurance agency in Ohio and the parent company of Pinnacle Wealth Management, Inc. He is licensed as an agent through various insurance companies and can sell insurance products to clients and receive commissions when doing so.

Insurance commissions earned are in addition to advisory fees earned in his capacity as an investment advisor representative.

This is a conflict of interest because his recommendation to purchase insurance products is based, at least partially, on the receipt of commissions and not exclusively on each client's interest to receive the best possible recommendation. Moreover, different insurance providers and different insurance products pay different commission rates creating another conflict of interest in that Mr. Bokesch's decision to recommend one insurance product over another can be based on the amount of commission he will receive. Pinnacle Wealth Management, Inc. has implemented internal procedures in an attempt to control for these conflicts of interest.

- We have developed internal criteria designed to evaluate each client's unique needs in order to recommend insurance products only when in the client's best interests.
- We provide clients full disclosure and details of commissions received for selling their insurance products.
- Our decision to recommend particular insurance products and insurance sponsor companies is based on objective criteria and not based exclusively on the amount of commissions paid.

Clients are never obligated or required to purchase insurance products from or through Mr. Bokesch and may select any independent insurance agent and insurance company to purchase insurance products. Regardless of the insurance agent selected, the insurance agent or agency will receive normal commissions from the sale.

Mr. Bokesch spends the majority of his workweek on securities and insurance matters.

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

In addition to (1) his normal salary from Pinnacle Wealth Management, Inc. and Pinnacle Financial Advisors, LLC, and (2) receipt of compensation from the outside business activities described above, Securities America, Inc. and certain product sponsors provide Eric M. Bokesch with economic benefits. Please refer to Form ADV Part 2A: Firm Brochure, Item 12 – Brokerage Arrangements for details of our arrangements and economic benefits from Securities America.

Various product sponsors, as a result of us recommending or selling the product sponsors' investments, provide economic benefits that include, but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, lunch meetings, payment of travel expenses, and tools to assist us in providing various services to clients.

Pinnacle Wealth Management, Inc. and Eric M. Bokesch endeavor at all times to put the interest of clients ahead of their own interests or those of the advisor's officers, directors, or representatives. However, these arrangements affect Mr. Bokesch's judgment when recommending investment products and present a conflict of interest that affect his judgment because his decision to recommend investment products is based, at least partially, on the receipt of economic benefits and not based exclusively on the client's interest of receiving the most objective advice possible.

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

Jeffrey S. Sims is the President, Chief Executive Officer and Chief Compliance Officer of Pinnacle Wealth Management, Inc. and responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives, including Eric M. Bokesch. Mr. Sims can be contacted at (513) 874-4440.

## Form ADV Part 2B: *Brochure Supplement*

### Item 1 – Cover Page

#### **Anna C. Barton**

Pinnacle Wealth Management, Inc.  
9100 West Chester Towne Centre Drive, Suite 225  
West Chester, Ohio 45069  
Phone: (513) 874-4440

**January 2019**

**This brochure supplement provides information about Anna C. Barton that supplements the Pinnacle Wealth Management, Inc. brochure. You should have received a copy of that brochure. Please contact Anna C. Barton if you did not receive the Pinnacle Wealth Management, Inc. brochure or if you have any questions about the contents of this supplement.**

**Additional information about Anna C. Barton is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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

Date of Birth: 1958  
CRD Number: 2208212

##### Education Background:

- Wright State University: BS, Accounting/Business, 1983

##### Professional Designations:

- Retirement Income Certified Professional® (RICP®), 2014 <sup>1</sup>

##### Business Background:

- Pinnacle Wealth Management, Inc.: Vice President and Treasurer, September 2005 - Present; Investment Advisor Representative, February 2001 - Present
- Pinnacle Financial Advisors, LLC: Owner, Vice President, Treasurer, and Insurance Agent September 2005 - Present
- Securities America, Inc.: Registered Principal, August 2005 – Present

##### Professional Designation Disclosure

<sup>1</sup>The Retirement Income Certified Professional® (RICP®) is an advanced designation sponsored by the American College of Financial Services. The designation is intended for individuals working in the retirement income planning field and for those with a general background in financial services. To receive

the RICP® designation, a candidate must successfully complete all courses in the selected program, meet experience requirements and ethics standards, and agree to comply with The American College Code of Ethics and Procedures. The RICP® requires completion of 30 continuing education hours every 2 years.

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

Anna C. Barton has no disciplinary history that is required to be disclosed by the U.S. Securities and Exchange Commission or state regulatory authorities.

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

#### **Registered Representative of Securities America, Inc.**

Ms. Barton is a registered representative of Securities America, Inc. In this capacity, she can provide investment recommendations and buy/sell securities products to clients in a strictly commission-based arrangement. When doing so, she will receive commissions, trails, loads and other customary brokerage transaction compensation. Receiving commissions and other brokerage compensation represents an incentive for her to recommend securities products with higher commissions and higher payouts than other securities products with lower commissions and lower payouts.

As a registered representative, Ms. Barton receives 12b-1 fees (annual marketing or distribution fees) paid by mutual funds when buying and selling mutual funds in commission-based brokerage accounts through Securities America. Receiving 12b-1 fees represents an incentive for her to recommend funds with 12b-1 fees or with higher 12b-1 fees than funds with no fees or lower fees. This is a conflict of interest.

Clients are free to select any broker/dealer they wish to implement securities transactions and could receive comparable services from other sources at lower cost. However, if clients select Ms. Barton to implement securities transactions, she is required to use Securities America, Inc. because of her affiliation as a registered representative. Further, as a registered representative, she is restricted to only offering those products and services that have been reviewed and approved for offering to the public by Securities America, Inc. and for which the broker/dealer has obtained a selling agreement. Ms. Barton only recommends mutual funds and other investment products to clients if they are suitable for the client and appropriate to fulfill client's objectives.

Neither Pinnacle Wealth Management, Inc. nor Anna C. Barton receive commissions or 12b-1 fees in the investment advisory, fee-based programs available through our firm as described in Items 4 and 5 of our Form ADV Part 2A: *Firm Brochure*. Anna C. Barton receives commissions, 12b-1 fees, trails and other customary brokerage transaction compensation in Securities America, commission-based brokerage accounts.

#### **Insurance Agent of Pinnacle Financial Advisors, LLC**

Anna C. Barton is an owner of Pinnacle Financial Advisors, LLC, a licensed insurance agency in Ohio and the parent company of Pinnacle Wealth Management, Inc. As an owner of Pinnacle Financial Advisors, LLC. Anna C. Barton receives compensation in the form of profits earned by Pinnacle Financial Advisors, LLC. She is also licensed as an agent through various insurance companies and can sell insurance products to clients and receive commissions when doing so.

Insurance commissions earned are in addition to advisory fees earned in her capacity as an investment advisor representative.

This is a conflict of interest because her recommendation to purchase insurance products is based, at least partially, on the receipt of commissions and not exclusively on each client's interest to receive the best possible recommendation. Moreover, different insurance providers and different insurance products pay different commission rates creating another conflict of interest in that Ms. Barton's decision to

recommend one insurance product over another can be based on the amount of commission she will receive. Pinnacle Wealth Management, Inc. has implemented internal procedures in an attempt to control for these conflicts of interest.

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- We provide clients full disclosure and details of commissions received for selling their insurance products.
- Our decision to recommend particular insurance products and insurance sponsor companies is based on objective criteria and not based exclusively on the amount of commissions paid.

Clients are never obligated or required to purchase insurance products from or through Ms. Barton and may select any independent insurance agent and insurance company to purchase insurance products. Regardless of the insurance agent selected, the insurance agent or agency will receive normal commissions from the sale.

Ms. Barton spends the majority of her workweek on securities and insurance matters.

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

In addition to (1) her normal salary from Pinnacle Wealth Management, Inc. and Pinnacle Financial Advisors, LLC, (2) share of profits as an owner of the firm and (3) receipt of compensation from the outside business activities described above, Securities America, Inc. and certain product sponsors provide Anna C. Barton with economic benefits. Please refer to Form ADV Part 2A: Firm Brochure, Item 12 – Brokerage Arrangements for details of our arrangements and economic benefits from Securities America.

Various product sponsors, as a result of us recommending or selling the product sponsors' investments, provide economic benefits that include, but are not limited to, financial assistance or the sponsorship of conferences and educational sessions, marketing support, incentive awards, lunch meetings, payment of travel expenses, and tools to assist us in providing various services to clients.

Pinnacle Wealth Management, Inc. and Anna C. Barton endeavor at all times to put the interest of clients ahead of their own interests or those of the advisor's officers, directors, or representatives. However, these arrangements affect Ms. Barton's judgment when recommending investment products and present a conflict of interest that affect her judgment because her decision to recommend investment products is based, at least partially, on the receipt of economic benefits and not based exclusively on the client's interest of receiving the most objective advice possible.

### **Item 6 - Supervision**

Jeffrey S. Sims is the President, Chief Executive Officer and Chief Compliance Officer of Pinnacle Wealth Management, Inc. and responsible for developing, overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives, including Anna C. Barton. Mr. Sims can be contacted at (513) 874-4440.