

# Medicus Wealth Planning, Inc. Firm Brochure - Form ADV Part 2A

*This brochure provides information about the qualifications and business practices of Medicus Wealth Planning, Inc. If you have any questions about the contents of this brochure, please contact us at (801) 994-4777 or by email at: [david@medicuswp.com](mailto:david@medicuswp.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.*

*Additional information about Medicus Wealth Planning, Inc. is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Medicus Wealth Planning, Inc.'s CRD number is: 282904.*

12176 S 1000 E - Suite 12  
Draper, UT, 84020  
(801) 994-4777  
(480) 500-8989  
<https://www.medicuswealthplanning.com>  
[david@medicuswp.com](mailto:david@medicuswp.com)

*Registration does not imply a certain level of skill or training.*

Version Date: 12/05/2017

## **Item 2: Material Changes**

Medicus Wealth Planning, Inc. has the following material changes to report. Material changes relate to Medicus Wealth Planning, Inc.'s policies, practices or conflicts of interests.

- Medicus Wealth Planning, Inc. has updated Item 10 to remove reference to Net Worth Advisory Group.
- Medicus Wealth Planning, Inc. has updated Item 10 to add James Willard Zeberlein, Jr. as a temporarily dually registered investment adviser representative with another firm.
- Fee Schedule for Portfolio Management Fees has been updated (Item 5)
- Payment of Portfolio Management Fees has been updated to reflect billing fees in advance instead of billing fees in arrears which was the prior practice of Medicus Wealth Planning, Inc. (Item 5)

## Item 3: Table of Contents

Item 1: Cover Page	
Item 2: Material Changes	i
Item 3: Table of Contents	ii
Item 4: Advisory Business	4
A. Description of the Advisory Firm	4
B. Types of Advisory Services	4
C. Client Tailored Services and Client Imposed Restrictions	5
D. Wrap Fee Programs	5
E. Assets Under Management	5
Item 5: Fees and Compensation	5
A. Fee Schedule	5
B. Payment of Fees	6
C. Client Responsibility For Third Party Fees	7
D. Prepayment of Fees	7
E. Outside Compensation For the Sale of Securities to Clients	7
Item 6: Performance-Based Fees and Side-By-Side Management	7
Item 7: Types of Clients	7
Item 8: Methods of Analysis, Investment Strategies, & Risk of Loss	7
A. Methods of Analysis and Investment Strategies	7
B. Material Risks Involved	8
C. Risks of Specific Securities Utilized	8
Item 9: Disciplinary Information	10
A. Criminal or Civil Actions	10
B. Administrative Proceedings	10
C. Self-regulatory Organization (SRO) Proceedings	10
Item 10: Other Financial Industry Activities and Affiliations	10
A. Registration as a Broker/Dealer or Broker/Dealer Representative	10
B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor	11
C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests	11
D. Selection of Other Advisers or Managers and How This Adviser is Compensated for Those Selections	11
Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading	11
A. Code of Ethics	11
B. Recommendations Involving Material Financial Interests	11
C. Investing Personal Money in the Same Securities as Clients	11
D. Trading Securities At/ Around the Same Time as Clients' Securities	12

Item 12: Brokerage Practices.....	12
A.    Factors Used to Select Custodians and/or Broker/Dealers .....	12
1.    Research and Other Soft Dollar Benefits .....	12
2.    Brokerage for Client Referrals .....	13
3.    Clients Directing Which Broker/Dealer/Custodian to Use .....	13
B.    Aggregating (Block) Trading for Multiple Client Accounts .....	13
Item 13: Review of Accounts.....	13
A.    Frequency and Nature of Periodic Reviews and Who Makes Those Reviews.....	13
B.    Factors That Will Trigger a Non-Periodic Review of Client Accounts.....	14
C.    Content and Frequency of Regular Reports Provided to Clients.....	14
Item 14: Client Referrals and Other Compensation .....	14
A.    Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes) .....	14
B.    Compensation to Non - Advisory Personnel for Client Referrals.....	14
Item 15: Custody.....	14
Item 16: Investment Discretion .....	14
Item 17: Voting Client Securities (Proxy Voting).....	15
Item 18: Financial Information.....	15
A.    Balance Sheet .....	15
B.    Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients .....	15
C.    Bankruptcy Petitions in Previous Ten Years .....	15
Item 19: Requirements For State Registered Advisers .....	15
A.    Principal Executive Officers and Management Persons; Their Formal Education and Business Background.....	15
B.    Other Businesses in Which This Advisory Firm or its Personnel are Engaged and Time Spent on Those (If Any).....	15
C.    Calculation of Performance-Based Fees and Degree of Risk to Clients .....	15
D.    Material Disciplinary Disclosures for Management Persons of this Firm .....	16
E.    Material Relationships That Management Persons Have With Issuers of Securities (If Any) .....	16

## Item 4: Advisory Business

### A. Description of the Advisory Firm

Medicus Wealth Planning, Inc. (hereinafter "MWP") is a Corporation (originally organized as Luke Wealth Management, Inc.) formed in the State of Utah. The principal owners are David Luke and Kevin Michels. The corporation was formed in 2008 serving solely as the pass-through entity via which Mr. Luke accounted for income and expenses in connection with his individual business activities prior to MWP applying as an investment advisory firm. MWP became registered as an investment adviser in 2016.

### B. Types of Advisory Services

#### *Portfolio Management Services*

MWP offers ongoing portfolio management services based on the individual goals, objectives, time horizon, and risk tolerance of each client. MWP creates an Investment Policy Statement for each client, which outlines the client's current situation (income, tax levels, and risk tolerance levels) and then constructs a plan to aid in the selection of a portfolio that matches each client's specific situation. Portfolio management services include, but are not limited to, the following:

- Investment strategy
- Asset allocation
- Risk tolerance
- Personal investment policy
- Asset selection
- Regular portfolio monitoring

MWP evaluates the current investments of each client with respect to their risk tolerance levels and time horizon. MWP will request discretionary authority from clients in order to select securities and execute transactions without permission from the client prior to each transaction. Risk tolerance levels are documented in the Investment Policy Statement, which is given to each client.

MWP seeks to provide that investment decisions are made in accordance with the fiduciary duties owed to its accounts and without consideration of MWP's economic, investment or other financial interests. To meet its fiduciary obligations, MWP attempts to avoid, among other things, investment or trading practices that systematically advantage or disadvantage certain client portfolios, and accordingly, MWP's policy is to seek fair and equitable allocation of investment opportunities/transactions among its clients to avoid favoring one client over another over time. It is MWP's policy to allocate investment opportunities and transactions it identifies as being appropriate and prudent, including initial public offerings ("IPOs") and other investment opportunities that might have a limited supply, among its clients on a fair and equitable basis over time.

#### *Financial Planning*

Financial plans and financial planning may include, but are not limited to: investment planning; life insurance; tax concerns; retirement planning; college planning; and debt/credit planning.

#### Services Limited to Specific Types of Investments

MWP generally limits its investment advice to mutual funds, fixed income securities, real estate funds (including REITs), insurance products including annuities, equities, ETFs (including ETFs in the gold and precious metal sectors), treasury inflation protected/inflation linked bonds, commodities, non-U.S. securities, venture capital funds and private placements.

### **C. Client Tailored Services and Client Imposed Restrictions**

MWP will tailor a program for each individual client. This will include an interview session to get to know the client’s specific needs and requirements as well as a plan that will be executed by MWP on behalf of the client. MWP may use “model portfolios” together with a specific set of recommendations for each client based on their personal restrictions, needs, and targets. In addition to a risk tolerance questionnaire appraisal, a complete goal-based financial plan is first constructed for each client, with cash flow management financial planning software in order to capture the best picture of future after-tax retirement capital. An investment policy statement (IPS) is created that outlines general rules between the portfolio manager and the client. The statement provides general investment goals and objectives of client and describes the strategy used to accomplish these objectives, including asset allocation, risk tolerance, and liquidity needs. Clients will have the opportunity semiannually to review one-on-one the account performance, IPS, and risk reassessment of their portfolios. The financial plan will also be updated at this time to reflect development towards client’s goals, as well as an updated Net Worth statement and future Retirement Capital Estimate. All advisory services will be performed by using a Fee-Only model that facilitates objective advice and is committed to a fiduciary relationship that ensures the client’s interest is always utmost. Clients may impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs. However, if the restrictions prevent MWP from properly servicing the client account, or if the restrictions would require MWP to deviate from its standard suite of services, MWP reserves the right to end the relationship.

### **D. Wrap Fee Programs**

A wrap fee program is an investment program where the investor pays one stated fee that includes management fees, transaction costs, fund expenses, and other administrative fees. MWP does not participate in any wrap fee programs.

### **E. Assets Under Management**

MWP has the following assets under management:

<b>Discretionary Amounts:</b>	<b>Non-Discretionary Amounts:</b>	<b>Date Calculated:</b>
\$38,964,758.00	\$1,276,241.00	October 2017

## **Item 5: Fees and Compensation**

### **A. Fee Schedule**

#### *Portfolio Management Fees*

Account Size	Annual Fee	Quarterly Fee
\$0 to \$250,000	1.50%	0.3750%
\$250,000 to \$500,000	1.35%	0.3375%
\$500,000 to \$1,000,000	1.20%	0.3000%
\$1,000,000 to \$5,000,000	1.00%	0.2500%
\$5,000,000 to \$10,000,000	0.75%	0.1875%
\$10,000,000 & Over	0.50%	0.1250%

These fees are negotiable, and the final fee schedule is attached as Exhibit II of the Investment Advisory Contract. Clients may terminate the agreement without penalty for a full refund of MWP's fees within five business days of signing the Investment Advisory Contract. Thereafter, clients may terminate the Investment Advisory Contract immediately upon written notice.

MWP uses the value of the account as of the last business day of the billing period, after taking into account deposits and withdrawals, for purposes of determining the market value of the assets upon which the advisory fee is based.

### ***Financial Planning Fees***

The negotiable fixed rate for creating client financial plans is \$1,000. Clients may terminate the agreement without penalty for a full refund of MWP's fees within five business days of signing the Financial Planning Agreement. Thereafter, clients may terminate the Financial Planning Agreement generally upon written notice.

## **B. Payment of Fees**

### ***Payment of Portfolio Management Fees***

MWP collects fees in advance. Refunds for fees paid in advance will be returned within fourteen days to the client via check, or return deposit back into the client's account. MWP will meet the following conditions when withdrawing fees directly from client accounts:

- a. MWP obtains written authorization from the client permitting the adviser's fees to be paid directly from the client's account held by the independent custodian.
- b. MWP ensures the independent custodian will send the client, at least quarterly, a statement indicating all amounts disbursed from the account.
- c. Clients are advised that it is the client's responsibility to verify the accuracy of the fee calculation, since the custodian will not determine whether the fee is properly calculated.

### ***Payment of Financial Planning Fees***

Financial planning fees are paid via check. Fixed financial planning fees are paid 50% in advance, but never more than six months in advance, with the remainder due upon presentation of the plan.

### **C. Client Responsibility For Third Party Fees**

Clients are responsible for the payment of all third-party fees (i.e. custodian fees, brokerage fees, mutual fund fees, transaction fees, etc.). Those fees are separate and distinct from the fees and expenses charged by MWP. Please see Item 12 of this brochure regarding broker-dealer/custodian.

### **D. Prepayment of Fees**

MWP collects certain fees in advance and certain fees in arrears, as indicated above. Refunds for fees paid in advance will be returned within fourteen days to the client via check, or return deposit back into the client's account.

Fixed fees that are collected in advance will be refunded based on the prorated amount of work completed at the point of termination.

### **E. Outside Compensation For the Sale of Securities to Clients**

Neither MWP nor its supervised persons accept any compensation for the sale of securities or other investment products, including asset-based sales charges or service fees from the sale of mutual funds, REITs, private placements, or annuities.

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

MWP does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

## **Item 7: Types of Clients**

MWP generally provides advisory services to the following types of clients:

- ❖ Individuals
- ❖ High-Net-Worth Individuals
- ❖ Corporations or Business Entities

There is no account minimum for any of MWP's services.

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

### **A. Methods of Analysis and Investment Strategies**

#### *Methods of Analysis*

MWP's methods of analysis include fundamental analysis and modern portfolio theory.

**Fundamental analysis** involves the analysis of financial statements, the general financial health of companies, and/or the analysis of management or competitive advantages.

**Modern portfolio theory** is a theory of investment that attempts to maximize portfolio expected return for a given amount of portfolio risk, or equivalently minimize risk for a given level of expected return, each by carefully choosing the proportions of various assets.

### *Investment Strategies*

MWP uses long term trading and short-term trading.

**Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

## **B. Material Risks Involved**

### *Methods of Analysis*

**Fundamental analysis** concentrates on factors that determine a company's value and expected future earnings. This strategy would normally encourage equity purchases in stocks that are undervalued or priced below their perceived value. The risk assumed is that the market will fail to reach expectations of perceived value.

**Modern Portfolio Theory** assumes that investors are risk adverse, meaning that given two portfolios that offer the same expected return, investors will prefer the less risky one. Thus, an investor will take on increased risk only if compensated by higher expected returns. Conversely, an investor who wants higher expected returns must accept more risk. The exact trade-off will be the same for all investors, but different investors will evaluate the trade-off differently based on individual risk aversion characteristics. The implication is that a rational investor will not invest in a portfolio if a second portfolio exists with a more favorable risk-expected return profile – i.e., if for that level of risk an alternative portfolio exists which has better expected returns.

### *Investment Strategies*

**Long term trading** is designed to capture market rates of both return and risk. Due to its nature, the long-term investment strategy can expose clients to various types of risk that will typically surface at various intervals during the time the client owns the investments. These risks include but are not limited to inflation (purchasing power) risk, interest rate risk, economic risk, market risk, and political/regulatory risk.

**Short term trading** risks include liquidity, economic stability, and inflation, in addition to the long-term trading risks listed above. Frequent trading can affect investment performance, particularly through increased brokerage and other transaction costs and taxes.

**Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

## **C. Risks of Specific Securities Utilized**

Clients should be aware that there is a material risk of loss using any investment strategy. The investment types listed below (leaving aside Treasury Inflation Protected/Inflation Linked Bonds) are not guaranteed or insured by the FDIC or any other government agency.

**Mutual Funds:** Investing in mutual funds carries the risk of capital loss and thus you 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.

**Equity** investment generally 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 environments.

**Fixed income** investments generally pay a return on a fixed schedule, though the amount of the payments can vary. This type of investment can include corporate and government debt securities, leveraged loans, high yield, and investment grade debt and structured products, such as mortgage and other asset-backed securities, although individual bonds may be the best known type of fixed income security. In general, the fixed income market is volatile and fixed income securities carry interest rate risk. (As interest rates rise, bond prices usually fall, and vice versa. This effect is usually more pronounced for longer-term securities.) Fixed income securities also carry inflation risk, liquidity risk, call risk, and credit and default risks for both issuers and counterparties. The risk of default on treasury inflation protected/inflation linked bonds is dependent upon the U.S. Treasury defaulting (extremely unlikely); however, they carry a potential risk of losing share price value, albeit rather minimal. Risks of investing in foreign fixed income securities also include the general risk of non-U.S. investing described below.

**Exchange Traded Funds (ETFs):** An ETF is an investment fund traded on stock exchanges, similar to stocks. Investing in ETFs carries the risk of capital loss (sometimes up to a 100% loss in the case of a stock holding bankruptcy). Areas of concern include the lack of transparency in products and increasing complexity, conflicts of interest and the possibility of inadequate regulatory compliance. Precious Metal ETFs (e.g., Gold, Silver, or Palladium Bullion backed “electronic shares” not physical metal) specifically may be negatively impacted by several unique factors, among them (1) large sales by the official sector which own a significant portion of aggregate world holdings in gold and other precious metals, (2) a significant increase in hedging activities by producers of gold or other precious metals, (3) a significant change in the attitude of speculators and investors.

**Real Estate** funds (including REITs) face several kinds of risk that are inherent in the real estate sector, which historically has experienced significant fluctuations and cycles in performance. Revenues and cash flows may be adversely affected by: changes in local real estate market conditions due to changes in national or local economic conditions or changes in local property market characteristics; competition from other properties offering the same or similar services; changes in interest rates and in the state of the debt and equity credit markets; the ongoing need for capital improvements; changes in real estate tax rates and other operating expenses; adverse changes in governmental rules and fiscal policies; adverse changes in zoning laws; the impact of present or future environmental legislation and compliance with environmental laws.

**Annuities** are a retirement product for those who may have the ability to pay a premium now and want to guarantee they receive certain monthly payments or a return on investment later in the future. Annuities are contracts issued by a life insurance company designed to meet requirement or other long-term goals. An annuity is not a life insurance policy. Variable annuities are designed to be long-term investments, to meet retirement and other long-range goals. Variable annuities are not suitable for meeting short-term goals

because substantial taxes and insurance company charges may apply if you withdraw your money early. Variable annuities also involve investment risks, just as mutual funds do.

**Private placements** carry a substantial risk as they are subject to less regulation than are publicly offered securities, the market to resell these assets under applicable securities laws may be illiquid, due to restrictions, and the liquidation may be taken at a substantial discount to the underlying value or result in the entire loss of the value of such assets.

**Venture capital funds** invest in start-up companies at an early stage of development in the interest of generating a return through an eventual realization event; the risk is high as a result of the uncertainty involved at that stage of development.

**Commodities** are tangible assets used to manufacture and produce goods or services. Commodity prices are affected by different risk factors, such as disease, storage capacity, supply, demand, delivery constraints and weather. Because of those risk factors, even a well-diversified investment in commodities can be uncertain.

**Non-U.S. securities** present certain risks such as currency fluctuation, political and economic change, social unrest, changes in government regulation, differences in accounting and the lesser degree of accurate public information available.

**Past performance is not indicative of future results. Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.**

## Item 9: Disciplinary Information

### A. Criminal or Civil Actions

There are no criminal or civil actions to report.

### B. Administrative Proceedings

There are no administrative proceedings to report.

### C. Self-regulatory Organization (SRO) Proceedings

There are no self-regulatory organization proceedings to report.

## Item 10: Other Financial Industry Activities and Affiliations

### A. Registration as a Broker/Dealer or Broker/Dealer Representative

Neither MWP nor its representatives are registered as, or have pending applications to become, a broker/dealer or a representative of a broker/dealer.

## **B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor**

Neither MWP nor its representatives are registered as or have pending applications to become either a Futures Commission Merchant, Commodity Pool Operator, or Commodity Trading Advisor or an associated person of the foregoing entities.

## **C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests**

James Willard Zeberlein Jr. is an investment adviser representative with another firm. From time to time, he will offer clients advice or products from this activity. Medicus Wealth Planning always acts in the best interest of the client. Clients are in no way required to utilize the services of any representative of Medicus Wealth Planning in such individual's outside capacity.

## **D. Selection of Other Advisers or Managers and How This Adviser is Compensated for Those Selections**

MWP does not utilize nor select third-party investment advisers. All assets are managed by MWP management.

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

## **A. Code of Ethics**

MWP has a written Code of Ethics that covers the following areas: Prohibited Purchases and Sales, Insider Trading, Personal Securities Transactions, Exempted Transactions, Prohibited Activities, Conflicts of Interest, Gifts and Entertainment, Confidentiality, Service on a Board of Directors, Compliance Procedures, Compliance with Laws and Regulations, Procedures and Reporting, Certification of Compliance, Reporting Violations, Compliance Officer Duties, Training and Education, Recordkeeping, Annual Review, and Sanctions. MWP's Code of Ethics is available free upon request to any client or prospective client.

## **B. Recommendations Involving Material Financial Interests**

MWP does not recommend that clients buy or sell any security in which a related person to MWP or MWP has a material financial interest.

## **C. Investing Personal Money in the Same Securities as Clients**

From time to time, representatives of MWP may buy or sell securities for themselves that they also recommend to clients. This may provide an opportunity for representatives of MWP to buy or sell the same securities before or after recommending the same securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest. MWP

will always document any transactions that could be construed as conflicts of interest and will never engage in trading that operates to the client's disadvantage when similar securities are being bought or sold.

#### **D. Trading Securities At/Around the Same Time as Clients' Securities**

From time to time, representatives of MWP may buy or sell securities for themselves at or around the same time as clients. This may provide an opportunity for representatives of MWP to buy or sell securities before or after recommending securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest; however, MWP will never engage in trading that operates to the client's disadvantage if representatives of MWP buy or sell securities at or around the same time as clients.

### **Item 12: Brokerage Practices**

#### **A. Factors Used to Select Custodians and/or Broker/Dealers**

Custodians/broker-dealers will be recommended based on MWP's duty to seek "best execution," which is the obligation to seek execution of securities transactions for a client on the most favorable terms for the client under the circumstances. Clients will not necessarily pay the lowest commission or commission equivalent, and MWP may also consider the market expertise and research access provided by the broker-dealer/custodian, including but not limited to access to written research, oral communication with analysts, admittance to research conferences and other resources provided by the brokers that may aid in MWP's research efforts. MWP will never charge a premium or commission on transactions, beyond the actual cost imposed by the broker-dealer/custodian.

MWP recommends Fidelity Brokerage Services LLC, but may also recommend other custodians if suitable for the specific client.

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

While MWP has no formal soft dollars program in which soft dollars are used to pay for third party services, MWP may receive research, products, or other services from custodians and broker-dealers in connection with client securities transactions ("soft dollar benefits"). MWP may enter into soft-dollar arrangements consistent with (and not outside of) the safe harbor contained in Section 28(e) of the Securities Exchange Act of 1934, as amended. There can be no assurance that any particular client will benefit from soft dollar research, whether or not the client's transactions paid for it, and MWP does not seek to allocate benefits to client accounts proportionate to any soft dollar credits generated by the accounts. MWP benefits by not having to produce or pay for the research, products or services, and MWP will have an incentive to recommend a broker-dealer based on receiving research or services. Clients should be aware that MWP's acceptance of soft dollar benefits may result in higher commissions charged to the client.

- a. When using client brokerage commissions (or markups or markdowns) to obtain research or other products or services, MWP receives a benefit because it does not have to produce or pay for the research, products or services.
- b. MWP may have an incentive to select or recommend a broker-dealer based on its interest in receiving the research or other products or services, rather than its clients' interest in receiving most favorable execution.

- c. MWP may/ does not cause clients to pay commissions (or markups or markdowns) higher than those charged by other broker-dealers in return for soft dollar benefits.
- d. Soft dollar benefits are used to service all client accounts/only those that paid for the benefits. MWP allocates soft dollar to client accounts proportionately to the soft dollar credits the account generates.
- e. MWP acquired the following products and services with client brokerage commissions in the last fiscal year:
- f. MWP used the following procedures to direct client transactions to a particular broker-dealer in return for soft-dollars received:

## **2. Brokerage for Client Referrals**

MWP receives no referrals from a broker-dealer or third party in exchange for using that broker-dealer or third party.

## **3. Clients Directing Which Broker/Dealer/Custodian to Use**

MWP may permit clients to direct it to execute transactions through a specified broker-dealer. If a client directs brokerage, then the client will be required to acknowledge in writing that the client's direction with respect to the use of brokers supersedes any authority granted to MWP to select brokers; this direction may result in higher commissions, which may result in a disparity between free and directed accounts; the client may be unable to participate in block trades (unless MWP is able to engage in "step outs"); and trades for the client and other directed accounts may be executed after trades for free accounts, which may result in less favorable prices, particularly for illiquid securities or during volatile market conditions. Not all investment advisers allow their clients to direct brokerage.

## **B. Aggregating (Block) Trading for Multiple Client Accounts**

If MWP buys or sells the same securities on behalf of more than one client, then it may (but would be under no obligation to) aggregate or bunch such securities in a single transaction for multiple clients in order to seek more favorable prices, lower brokerage commissions, or more efficient execution. In such case, MWP would place an aggregate order with the broker on behalf of all such clients in order to ensure fairness for all clients; provided, however, that trades would be reviewed periodically to ensure that accounts are not systematically disadvantaged by this policy. MWP would determine the appropriate number of shares and select the appropriate brokers consistent with its duty to seek best execution, except for those accounts with specific brokerage direction (if any).

# **Item 13: Review of Accounts**

## **A. Frequency and Nature of Periodic Reviews and Who Makes Those Reviews**

All client accounts for MWP's advisory services provided on an ongoing basis are reviewed semiannually by David Luke, President, and/or Kevin Michels, Investment Adviser Representative, with regard to clients' respective investment policies and risk tolerance levels. The firm initiates this review and will send a reminder, together with follow-ups to schedule the review. For financial planning clients, MWP provides an updated written financial plan (including Net Worth statement and future Retirement Capital Estimate) as part of this review. For portfolio management clients, MWP provides an updated written performance report as part of this review.

## **B. Factors That Will Trigger a Non-Periodic Review of Client Accounts**

Reviews may be triggered by material market, economic or political events, or by changes in client's financial situations (such as retirement, termination of employment, physical move, or inheritance). With respect to financial plans, MWP's services will generally conclude upon delivery of the financial plan.

## **C. Content and Frequency of Regular Reports Provided to Clients**

Each client of MWP's advisory services provided on an ongoing basis will receive a monthly report detailing the client's account, including assets held, asset value, and calculation of fees. This written report will come from the custodian. Each financial planning client will receive the financial plan upon completion.

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

## **A. Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)**

MWP does not receive any economic benefit, directly or indirectly from any third party for advice rendered to MWP's clients.

## **B. Compensation to Non – Advisory Personnel for Client Referrals**

MWP does not directly or indirectly compensate any person who is not advisory personnel for client referrals.

# **Item 15: Custody**

When advisory fees are deducted directly from client accounts at client's custodian, MWP will be deemed to have limited custody of client's assets and must have written authorization from the client to do so. Clients will receive all account statements and billing invoices that are required in each jurisdiction, and they should carefully review those statements for accuracy.

# **Item 16: Investment Discretion**

MWP provides discretionary investment advisory services to clients. The Investment Advisory Contract established with each client sets forth the discretionary authority for trading. Where investment discretion has been granted, MWP generally manages the client's account and makes investment decisions without consultation with the client as to when the securities are to be bought or sold for the account, the total amount of the securities to be bought/sold, what securities to buy or sell, or the price per share. In some instances, MWP's discretionary authority in making these determinations may be limited by conditions imposed by a client (in investment guidelines or objectives, or client instructions otherwise provided to MWP).

## **Item 17: Voting Client Securities (Proxy Voting)**

MWP will not ask for, nor accept voting authority for client securities. Clients will receive proxies directly from the issuer of the security or the custodian. Clients should direct all proxy questions to the issuer of the security.

## **Item 18: Financial Information**

### **A. Balance Sheet**

MWP neither requires nor solicits prepayment of more than \$500 in fees per client, six months or more in advance, and therefore is not required to include a balance sheet with this brochure.

### **B. Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients**

Neither MWP nor its management has any financial condition that is likely to reasonably impair MWP's ability to meet contractual commitments to clients.

### **C. Bankruptcy Petitions in Previous Ten Years**

MWP has not been the subject of a bankruptcy petition in the last ten years.

## **Item 19: Requirements For State Registered Advisers**

### **A. Principal Executive Officers and Management Persons; Their Formal Education and Business Background**

The education and business backgrounds of MWP's current management persons, David Luke and Kevin Michels, can be found on the Form ADV Part 2B brochure supplements for those individuals.

### **B. Other Businesses in Which This Advisory Firm or its Personnel are Engaged and Time Spent on Those (If Any)**

Other business activities for each relevant individual can be found on the Form ADV Part 2B brochure supplement for each such individual.

### **C. Calculation of Performance-Based Fees and Degree of Risk to Clients**

MWP does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

**D. Material Disciplinary Disclosures for Management Persons of this Firm**

There are no civil, self-regulatory organization, or arbitration proceedings to report under this section.

**E. Material Relationships That Management Persons Have With Issuers of Securities  
(If Any)**

See Item 10.C and 11.B.

*This brochure supplement provides information about David Kevin Luke that supplements the Medicus Wealth Planning, Inc. brochure. You should have received a copy of that brochure. Please contact David Kevin Luke if you did not receive Medicus Wealth Planning, Inc.'s brochure or if you have any questions about the contents of this supplement.*

*Additional information about David Kevin Luke is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

## **Medicus Wealth Planning, Inc.**

Form ADV Part 2B – Individual Disclosure Brochure

*for*

### **David Kevin Luke**

Personal CRD Number: 1984903  
Investment Adviser Representative

Medicus Wealth Planning, Inc.  
12176 S 1000 E - Suite 12  
Draper, UT, 84020  
(801) 994-4777  
(480) 500-8989  
<https://www.medicuswealthplanning.com>  
[david@medicuswp.com](mailto:david@medicuswp.com)

UPDATED: 04/06/2017

## Item 2: Educational Background and Business Experience

**Name:** David Kevin Luke

**Born:** 1960

### **Educational Background and Professional Designations:**

#### **Education:**

Master of Science Personal Financial Planning, College for Financial Planning - 2013

Master of International Management Finance concentration, American Graduate School of International Management - 1986

BA International Relations, Brigham Young University - 1984

#### **Designations:**

David K. Luke is a holder in good standing of the CERTIFIED MEDICAL PLANNER™ (CMP®) designation.

The CERTIFIED MEDICAL PLANNER™ charter designation program is a live, instructor-led, online asynchronous educational exercise designed to increase your health industry knowledge, affinity for physician-clients and financial advisory practice revenues in an honest and ethical fashion; regardless of compensation model. Fiduciary capacity is implicit.

There are 500 hours of health economics and medical practice management education that are provided during a 12 month period and comprises four quarter-mesters.

Candidates learn how to identify shortfalls in medically focused financial planning and practice management; and how to successfully address contemporary health economics, IT, investing, health administration, insurance, portfolio and risk management topics; as well as post PP-ACA era hospital and clinic management with their ever-changing Health 2.0 issues.

The graduate-level CMP® program provides a broad overview of the key concepts and best practices every financial professional needs to know in order to positively contribute to any medical organization's success, or add real value to a physician-client relationship.

Signed Ethics Statement — Each CMP™ candidate must sign the iMBA Inc, *Standard Code of Ethics* to verify that the individual pledges to maintain a high standard of conduct, competence, knowledge, professionalism, integrity, objectivity, and fiduciary responsibility in the practice of his or her profession.

Continuing Education — On an ongoing basis, over a 24-month cycle, each CMP™ designee must write an original peer-reviewed and accepted textbook chapter, published essay, white-paper or related publication in a format approved by iMBA Press, Inc. Editorial assistance is available. Our targeted library grows in this manner.

## **Business Background:**

04/2016 - Present	President Medicus Wealth Planning
09/2010 - 07/2016	Investment Adviser Representative Net Worth Advisory Group LLC
06/2008 - 03/2015	Owner/Proprietor Luke Wealth Management
06/2008 - 12/2012	Independent Contractor Insurance - Variable & Fixed
01/2009 - 09/2010	Owner Luke Wealth Strategies
06/2008 - 09/2010	Registered Representative Raymond James Financial Services
06/2008 - 09/2010	Investment Adviser Representative Raymond James Financial Services Advisors, Inc.
12/2006 - 06/2008	Registered Representative Wachovia Securities LLC
05/1996 - 12/2006	Registered Representative Wachovia Securities LLC

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

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

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

David Kevin Luke is not engaged in any investment-related business or occupation (other than this advisory firm).

### **Item 5: Additional Compensation**

David Kevin Luke does not receive any economic benefit from any person, company, or organization, other than Medicus Wealth Planning, Inc. in exchange for providing clients advisory services through Medicus Wealth Planning, Inc.

## **Item 6: Supervision**

As the Chief Compliance Officer of Medicus Wealth Planning, Inc., David Kevin Luke supervises all activities of the firm. David Kevin Luke's contact information is on the cover page of this disclosure document and may be reached by phone at (801) 994-4777. David Kevin Luke adheres to applicable regulatory requirements, together with all policies and procedures outlined in the firm's code of ethics and compliance manual.

## Item 7: Requirements For State Registered Advisers

*This disclosure is required by state securities authorities and is provided for your use in evaluating this investment advisor representative's suitability.*

- A. David Kevin Luke has NOT been involved in any of the events listed below.
1. An award or otherwise being found liable in an arbitration claim alleging damages in excess of \$2,500, involving any of the following:
    - a) an investment or an investment-related business or activity;
    - b) fraud, false statement(s), or omissions;
    - c) theft, embezzlement, or other wrongful taking of property;
    - d) bribery, forgery, counterfeiting, or extortion; or
    - e) dishonest, unfair, or unethical practices.
  2. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:
    - a) an investment or an investment-related business or activity;
    - b) fraud, false statement(s), or omissions;
    - c) theft, embezzlement, or other wrongful taking of property;
    - d) bribery, forgery, counterfeiting, or extortion; or
    - e) dishonest, unfair, or unethical practices.
- B. David Kevin Luke has NOT been the subject of a bankruptcy petition in the past ten years.

*This brochure supplement provides information about Kevin Douglas Michels that supplements the Medicus Wealth Planning, Inc. brochure. You should have received a copy of that brochure. Please contact Kevin Douglas Michels if you did not receive Medicus Wealth Planning, Inc.'s brochure or if you have any questions about the contents of this supplement.*

*Additional information about Kevin Douglas Michels is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

## **Medicus Wealth Planning, Inc.**

Form ADV Part 2B – Individual Disclosure Brochure

*for*

**Kevin Douglas Michels**

Personal CRD Number: 6185260

Investment Adviser Representative

Medicus Wealth Planning, Inc.

12176 S 1000 E - Suite 12

Draper, UT, 84020

(801) 994-4777

(480) 500-8989

<https://www.medicuswealthplanning.com>

[kevin@medicuswp.com](mailto:kevin@medicuswp.com)

UPDATED:04/06/2017

## Item 2: Educational Background and Business Experience

**Name:** Kevin Douglas Michels

**Born:** 1989

### Educational Background and Professional Designations:

#### Education:

Bachelor of Science Personal Financial Planning, Utah Valley University - 2015

#### Designations:

##### CFP® - Certified Financial Planner

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.

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 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:

- i. 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
- ii. 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.

#### Business Background:

04/2016 - Present

Investment Adviser Representative  
Medicus Wealth Planning, Inc.

07/2014 – 07/2016

Financial Planner

	Net Worth Advisory Group
04/2013 - 07/2014	Financial Representative Fidelity Investments
03/2011 - 04/2013	Sales Representative Ingram Medical
02/2011 - 03/2011	Sales Representative Water Quest
01/2011 - 02/2011	Surveyor Opinionology
01/2011 - 02/2011	Sales Representative Vector Marketing
10/2010 - 12/2010	Customer Service Finish Line
10/2008 - 10/2010	Missionary Chile, Concepcion Mission

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

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

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

Kevin Douglas Michels is not engaged in any investment-related business or occupation (other than this advisory firm).

### **Item 5: Additional Compensation**

Kevin Douglas Michels does not receive any economic benefit from any person, company, or organization, other than Medicus Wealth Planning, Inc. in exchange for providing clients advisory services through Medicus Wealth Planning, Inc.

## Item 6: Supervision

As a representative of Medicus Wealth Planning, Inc., Kevin Douglas Michels is supervised by David K Luke, the firm's Chief Compliance officer. David K Luke is responsible for ensuring that Kevin Douglas Michels adheres to all required regulations regarding the activities of an Investment Adviser Representative, as well as all policies and procedures outlined in the firm's Code of Ethics and compliance manual. The phone number for David Luke is (801) 994-4777.

## Item 7: Requirements For State Registered Advisers

*This disclosure is required by state securities authorities and is provided for your use in evaluating this investment advisor representative's suitability.*

- C. Kevin Douglas Michels has NOT been involved in any of the events listed below.
3. An award or otherwise being found liable in an arbitration claim alleging damages in excess of \$2,500, involving any of the following:
    - f) an investment or an investment-related business or activity;
    - g) fraud, false statement(s), or omissions;
    - h) theft, embezzlement, or other wrongful taking of property;
    - i) bribery, forgery, counterfeiting, or extortion; or
    - j) dishonest, unfair, or unethical practices.
  4. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:
    - f) an investment or an investment-related business or activity;
    - g) fraud, false statement(s), or omissions;
    - h) theft, embezzlement, or other wrongful taking of property;
    - i) bribery, forgery, counterfeiting, or extortion; or
    - j) dishonest, unfair, or unethical practices.
- D. Mr. Michels has NOT been the subject of a bankruptcy petition in the past ten years.

*This brochure supplement provides information about James Willard Zeberlein Jr. that supplements the Medicus Wealth Planning brochure. You should have received a copy of that brochure. Please contact James Willard Zeberlein Jr. if you did not receive Medicus Wealth Planning's brochure or if you have any questions about the contents of this supplement.*

*Additional information about James Willard Zeberlein Jr. is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

## **Medicus Wealth Planning**

Form ADV Part 2B – Individual Disclosure Brochure

*for*

**James Willard Zeberlein Jr.**

Personal CRD Number: 1736052

Investment Adviser Representative

Medicus Wealth Planning  
12176 S 1000 E SUITE 12  
DRAPER, UT 84020  
(801) 944-4777  
[jim@zfinancialplanning.com](mailto:jim@zfinancialplanning.com)

UPDATED: 12/06/2017

## Item 2: Educational Background and Business Experience

**Name:** James Willard Zeberlein Jr.      **Born:** 1959

### Educational Background and Professional Designations:

#### Education:

MBA Management, University of Dayton - 1985  
BBA Finance, Valdosta State University - 1981

#### Designations:

##### CFP® - Certified Financial Planner

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.

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 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:

- iii. 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
- iv. 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.

## **Business Background:**

11/2017 - Present	Investment Adviser Representative Medicus Wealth Planning
02/2007 - Present	Managing Director Z Financial Planning, LLC

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

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

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

James Willard Zeberlein Jr. is an investment adviser representative with and Managing Director of Z Financial Planning, LLC, another investment advisory firm, meaning he is dully registered as an investment adviser representative with both Medicus Wealth Planning and Z Financial Planning, LLC. From time to time, he will offer clients advice or products from this activity. Medicus Wealth Planning always acts in the best interest of the client. Clients are in no way required to utilize the services of any representative of Medicus Wealth Planning in such individual's outside capacity.

### **Item 5: Additional Compensation**

James Willard Zeberlein Jr. does not receive any economic benefit from any person, company, or organization, other than from Medicus Wealth Planning in exchange for providing clients advisory services through Medicus Wealth Planning.

### **Item 6: Supervision**

As a representative of Medicus Wealth Planning, James Willard Zeberlein Jr. is supervised by David K. Luke, the firm's Chief Compliance Officer. David K. Luke is responsible for ensuring that James Willard Zeberlein Jr. adheres to all required regulations regarding the activities of an investment advisor representative, as well as all policies and procedures outlined in the firm's code of ethics and compliance manual. The phone number for David K. Luke is (801) 994-4777.

## Item 7: Requirements For State Registered Advisers

*This disclosure is required by state securities authorities and is provided for your use in evaluating this investment advisor representative's suitability.*

- E. James Willard Zeberlein Jr. has NOT been involved in any of the events listed below.
5. An award or otherwise being found liable in an arbitration claim alleging damages in excess of \$2,500, involving any of the following:
    - k) an investment or an investment-related business or activity;
    - l) fraud, false statement(s), or omissions;
    - m) theft, embezzlement, or other wrongful taking of property;
    - n) bribery, forgery, counterfeiting, or extortion; or
    - o) dishonest, unfair, or unethical practices.
  6. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:
    - k) an investment or an investment-related business or activity;
    - l) fraud, false statement(s), or omissions;
    - m) theft, embezzlement, or other wrongful taking of property;
    - n) bribery, forgery, counterfeiting, or extortion; or
    - o) dishonest, unfair, or unethical practices.
- F. James Willard Zeberlein Jr. has NOT been the subject of a bankruptcy.

# MEDICUS WEALTH PLANNING, INC.

12176 S 1000 E SUITE 12 DRAPER, UT 84020

801-994-4777 - DAVID@MEDICUSWP.COM

---

## PRIVACY POLICY

Investment advisers are required by law to inform their clients of their policies regarding privacy of client information. We are bound by professional standards of confidentiality that are even more stringent than those required by law.

Federal law gives the customer the right to limit some but not all sharing of personal information. It also requires us to tell you how we collect, share, and protect your personal information.

### TYPES OF NONPUBLIC PERSONAL INFORMATION (NPI) WE COLLECT

We collect nonpublic personal information about you that is either provided to us by you or obtained by us with your authorization. This can include but is not limited to your Social Security Number, Date of Birth, Banking Information, Financial Account Numbers and/or Balances, Sources of Income, and Credit Card Numbers or Information. If you are a new customer we may begin sharing your information on the day you sign our agreement. When you are no longer our customer, we may continue to share your information only as described in this notice.

### PARTIES TO WHOM WE DISCLOSE INFORMATION

All Investment Advisers may need to share personal information to run their everyday business. In the section below, we list the reasons that we may share your personal information:

- For everyday business purposes – such as to process your transactions, maintain your account(s), respond to court orders and legal investigations, or report to credit bureaus;
- For our marketing – to offer our products and services to you

### PROTECTING THE CONFIDENTIALITY OF CURRENT AND FORMER CLIENT'S INFORMATION

To protect your personal information from unauthorized access and use, we use security measures that comply with federal law, including computer safeguards and secured files and building.

### FEDERAL LAW GIVES YOU THE RIGHT TO LIMIT SHARING – OPTING OUT

Federal law allows you the right to limit the sharing of your NPI by “opting-out” of the following: sharing for non-affiliates’ everyday business purposes – information about your creditworthiness; sharing with affiliates who use your information to market to you; or sharing with non-affiliates to market to you. State laws and individual companies may give you additional rights to limit sharing. Because Medicus Wealth Planning, Inc. does not disclose NPI as stated above, there is no need to “opt out” as you are already protected. We never share your nonpublic personal information to non-affiliates or joint marketers for marketing to you.

**DEFINITIONS:** Affiliates – companies related by common ownership or control. They can be financial and non-financial companies; Non-affiliates – companies not related by common ownership or control. They can be financial and non-financial companies; Joint marketing – a formal agreement between non-affiliated financial companies that together market financial products or services to you.

*Please call if you have any questions. Your privacy, our professional ethics, and the ability to provide you with quality financial services are very important to us.*