



# Item 1: Cover Page

Deliberate Finances, LLC

**Form ADV Part 2A – Firm Brochure**

(504) 264-2385

Dated September 27, 2017

This Brochure provides information about the qualifications and business practices of Deliberate Finances, LLC, “DF”. If you have any questions about the contents of this Brochure, please contact us at (504) 264-2385 or our website [www.deliberatefinances.com](http://www.deliberatefinances.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.

Deliberate Finances, LLC is registered as an Investment Adviser with the State of LA. Registration of an Investment Adviser does not imply any level of skill or training.

Additional information about DF is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) which can be found using the firm’s identification number 285661.

## Item 2: Material Changes

The following changes have been made to this version of the Disclosure Brochure:

- ❑ Types of clients has been updated to include:
  - Pension & Profit Sharing Plans
  - Charitable Organizations
  
- ❑ Compensation & fees for these types of clients has been included as well.
  
- Item 4: The Advisor has added Non-discretionary Investment Advisory Services (Outside Manager)
- Item 5: The Advisor has added a fee schedule for Non-discretionary Investment Advisory Services (Outside Manager)
- Item 5: The Advisor has changed fees for the Comprehensive Financial Planning Services

### Future Changes

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

At any time, you may view the current Disclosure Brochure on-line at the SEC's Investment Adviser Public Disclosure website at <http://www.adviserinfo.sec.gov> by searching for our firm name or by our CRD number 285661.

You may also request a copy of this Disclosure Brochure at any time, by contacting us at (504) 264-2385.

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# Item 4: Advisory Business

## A. Description of Advisory Firm

Deliberate Finances, LLC is registered as an Investment Adviser with the State of LA. We were founded in October of 2016. Ryan Frailich is the principal owner of DF.

## B. Types of Advisory Services

### Investment Advisory Services (Outside Manager)

We offer investment advisory services through use of third-party money managers (“Outside Managers”) for portfolio management services. We assist clients in selecting an appropriate allocation model, completing the Outside Manager’s investor profile questionnaire, interacting with the Outside Manager and reviewing the Outside Manager. Our review process and analysis of outside managers is further discussed in Item 8 of this Form ADV Part 2A. Additionally, we will meet with the client on a periodic basis to discuss changes in their personal or financial situation, suitability, and any new or revised restrictions to be applied to the account. Fees pertaining to this service are outlined in Item 5 of this brochure.

### Financial Planning

We provide financial planning services on topics such as retirement planning, risk management, college savings, cash flow, debt management, work benefits, and estate and incapacity planning.

Financial planning is a comprehensive evaluation of a client’s current and future financial state by using currently known variables to predict future cash flows, asset values and withdrawal plans. The key defining aspect of financial planning is that through the financial planning process, all questions, information and analysis will be considered as they affect and are affected by the entire financial and life situation of the client. Clients purchasing this service will receive a written or an electronic report, providing the client with a detailed financial plan designed to achieve his or her stated financial goals and objectives.

In general, the financial plan will address any or all of the following areas of concern. The client and advisor will work together to select the specific areas to cover. These areas may include, but are not limited to, the following:

- **Business Planning:** We provide consulting services for clients who currently operate their own business, are considering starting a business, or are planning for an exit from their current business. Under this type of engagement, we work with you to assess your current situation,

identify your objectives, and develop a plan aimed at achieving your goals.

- **Cash Flow and Debt Management:** We will conduct a review of your income and expenses to determine your current surplus or deficit along with advice on prioritizing how any surplus should be used or how to reduce expenses if they exceed your income. Advice may also be provided on which debts to pay off first based on factors such as the interest rate of the debt and any income tax ramifications. We may also recommend what we believe to be an appropriate cash reserve that should be considered for emergencies and other financial goals, along with a review of accounts (such as money market funds) for such reserves, plus strategies to save desired amounts.
- **College Savings:** Includes projecting the amount that will be needed to achieve college or other post-secondary education funding goals, along with advice on ways for you to save the desired amount. Recommendations as to savings strategies are included, and, if needed, we will review your financial picture as it relates to eligibility for financial aid or the best way to contribute to grandchildren (if appropriate).
- **Employee Benefits Optimization:** We will provide review and analysis as to whether you, as an employee, are taking the maximum advantage possible of your employee benefits. If you are a business owner, we will consider and/or recommend the various benefit programs that can be structured to meet both business and personal retirement goals.
- **Estate Planning:** This usually includes an analysis of your exposure to estate taxes and your current estate plan, which may include whether you have a will, powers of attorney, trusts and other related documents. Our advice also typically includes ways for you to minimize or avoid future estate taxes by implementing appropriate estate planning strategies such as the use of applicable trusts.

We always recommend that you consult with a qualified attorney when you initiate, update, or complete estate planning activities. We may provide you with contact information for attorneys who specialize in estate planning when you wish to hire an attorney for such purposes. From time-to-time, we will participate in meetings or phone calls between you and your attorney with your approval or request.

- **Financial Goals:** We will help clients identify financial goals and develop a plan to reach them. We will identify what you plan to accomplish, what resources you will need to make it happen, how much time you will need to reach the goal, and how much you should budget for your

goal.

- **Insurance:** Review of existing policies to ensure proper coverage for life, health, disability, long-term care, liability, home and automobile.
- **Investment Analysis:** This may involve developing an asset allocation strategy to meet clients' financial goals and risk tolerance, providing information on investment vehicles and strategies, reviewing employee stock options, as well as assisting you in establishing your own investment account at a selected broker/dealer or custodian. The strategies and types of investments we may recommend are further discussed in Item 8 of this brochure.
- **Retirement Planning:** Our retirement planning services typically include projections of your likelihood of achieving your financial goals, typically focusing on financial independence as the primary objective. For situations where projections show less than the desired results, we may make recommendations, including those that may impact the original projections by adjusting certain variables (e.g., working longer, saving more, spending less, taking more risk with investments).

If you are near retirement or already retired, advice may be given on appropriate distribution strategies to minimize the likelihood of running out of money or having to adversely alter spending during your retirement years.

- **Risk Management:** A risk management review includes an analysis of your exposure to major risks that could have a significant adverse impact on your financial picture, such as premature death, disability, property and casualty losses, or the need for long-term care planning. Advice may be provided on ways to minimize such risks and about weighing the costs of purchasing insurance versus the benefits of doing so and, likewise, the potential cost of not purchasing insurance ("self-insuring").
- **Tax Planning Strategies:** Advice may include ways to minimize current and future income taxes as a part of your overall financial planning picture. For example, we may make recommendations on which type of account(s) or specific investments should be owned based in part on their "tax efficiency," with consideration that there is always a possibility of future changes to federal, state or local tax laws and rates that may impact your situation.

We recommend that you consult with a qualified tax professional before initiating any tax planning strategy, and we may provide you with contact information for accountants or



attorneys who specialize in this area if you wish to hire someone for such purposes. We will participate in meetings or phone calls between you and your tax professional with your approval.

### **Comprehensive Financial Planning**

This service involves working one-on-one with a planner over an extended period of time. By paying a monthly retainer, clients get continuous access to a planner who will work with them to design their plan. The planner will monitor the plan, recommend any changes and ensure the plan is up to date.

Upon desiring a comprehensive plan, a client will be taken through establishing their goals and values around money. They will be required to provide information to help complete the following areas of analysis: net worth, cash flow, insurance, credit scores/reports, employee benefit, retirement planning, insurance, investments, college planning and estate planning. Once the client's information is reviewed, their plan will be built and analyzed, and then the findings, analysis and potential changes to their current situation will be reviewed with the client. Clients subscribing to this service will receive a written or an electronic report, providing the client with a detailed financial plan designed to achieve his or her stated financial goals and objectives. If a follow up meeting is required, we will meet at the client's convenience. Implementation of the financial plan is entirely at the discretion of the client. On an annual basis there will be a full review of this plan to ensure its accuracy and ongoing appropriateness. Any needed updates will be implemented at that time.

### **Educational Seminars**

DF may provide educational seminars on an "as announced" basis for groups seeking general advice on investments and other areas of personal finance. The content of these seminars will vary depending upon the needs of the attendees. These seminars are purely educational in nature and do not involve the sale of any investment products. Information presented will not be based on any individual's person's need, nor does DF provide individualized investment advice to attendees during these seminars.

### **Retirement Plan Consulting**

DF will provide retirement plan consulting services in the form of advisory and financial planning services to plan administrators of retirement plans. DF advises on selection of plan managers and third party administrators and provides ongoing consulting to the company's fiduciaries as well as at least



annual meetings to discuss the performance of the plan. Additionally, DF is available to assist employees in enrollment in the plan and answer questions related to the available investments.

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

DF offers the same suite of services to all of our clients. However, specific client financial plans and their implementation are dependent upon the client Investment Policy Statement which outlines each client’s current situation (income, tax levels, and risk tolerance levels) and is used to construct a client specific plan to aid in the selection of a portfolio that matches restrictions, needs, and targets.

### D. Wrap Fee Programs

DF does not participate in wrap fee programs.

### E. Amounts of Assets Under Management

DF does not have any assets under management.

## Item 5: Fees and Compensation

### A. Fee Schedule

#### Investment Advisory Services (Outside Manager)

The standard advisory fee is based on the market value of the account and is calculated as follows:

Account Value	Annual Advisory Fee
\$0 - \$500,000	0.80%
\$500,001 - \$1,000,000	0.65%
\$1,000,001 - and Above	0.50%

The annual fees are negotiable and are pro-rated and paid in advance on a quarterly basis. The advisory fee is a blended fee and is calculated by assessing the percentage rates using the predefined levels of assets as shown in the above chart, resulting in a combined weighted fee. For example, an account valued at \$2,000,000 would pay an effective fee of 0.86% with the annual fee of \$12,250. The quarterly fee is determined by the following calculation:  $((\$500,000 \times 0.80\%) + (\$500,000 \times 0.65\%) + (\$1,000,000 \times 0.50\%)) \div 4 = \$3,062.50$ . The Outside Manager will debit the client’s account for both the Outside Manager’s fee, and DF’s advisory fee, and will remit DF’s fee to DF. Please note, the above fee





schedule **does not** include the Outside Manager's fee. No increase in the annual fee shall be effective without agreement from the client by signing a new agreement or amendment to their current advisory agreement.

Accounts initiated or terminated during a calendar quarter will be charged a pro-rated fee based on the amount of time remaining in the billing period. An account may be terminated with written notice at least 30 calendar days in advance. Upon termination of the account, any unearned fee will be refunded to the client.

## **Comprehensive Financial Planning**

Comprehensive Financial Planning consists of an upfront charge ranging from \$250 - \$3,000 and an ongoing fee that is paid monthly, in advance, at a rate between \$75 - \$500 per month depending on complexity on the individual client's needs. The fee may be negotiable in certain cases. This service may be terminated with 30 days' notice. Upon termination of any account, the fee will be prorated and any unearned fee will be refunded to the client.

## **Financial Planning Fixed Fee**

Financial Planning will generally be offered on a fixed fee basis. The fixed fee will be agreed upon before the start of any work. The fixed fee can range between \$250 and \$10,000. The fee is negotiable. If a fixed fee program is chosen, half of the fee is due at the beginning of process and the remainder is due at completion of work, however, DF will not bill an amount above \$500.00 more than 6 months in advance.

## **Educational Seminars**

Fees for Educational Seminars range from \$300-\$2,000 and will vary due to varying scope, length, and complexity of seminars. Fees may be negotiated with and paid for by employers. DF may also provide pro bono seminars at its own discretion.

## **Retirement Plan Consulting**

DF will be compensated for retirement plan services according to the value of plan assets not to exceed 0.50%. Typically the minimum annual fee for Retirement Plan Consulting Services is \$2,000. However, the minimum fee and annual fees are negotiable based on plan size, complexity, and additional services rendered. This does not include fees to other parties, such as RecordKeepers, Custodians, or Third-Party-Administrators.

## **B. Payment of Fees**



### *Payment of Financial Planning Fees*

**Comprehensive Financial Planning fees** are paid via check, credit card, or debit from client's account with written authorization.

**Financial Planning Fixed fees** are paid via check, credit card, debit from client's account with written authorization.

**Educational Seminar fees** are paid by the organization sponsoring/holding the seminar and may be paid by check or credit card. Individual participants will not be charged for attending the seminar.

**Retirement Plan Consulting Fees** are paid either directly from the plan sponsor or from participant accounts.

### **C. Other types of fees or expenses clients may pay**

Clients will not incur any additional fees as they would if we offered investment management services. Please see Item 12 of this brochure regarding broker/custodian.

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

DF can collect its fees for financial planning in advance. For fees paid in advance, upon termination of any account, the fee will be prorated and any unearned fee will be refunded to the client.

Regarding educational seminars, in the event of a cancellation at least 3 days prior to the event, a full refund will be issued to the sponsoring organization. In the event of a cancellation less than 3 days prior to the event, no refund will be issues to the sponsoring organization.

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

DF does not accept compensation for the sale of securities or other investment products including asset-based sales charges or service fees from the sale of mutual funds.

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

DF 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

DF provides financial planning and portfolio management services to the following types of clients:

- Individuals
- High Net-Worth Individuals
- Corporations or other businesses.
- Pension & Profit Sharing Plans
- Charitable Organizations

### **Minimum Account Size**

DF does not have a minimum account size requirement.

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

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

Our primary methods of investment analysis are fundamental and technical.

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

**Technical analysis** involves the analysis of past market data; primarily price and volume.

We refer clients to third-party investment advisers (“outside managers”). Our analysis of outside managers involve the examination of the experience, expertise, investment philosophies, and past performance of the outside managers in an attempt to determine if that manager has demonstrated an ability to invest over a period of time and in different economic conditions. We monitor the manager’s underlying holdings, strategies, concentrations and leverage as part of our overall periodic risk assessment. Additionally, as part of our due-diligence process, we survey the manager’s compliance and business enterprise risks. A risk of investing with an outside manager who has been successful in the past is that he/she may not be able to replicate that success in the future. In addition, as we do not control the underlying investments in an outside manager’s portfolio. There is also a risk that a manager may deviate from the stated investment mandate or strategy of the portfolio, making it a less suitable investment for our clients. Moreover, as we do not control the manager’s daily business and compliance operations, we may be unaware of the lack of internal controls necessary to prevent

business, regulatory or reputational deficiencies.

### **Passive Investment Management**

We primarily practice passive investment management. Passive investing involves building portfolios that are comprised of various distinct asset classes. The asset classes are weighted in a manner to achieve a desired relationship between correlation, risk and return. Funds that passively capture the returns of the desired asset classes are placed in the portfolio. The funds that are used to build passive portfolios are typically index mutual funds or exchange traded funds.

Passive investment management is characterized by low portfolio expenses (i.e. the funds inside the portfolio have low internal costs), minimal trading costs (due to infrequent trading activity), and relative tax efficiency (because the funds inside the portfolio are tax efficient and turnover inside the portfolio is minimal).

In contrast, active management involves a single manager or managers who employ some method, strategy or technique to construct a portfolio that is intended to generate returns that are greater than the broader market or a designated benchmark. Academic research indicates most active managers underperform the market.

## **B. Material Risks Involved**

**All investing strategies we offer involve risk and may result in a loss of your original investment which you should be prepared to bear.** Many of these risks apply equally to stocks, bonds, commodities and any other investment or security. Material risks associated with our investment strategies are listed below.

**Market Risk:** Market risk involves the possibility that an investment's current market value will fall because of a general market decline, reducing the value of the investment regardless of the operational success of the issuer's operations or its financial condition.

**Strategy Risk:** The Adviser's investment strategies and/or investment techniques may not work as intended.

**Small and Medium Cap Company Risk:** Securities of companies with small and medium market capitalizations are often more volatile and less liquid than investments in larger companies. Small and medium cap companies may face a greater risk of business failure, which could increase the volatility of the client's portfolio.

**Turnover Risk:** At times, the strategy may have a portfolio turnover rate that is higher than other strategies. A high portfolio turnover would result in correspondingly greater brokerage commission expenses and may result in the distribution of additional capital gains for tax purposes. These factors may negatively affect the account's performance.

**Limited markets:** Certain securities may be less liquid (harder to sell or buy) and their prices may at times be more volatile than at other times. Under certain market conditions we may be unable to sell or liquidate investments at prices we consider reasonable or favorable, or find buyers at any price.

**Concentration Risk:** Certain investment strategies focus on particular asset-classes, industries, sectors or types of investment. From time to time these strategies may be subject to greater risks of adverse developments in such areas of focus than a strategy that is more broadly diversified across a wider variety of investments.

**Interest Rate Risk:** Bond (fixed income) prices generally fall when interest rates rise, and the value may fall below par value or the principal investment. The opposite is also generally true: bond prices generally rise when interest rates fall. In general, fixed income securities with longer maturities are more sensitive to these price changes. Most other investments are also sensitive to the level and direction of interest rates.

**Legal or Legislative Risk:** Legislative changes or Court rulings may impact the value of investments, or the securities' claim on the issuer's assets and finances.

**Inflation:** Inflation may erode the buying-power of your investment portfolio, even if the dollar value of your investments remains the same.

### C. Risks Associated with Securities

Apart from the general risks outlined above which apply to all types of investments, specific securities may have other risks.

**Commercial Paper** is, in most cases, an unsecured promissory note that is issued with a maturity of 270 days or less. Being unsecured the risk to the investor is that the issuer may default.

**Common stocks** may go up and down in price quite dramatically, and in the event of an issuer's bankruptcy or restructuring could lose all value. A slower-growth or recessionary economic environment could have an adverse effect on the price of all stocks.

**Corporate Bonds** are debt securities to borrow money. Generally, issuers pay investors periodic interest and repay the amount borrowed either periodically during the life of the security and/or at maturity. Alternatively, investors can purchase other debt securities, such as zero coupon bonds, which do not pay current interest, but rather are priced at a discount from their face values and their values accrete over time to face value at maturity. The market prices of debt securities fluctuate depending on such factors as interest rates, credit quality, and maturity. In general, market prices of debt securities decline when interest rates rise and increase when interest rates fall. The longer the time to a bond's maturity, the greater its interest rate risk.

**Bank Obligations** including bonds and certificates of deposit may be vulnerable to setbacks or panics in the banking industry. Banks and other financial institutions are greatly affected by interest rates and may be adversely affected by downturns in the U.S. and foreign economies or changes in banking regulations.

**Municipal Bonds** are debt obligations generally issued to obtain funds for various public purposes, including the construction of public facilities. Municipal bonds pay a lower rate of return than most other types of bonds. However, because of a municipal bond's tax-favored status, investors should compare the relative after-tax return to the after-tax return of other bonds, depending on the investor's tax bracket. Investing in municipal bonds carries the same general risks as investing in bonds in general. Those risks include interest rate risk, reinvestment risk, inflation risk, market risk, call or redemption risk, credit risk, and liquidity and valuation risk.

**Options and other derivatives** carry many unique risks, including time-sensitivity, and can result in the complete loss of principal. While covered call writing does provide a partial hedge to the stock against which the call is written, the hedge is limited to the amount of cash flow received when writing the option. When selling covered calls, there is a risk the underlying position may be called away at a price lower than the current market price.

**Exchange Traded Funds** prices may vary significantly from the Net Asset Value due to market conditions. Certain Exchange Traded Funds may not track underlying benchmarks as expected.

**Investment Companies Risk.** When a client invests in open end mutual funds or ETFs, the client indirectly bears its proportionate share of any fees and expenses payable directly by those funds. Therefore, the client will incur higher expenses, many of which may be duplicative. In addition, the client's overall portfolio may be affected by losses of an underlying fund and the level of risk arising from the investment practices of an underlying fund (such as the use of derivatives). ETFs are also subject to the following risks: (i) an ETF's shares may trade at a market price that is above or below their net asset value; (ii) the ETF may employ an investment strategy that utilizes high leverage ratios; or (iii) trading of an ETF's shares may be halted if the listing exchange's officials deem such action appropriate, the shares are de-listed from the exchange, or the activation of market-wide "circuit breakers" (which are tied to large decreases in stock prices) halts stock trading generally. The Adviser has no control over the risks taken by the underlying funds in which client's invest.

## Item 9: Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of DF or the integrity of our management. We have no information applicable to this Item.

## Item 10: Other Financial Industry Activities and Affiliations

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

No DF employee is registered, or have an application pending to register, as a broker-dealer or a registered representative of a broker-dealer.

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

No DF employee is registered, or have an application pending to register, as a futures commission merchant, commodity pool operator or a commodity trading advisor.

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

DF does not have any related parties. As a result, we do not have a relationship with any related parties.

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

DF does not have any relationship or affiliation with other advisors or managers. DF only receives compensation directly from clients. We do not receive compensation from any outside source. We do not have any conflicts of interest with any outside party.

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

### **A. Code of Ethics**

As a fiduciary, our firm and its associates have a duty of utmost good faith to act solely in the best interests of each client. Our clients entrust us with their funds and personal information, which in turn places a high standard on our conduct and integrity. Our fiduciary duty is a core aspect of our Code of

Ethics and represents the expected basis of all of our dealings. The firm accepts the obligation not only to comply with the mandates and requirements of all applicable laws and regulations but also to take responsibility to act in an ethical and professionally responsible manner in all professional services and activities.

This code does not attempt to identify all possible conflicts of interest, and literal compliance with each of its specific provisions will not shield associated persons from liability for personal trading or other conduct that violates a fiduciary duty to advisory clients. A summary of the Code of Ethics' Principles is outlined below.

- Integrity - Associated persons shall offer and provide professional services with integrity.
- Objectivity - Associated persons shall be objective in providing professional services to clients.
- Competence - Associated persons shall provide services to clients competently and maintain the necessary knowledge and skill to continue to do so in those areas in which they are engaged.
- Fairness - Associated persons shall perform professional services in a manner that is fair and reasonable to clients, principals, partners, and employers, and shall disclose conflict(s) of interest in providing such services.
- Confidentiality - Associated persons shall not disclose confidential client information without the specific consent of the client unless in response to proper legal process, or as required by law.
- Professionalism - Associated persons' conduct in all matter shall reflect credit of the profession.
- Diligence - Associated persons shall act diligently in providing professional services.

We will, upon request, promptly provide a complete code of ethics.

## **B. Investment Recommendations Involving a Material Financial Interest and Conflicts of Interest**

Neither our firm, its associates or any related person is authorized to recommend to a client, or effect a transaction for a client, involving any security in which our firm or a related person has a material financial interest, such as in the capacity as an underwriter, adviser to the issuer, etc.

## **C. Advisory Firm Purchase of Same Securities Recommended to Clients and Conflicts of Interest**

Our firm and its "related persons" do not invest in the same securities, or related securities, e.g., warrants, options or futures, which we recommend to clients.



## **D. Trading Securities At/Around the Same Time as Client’s Securities**

Because our firm and its “related persons” do not invest in the same securities, or related securities, e.g., warrants, options or futures, which we recommend to clients, we do not trade in securities at or around the same time as clients.

# Item 12: Brokerage Practices

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

Deliberate Finances, LLC does not have any affiliation with Broker-Dealers. Specific custodian recommendations are made to client based on their need for such services. In the event we recommend custodian to a client we do so based on the reputation and services provided by the firm.

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

We currently do not receive soft dollar benefits.

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

We receive 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**

We do recommend a specific custodian for clients to use, however, clients may custody their assets at a custodian of their choice. Clients may also direct us to use a specific broker-dealer to execute transactions. By allowing clients to choose a specific custodian, we may be unable to achieve most favorable execution of client transaction and this may cost clients money over using a lower-cost custodian.

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

Generally, we do not combine multiple orders for shares of the same securities purchased for advisory accounts we manage (this practice is commonly referred to as “block trading”).

# Item 13: Review of Accounts

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

Client accounts with the Investment Management Service will be reviewed regularly on at least an annual basis by Ryan Frailich, Founder and CCO. The account is reviewed with regards to the client’s

investment policies and risk tolerance levels. Events that may trigger a special review would be unusual performance, addition or deletions of client imposed restrictions, excessive draw-down, volatility in performance, or buy and sell decisions from the firm or per client's needs.

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

Reviews of the financial plan may be triggered by changes in client's financial situations (such as retirement, termination of employment, physical move, or inheritance).

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

Clients are provided an initial financial plan concerning their financial situation. After the presentation of the plan, there are no further reports. Clients may request additional plans or reports for a fee. DF will not provide written reports to Investment Management clients.

## 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)**

DF does not receive any economic benefit, directly or indirectly from any third party for advice rendered to our clients.

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

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

## Item 15: Custody

DF does not accept custody of client funds except in the instance of withdrawing client fees.

For client accounts in which DF directly debits their advisory fee:

- i. DF will send a copy of its invoice to the custodian at the same time that it sends the client a copy.
- ii. The custodian will send at least quarterly statements to the client showing all disbursements for the account, including the amount of the advisory fee.
- iii. The client will provide written authorization to DF, permitting them to be paid directly for their



accounts held by the custodian.

Clients should receive at least quarterly statements from the broker dealer, bank or other qualified custodian that holds and maintains client's investment assets. We urge you to carefully review such statements and compare such official custodial records to the account statements or reports that we may provide to you. Our statements or reports may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

## Item 16: Investment Discretion

For those client accounts where we provide investment management services, we do not maintain discretion over client accounts with respect to securities to be bought and sold and the amount of securities to be bought and sold. Outside Managers used for investment management, may exercise discretion.

## Item 17: Voting Client Securities

We do not vote Client proxies. 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

Registered investment advisers are required in this Item to provide you with certain financial information or disclosures about our financial condition.

### **A. Balance Sheet**

DF does not have custody of client funds or securities or require or solicit prepayment of more than \$500 in fees per client six months in advance and therefore do not need to include a balance sheet.

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

Neither DF nor its management have any financial conditions that impair our ability to meet contractual and fiduciary commitments to clients.

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

Neither DF nor its management have 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**

DF currently has only one management person and executive officer; Ryan Frailich. Ryan Frailich's education and business background can be found on the Supplemental ADV Part 2B form.

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

Ryan Frailich's other business activities can be found on the Supplemental ADV Part 2B form.

## **C. How Performance Based Fees are Calculated and Degree of Risk to Clients**

DF 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**

No management person at Deliberate Finances, LLC has ever been involved in an arbitration claim of any kind or been found liable in a civil, self-regulatory organization, or administrative proceeding.

## **E. Material Relationships That Management Persons Have With Issuers of Securities**

Deliberate Finances, LLC, nor Ryan Frailich, have any relationship or arrangement with issuers of securities.



## Deliberate Finances, LLC

### Form ADV Part 2B – Brochure Supplement

*For*

**Ryan Frailich (Individual CRD# 6720951)**

Founder, and Chief Compliance Officer

Dated **September 27, 2017**

This brochure supplement provides information about Ryan Frailich that supplements the Deliberate Finances, LLC (“DF”) brochure. A copy of that brochure precedes this supplement. Please contact Ryan Frailich if the DF brochure is not included with this supplement or if you have any questions about the contents of this supplement.

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

## Item 2: Educational Background and Business Experience

### Ryan Frailich

Born: 1985

#### Educational Background

- 2006– Bachelor of Science in Interdisciplinary Studies: Psychology, Public Relations, & Leadership, University of Minnesota
- 2010– Masters in K-6 Education, Hunter College (Relay Graduate School of Education)
- 2017– Certificate in Financial Planning, Louisiana State University

#### Business Experience

- 10/2016 – Present, Deliberate Finances, LLC, Founder and CCO
- 01/2016 – Present, Frailich Consulting, LLC, Founder
- 08/2011 – 1/2016, New Orleans College Prep, Director of Talent & HR
- 07/2010 – 06/2011, KIPP New Orleans, Teacher & Instructional Coach

#### Professional Designations, Licensing & Exams

FINRA Series 65 - Uniform Investment Adviser Law Examination

Candidate for CFP® certification

## Item 3: Disciplinary Information

Deliberate Finances, LLC, nor Ryan Frailich, have any relationship or arrangement with issuers of securities.

## Item 4: Other Business Activities

Ryan Frailich is currently employed as the Founder of Frailich Consulting, LLC. This activity accounts for approximately 10% of their time. Frailich Consulting, LLC provides human resources and talent consulting services for charter school organizations and education non-profits.

## Item 5: Additional Compensation

Ryan Frailich does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through DF.

## Item 6: Supervision

Ryan Frailich, as Founder and Chief Compliance Officer of DF, is responsible for supervision. He may be contacted at the phone number on this brochure supplement.

## Item 7: Requirements for State Registered Advisers

1. Ryan Frailich has NOT been involved in any of the events listed below.
  - a. An award or otherwise being found liable in an arbitration claim alleging damages in excess of \$2,500, involving any of the following:
    - i. An investment or an investment-related business or activity;
    - ii. Fraud, false statements, or omissions;
    - iii. Theft, embezzlement, or other wrongful taking of property;
    - iv. Bribery, forgery, counterfeiting, or extortion; or
    - v. Dishonest, unfair, or unethical practices.
  - b. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:
    - i. An investment or an investment-related business or activity;
    - ii. Fraud, false statements, or omissions;
    - iii. Theft, embezzlement, or other wrongful taking of property;
    - iv. Bribery, forgery, counterfeiting, or extortion; or
    - v. Dishonest, unfair, or unethical practices.
2. Ryan Frailich has NOT been the subject of a bankruptcy petition at any time.