Item 1: Cover Page Part 2A of Form ADV: Firm Brochure March 12, 2024



# CRD # 159131

4550 East Thousand Oaks Blvd., Suite 150 Westlake Village, CA 91362 <u>www.mdwealthpartners.com</u>

# Firm Contact: Mark D. Wendell Chief Compliance Officer

This brochure provides information about the qualifications and business practices of MD Wealth Partners, Inc. If clients have any questions about the contents of this brochure, please contact us at (805) 230-1908 or <u>mark@mdwealthpartners.com</u>. 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 our firm is also available on the SEC's website at <u>www.adviserinfo.sec.gov</u> by searching CRD #159131.

Please note that the use of the term "registered investment adviser" and description of our firm and/or our associates as "registered" does not imply a certain level of skill or training. Clients are encouraged to review this Brochure and Brochure Supplements for our firm's associates who advise clients for more information on the qualifications of our firm and our employees.

# **Item 2: Material Changes**

MD Wealth Partners, Inc. is required to make clients aware of information that has changed since the last annual update to the Firm Brochure ("Brochure"), which was dated February 3, 2023, and that can or will be important to them. Clients can then determine whether to review the brochure in its entirety or to contact us with questions about the changes.

This Annual Amendment filed on March 12, 2024, contains the following material changes to the Brochure.

Item 4: Advisory Business – updated to reflect the Firm's Assets Under Management ("AUM") as of December 31, 2023.

Item 5: Fees & Compensation – updated the disclosures on our advisory fees and clarified that our fees are calculated and deducted from clients' accounts by AssetMark.

Item 7: Types of Clients – updated to include minimum investment information for AssetMark, which was previously disclosed in Item 5.

Item 12: Brokerage Practices – removed information on TD Ameritrade.

Item 14: Client Referrals & Other Compensation - removed information on TD Ameritrade.

Pursuant to state regulation, MD Wealth Partners will ensure that clients receive a summary of any materials changes to this Brochure within 120 days of the close of MD Wealth Partners' fiscal yearend. Additionally, as the Firm experiences material changes in the future, we will send you a summary of our "Material Changes" under separate cover. For more information about the firm, please contact us at 805-230-1908.

Additional information about MD Wealth Partners and its investment adviser representative is also available on the SEC's website at <u>www.adviserinfo.sec.gov</u>.

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## Item 4: Advisory Business

Our firm is dedicated to providing individuals and other types of clients with a wide array of investment advisory services. Our firm is a corporation formed under the laws of the State of California as of 2015. Our firm was originally established as a sole proprietorship in 2009 and partnered with an independent firm until our firm registered as a registered investment adviser with the State of California Department of Financial Protection and Innovation in 2012 and has been in business as a registered investment adviser firm since that time. Our firm is wholly owned by Mark D. Wendell.

The purpose of this Brochure is to disclose our business practices and the conflicts of interest associated with the investment transactions, compensation and any other matters related to investment decisions made by our firm or its representatives. As a fiduciary, it is our duty to always act in the client's best interest. This is accomplished in part by knowing our client. Our firm has established a service-oriented advisory practice with open lines of communication for many different types of clients to help meet their financial goals while remaining sensitive to risk tolerance and time horizons. Working with clients to understand their investment objectives while educating them about our process, facilitates the kind of working relationship we value.

All material conflicts of interest under CCR Section 260.238 (k) are disclosed below regarding our firm, our representatives, or our employees, which could be reasonably expected to impair the rendering of unbiased and objective advice. To comply with CCR Section 260.238(j), we disclose that lower fees for comparable services can be available from other sources.

## **Types of Advisory Services Offered**

### **Complementary General Consultation:**

Prior to the beginning of any Advisor-Client relationship, our firm can offer a complimentary general consultation to discuss services available, to give a prospective client time to review services desired, and to determine the possibility of a potential relationship. Investment advisory services begin only after the client and our firm formalize the relationship with a properly executed Agreement.

After engaging with our firm, the client will be asked to share in a data gathering and discovery process in an effort to determine the Client's stated needs, goals, intentions, time horizons, risk tolerance and investment objectives, based upon information provided by the client and the nature of services requested.

### **Investment Management:**

After completing the initial data gathering and discovery process, as part of this service, our firm will generally recommend a portfolio strategy that seeks to achieve the objectives of the client. Our firm's investment philosophy is to use principals of value, safety, and quality to seek investment options globally. Our firm places heavy emphasis on risk control, believing that avoiding losses allows appreciation potential of investments to be realized.

Recognizing this, our firm will recommend clients utilize the services of a third-party money manager for the management of client accounts. Investment advice and trading of securities will only be offered by or through the chosen third party money manager. Our firm will not offer advice on any specific securities or other investments in connection with this service. Currently, our firm has an arrangement in place with AssetMark, Inc. ("AssetMark") which offers an asset allocation and account management system known as the AssetMark Platform. Our firm recommends that all our clients establish their accounts with AssetMark. Our firm will work closely with clients to establish an appropriate investment solution on the AssetMark Platform. Once the appropriate investment solution has been determined, portfolios are continuously and regularly managed by AssetMark. Our firm performs quarterly reviews and will reassess the client's current Investment Solution and determine if an adjustment is required based on the client's individual needs, stated goals, and objectives.

Our firm will also periodically review reports provided to the client at least annually. Our firm will contact clients from time to time in order to review their financial situation and objectives; communicate information to AssetMark's platform managers as warranted; and assist the client in understanding and evaluating the services provided by AssetMark. Clients will be expected to notify our firm of any changes in their financial situation, investment objectives, or account restrictions that could affect their financial standing.

## **Financial Planning & Consulting:**

Our firm provides certain financial planning services to clients receiving investment management services on a complementary basis. Whether we provide such services is based on the needs of the client. Through a series of personal interviews our firm will collect pertinent data and information from the client as part of our analysis. We utilized EMoney software to create a financial plan and then discuss it with the client. Implementation of our firm's recommendations will be at the discretion of the client. You are under no obligation to implement your financial plan through us or through anyone recommended by us.

Our firm places a specific emphasis on risk management but will tailor services as desired by the client. As a result, our firm can provide advice on other topics such as financial and cash management, estate planning, tax issues, retirement planning, educational funding, goal setting, or other needs as identified by us and the client. Assuming that all the information and documents requested from the client are provided promptly, plans are typically completed within 6 months of the client signing a contract with our firm.

CCR Section 260.235.2 requires that we disclose to our financial planning clients that a conflict of interest exists between us and our clients. The client is under no obligation to act upon the investment adviser's recommendation. Further, should the client elect to act on our recommendations, the client is under no obligation to effect the transaction through our firm.

### **Tailoring of Advisory Services**

Our firm offers individualized investment advice to our Financial Planning clients. General investment advice will be offered to our Investment Management clients who are referred to AssetMark.

Clients can impose certain restrictions on their accounts on the AssetMark Platform, subject to the acceptance by AssetMark. Please refer to AssetMark's ADV 2A for additional information.

## Advisory Agreements

Prior to engaging our Firm to provide investment management, consulting, or financial planning services, clients are required to enter into a written agreement (the "Agreement") with us setting forth the terms and conditions of the engagement, the fees to be paid and the scope of the services to be provided.

Additionally, should clients choose to implement those recommendations made by the firm, those clients are required to enter into a separate agreement with an independent third-party service provider.

## Participation in Wrap Fee Programs

Our firm does not offer or sponsor a wrap fee program.

## **Regulatory Assets Under Management**

Our firm manages \$0 on a discretionary basis and \$50,073,900 on a non-discretionary basis as of December 31, 2023.

## Item 5: Fees & Compensation

## **Compensation for Our Advisory Services**

### **Investment Management:**

Clients pay an annual investment advisory fee (the "Advisory Fee"), which is payable in advance of each calendar quarter. The Adviser Fee is a flat percentage that is based on the fair market value of the total assets under management (including securities, cash, and cash equivalents) within each client account ("AUM)") at the end of the preceding quarter. The initial Advisor Fee in the first quarter of the client engagement shall be prorated from the inception date to the end of the first quarter. In addition, upon termination of the agreement with us or should we no longer manage one or more of a client's accounts, we will provide the client with a refund of any pre-paid unearned Advisory Fees.

The Advisory Fee for each client account is calculated by AssetMark, along with AssetMark's advisory fee, which is separate from and in addition to our Advisory Fee, and then deducted from the client account(s) by the Custodian. AssetMark will pay us our Advisory Fee once the fee has been deducted. Clients shall receive independent account statements from AssetMark no less frequently than quarterly, which reflect, among other things, the advisory fees withdrawn from each account.

Our annual Advisory Fee customarily ranges from 0.50% to 1.75% of a client's AUM and is determined based on various factors, including the complexity of the investment strategy, the type of investments held in each account, and other factors unique to a client's investment objectives. The specific annual Advisor Fee charged to each client account is outlined in the agreement the client enters into with us. The Annual Fee Range above constitutes the fees charged by us only and does not include any fees charged by AssetMark. Similar advisory services may be available from other advisers or third-party asset managers for a lesser fee.

We can change the Advisory Fee we charge to a client upon providing advanced written notice to the client(s).

The billing procedures for AssetMark, the total fee to be charged, as well as more details regarding the client's billing cycle, are outlined in AssetMark's ADV Part 2A and their separate advisory agreement entered into by clients.

Our firm provides clients with a copy of AssetMark's Form ADV Part 2, all relevant Brochures, and a solicitation disclosure statement, which details the fees to be paid to both firms and AssetMark's privacy policy. All fees that our firm receives from AssetMark and the written separate disclosures made to clients regarding these fees comply with applicable state statutes and rules.

#### **Other Types of Fees & Expenses**

Expenses related to the ordinary servicing of a client account(s), including custodian fees, security trading/transaction fees, and AssetMark platform fees, shall be paid by each client. Other non-ordinary fees or fees incurred at the direction of the client shall be paid by the client. Operating fees and/or internal expenses of exchange traded funds (ETF) and mutual funds, and other investment securities fees, are deducted from the asset value of those investments as defined in the disclosure/prospectus of the sponsor for each security.

Our firm is not compensated on the basis of a share of capital gains realized upon sale of securities or capital appreciation of the funds in which a client is invested (i.e., performance fees).

#### **Termination & Refunds**

Either Party can terminate the Investment Management agreement within five (5) business days of signing at no cost to the Client. Termination of services with AssetMark are subject to the terms of AssetMark's agreement. However, our firm's agreement can be terminated upon written notice by either party. Upon termination our firm will process a pro-rata refund of the unearned portion of our firm's advisory fees charged in advance.

Financial Planning & Consulting clients can terminate their agreement within five (5) business days of signing at no cost. After the five-day period, clients will incur charges for bona fide advisory services rendered up to the point of termination. For purposes of calculating refunds, all work performed by us up to the point of termination shall be calculated at the hourly fee currently in effect. Clients will receive a pro-rata refund of any pre-paid unearned fees based on the time and effort expended by our firm.

#### **Commissionable Securities Sales**

Our firm and representatives do not sell securities for a commission in advisory accounts.

## Item 6: Performance-Based Fees & Side-By-Side Management

The Firm does not charge performance-based fees (i.e., fees calculated based on a share of capital gains upon or capital appreciation of the funds or any portion of the funds of an advisory client). Consequently, the Firm does not engage in side-by-side management of accounts that are charged a

performance-based fee with accounts that are charged another type of fee (such as assets under management). As described above, the Firm provides advisory services for a percentage of assets under management, in accordance with applicable state law."

## Item 7: Types of Clients & Account Requirements

Our firm's services are offered to individuals, high net worth individuals, and business clients.

Our requirements for opening and maintaining accounts or otherwise engaging us:

• Our firm requires a minimum account balance of \$100,000 for our Investment Management service. Generally, this minimum account balance requirement is negotiable and would be required throughout the course of the client's relationship with our firm. However, our firm can aggregate related accounts in the same household in determining whether the account minimum has been met. Further, our firm can reduce or waive the minimum for individuals or retirement plans that appear to have the ability to make annual or other contributions necessary to meet this minimum threshold, or as an accommodation to existing Clients.

AssetMark has a minimum investment required for the AssetMark Platform. This minimum depends upon the Investment Solution chosen for a client's account and is generally \$25,000 to \$50,000 for managed mutual fund accounts and \$100,000 for exchange-traded fund ("ETF") accounts, \$250,000 for distribution strategies, and from \$50,000 to \$500,000 for privately managed and unified managed accounts, depending on the investment strategy selected for the account(s), as described in more detail in AssetMark's Form ADV Brochure. Accounts below the stated minimums can be accepted on an individual basis at the discretion of AssetMark.

When we provide investment advice to a client, we are deemed a fiduciary under certain state regulations, and within the meaning of Title I of the Employee Retirement Income Security Act and/or the Internal Revenue Code, as applicable, which are laws governing retirement accounts. The way the firm makes money creates conflicts of interest; however, as a fiduciary, MD Wealth and our supervised persons are required to always act in our clients' best interests, which means we must, at a minimum take the following steps:

- Meet a professional standard of loyalty and care when making investment recommendations.
- Always put our clients' interests ahead of our own when making recommendations and providing services.
- Disclose all conflicts of interest and how the Firm addresses such conflicts.
- Adopt and follow policies and procedures designed to help ensure that we give advice and provide services that remains in each client's best interest.
- Charge an advisory fee that is reasonable for our services.
- Not provide, or withhold, any information that could render our advice and/or services Misleading.

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

## Methods of Analysis and Strategies

As outlined in Item 4 above, we utilize the AssetMark Platform with our clients. The AssetMark Platform provides access to third-party managers ("Strategists") that offer a variety of investment strategies. MD Wealth works with each of our clients to select one or more Strategists to manage the client's assets. The selection process is based on each client's individual investment objectives, risk tolerance, and restrictions, and we look to match that with the Strategist(s) with the most appropriate investment strategy/strategies. We discuss the selection with each client and ensure they also receive a copy of the Strategist's Form ADV Part 2 and Form CRS (as applicable), which contains detail on the Strategist's investment strategies and processes, among other important information. It is important that each client carefully read these documents prior to engaging a Strategist.

### **Risk of Loss**

All investments bear different types and degrees of risk and investing in securities involves risk of loss that Clients should be prepared to bear. While our firm recommends portfolios that are designed to provide appropriate investment diversification, some investments have significantly greater risks than others. Obtaining higher rates of return on investments entails accepting higher levels of risk. Recommended investment strategies typically seek to balance risks and rewards to achieve investment objectives. Clients need to ask questions about risks they do not understand. Our firm would be pleased to discuss them.

Our firm strives to render its best judgment on behalf of its clients. Still, we cannot assure or guarantee clients that investments will be profitable or assure that no losses will occur in an investment portfolio. Past performance is an important consideration with respect to any investment or investment advisor but is not a reliable predictor of future performance. Our firm continuously strives to provide outstanding long-term investment performance, but many economic and market variables beyond our firm's control can affect the performance of an investment portfolio.

An investment could lose money over short or even long periods. A client should expect his/her account value and returns to fluctuate within a wide range, like the fluctuations of the overall stock and bond markets. The client's account performance could be hurt by:

- **Stock market risk:** The chance that stock prices overall will decline. Stock markets tend to move in cycles, with periods of rising stock prices and periods of falling stock prices.
- **Interest rate risk:** The chance that bond prices overall will decline because of rising interest rates. Interest rate risk will vary for the client, depending on the amount of Client assets invested in bonds.
- **Manager risk:** The chance that the proportions allocated to the various securities will cause the client's account to underperform relevant to benchmarks or other accounts with a similar investment objective.
- Active management fees risk: Active management strategies that involve frequent trading generate higher transaction costs that diminish the fund's return. In addition, the short-term capital gains resulting from frequent trades often have an unfavorable income tax impact

when such funds are held in a taxable account.

- **International Investing Risk:** Investing in the securities of non-U.S. companies involves special risks not typically associated with investing in U.S. companies. Foreign securities tend to be more volatile and less liquid than investments in U.S. securities, and can lose value because of adverse political, social or economic developments overseas or due to changes in the exchange rates between foreign currencies and the U.S. dollar. In addition, foreign investments are subject to settlement practices, and regulatory and financial reporting standards, that differ from those of the U.S.
- **Terrorism Risk:** The chance that stock domestic and international stock prices will decline due to a terrorist event.
- **Political Risk:** The chance that a change in government can affect stock prices of domestic or international stocks.
- **Natural Risks:** The chance that a natural catastrophe (earthquakes, hurricanes, etc.) can affect stock prices of domestic or international stocks.
- **ETF Risks:** The performance of ETFs is subject to market risk, including the possible loss of principal. The price of the ETFs will fluctuate with the price of the underlying securities that make up the funds. In addition, ETFs have a trading risk based on the loss of cost efficiency if the ETFs are traded actively and a liquidity risk if the ETFs have a large bid-ask spread and low trading volume. The price of an ETF fluctuates based upon the market movements and can dissociate from the index being tracked by the ETF or the price of the underlying investments. An ETF purchased or sold at one point in the day can or will have a different price than the same ETF purchased or sold a short time later.
- **Mutual Fund Risks:** The performance of mutual funds is subject to market risk, including the possible loss of principal. The price of the mutual funds will fluctuate with the value of the underlying securities that make up the funds. The price of a mutual fund is typically set daily therefore a mutual fund purchased at one point in the day will typically have the same price as a mutual fund purchased later that same day.

These risks are not all inclusive of the risks that could be applicable to a client's investments since AssetMark Strategists have various strategies that can include additional risks. The risks are outlined in each Strategist's Form ADV Part 2A and should be read by each client to fully understand all material risks.

# **Item 9: Disciplinary Information**

There are no legal or disciplinary events that are material to the evaluation of our advisory business or the integrity of our management.

## Item 10: Other Financial Industry Activities & Affiliations

One Investment Adviser Representative of MD Wealth Partners, Nicholas Willenbring, is a licensed insurance agent as well as the owner of an insurance business. As the owner an insurance business and a licensed insurance agent, he can offer insurance products to our clients and receive customary

fees from insurance sales. This business is independent from our firm's investment advisory services. However, a conflict of interest can arise as these insurance sales creates an incentive to recommend products based on the compensation earned. To mitigate this potential conflict, Mr. Willenbring, as a fiduciary, will act in the client's best interest and only recommend the purchase of an insurance product when deemed appropriate and suitable for a client. In addition, clients are under no obligation to purchase such insurance, nor is a client obligated to purchase insurance through Mr. Willenbring.

Please see Item 4 above for more information about the selection of AssetMark. Outside of our firm's use of AssetMark and the above information, our firm has no other financial industry activities and affiliations to disclose.

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

As a fiduciary, it is an investment adviser's responsibility to provide fair and full disclosure of all material facts and to act solely in the best interest of each of our clients at all times. Our fiduciary duty is the underlying principle for our firm's Code of Ethics, which includes procedures for personal securities transaction and insider trading. Our firm requires all representatives to conduct business with the highest level of ethical standards and to comply with all federal and state securities laws at all times. Upon employment with our firm, and at least annually thereafter, all representatives of our firm will acknowledge receipt, understanding and compliance with our firm's Code of Ethics. Our firm and representatives must conduct business in an honest, ethical, and fair manner and avoid all circumstances that might negatively affect or appear to affect our duty of complete loyalty to all clients. This disclosure is provided to give all clients a summary of our Code of Ethics. If a client or a potential client wishes to review our Code of Ethics in its entirety, a copy will be provided promptly upon request.

Our firm recognizes that the personal investment transactions of our representatives demands the application of a Code of Ethics with high standards and requires that all such transactions be carried out in a way that does not endanger the interest of any client. At the same time, our firm also believes that if investment goals are similar for clients and for our representatives, it is logical, and even desirable, that there be common ownership of some securities.

In order to prevent conflicts of interest, our firm has established procedures for transactions effected by our representatives for their personal accounts<sup>1</sup>. In order to monitor compliance with our personal trading policy, our firm has pre-clearance requirements and a quarterly securities transaction reporting system for all of our representatives.

Neither our firm nor a related person recommends, buys or sells for client accounts, securities in which our firm or a related person has a material financial interest without prior disclosure to the client.

<sup>&</sup>lt;sup>1</sup> For purposes of the policy, our associate's personal account generally includes any account (a) in the name of our associate, his/her spouse, his/her minor children or other dependents residing in the same household, (b) for which our associate is a trustee or executor, or (c) which our associate controls, including our client accounts which our associate controls and/or a member of his/her household has a direct or indirect beneficial interest in.

Related persons of our firm can buy or sell securities and other investments that are also recommended to clients. In order to minimize this conflict of interest, our related persons will place client interests ahead of their own interests and adhere to our firm's Code of Ethics, a copy of which is available upon request.

Likewise, related persons of our firm buy or sell securities for themselves at or about the same time they buy or sell the same securities for client accounts. In order to minimize this conflict of interest, our related persons will place client interests ahead of their own interests and adhere to our firm's Code of Ethics, a copy of which is available upon request. Further, our related persons will refrain from buying or selling the same securities prior to buying or selling for our clients in the same day unless included in a block trade.

## Item 12: Brokerage Practices

## Selecting a Custodian

Client assets must be maintained by a qualified custodian. Our firm seeks to recommend a custodian who will hold client assets and execute transactions on terms that are overall most advantageous when compared to other available providers and their services. The factors considered, among others, are these:

- Timeliness of execution
- Timeliness and accuracy of trade confirmations
- Research services provided
- Ability to provide investment ideas
- Execution facilitation services provided
- Record keeping services provided
- Custody services provided
- Frequency and correction of trading errors
- Ability to access a variety of market venues
- Expertise as it relates to specific securities
- Financial condition
- Business reputation
- Quality of services

With this in consideration, our firm has an arrangement with AssetMark Trust, LLC (hereinafter referred to as the "Custodian"). The Custodian is an independent and unaffiliated, SEC-registered broker-dealer. The Custodian offer services to independent investment advisers, including MD Wealth, which include custody of securities, trade execution, clearance, and settlement of transactions. The Custodian does not charge client accounts separately for custodial services so long as transactions are placed through its affiliated broker-dealers. Client accounts are charged transaction fees, commissions, or other fees on trades that are executed in the client's managed account.

Under this custodian platform, our firm is provided with certain benefits at no cost to us. (Please refer to Item 14 below for further information).

As part of our fiduciary duty to our clients, our firm will endeavor at all times to put the interests of our clients first. Clients should be aware, however, that the receipt of economic benefits by our firm or our related persons creates a conflict of interest and can indirectly influence our firm's choice of the Custodian as a custodial recommendation. Our firm examined this potential conflict of interest when our firm chose to recommend AssetMark as custodian to our clients and determined that the recommendation is in the best interest of our firm's clients and satisfies our fiduciary obligations.

Since we utilize AssetMark Platform with our clients, all trading in clients' accounts is implemented by the AssetMark Strategist(s) that has discretionary management of clients' managed assets. MD Wealth does not place trades for clients' accounts.

### Soft Dollars

Since our firm does not place trades for clients' accounts, we do not receive soft dollars in excess of what is allowed by Section 28(e) of the Securities Exchange Act of 1934.

## Item 13: Review of Accounts

Both Mark D. Wendell and Nicholas Willenbring review clients' accounts on periodic basis but no less than quarterly. The nature of these reviews is to confirm whether client account investments are in line with their investment objectives, appropriately positioned based on market conditions, and investment policies, if applicable. Our firm provides written reports to clients on a quarterly basis. Verbal reports to clients take place on at least an annual basis when our clients are contacted.

Our firm can review client accounts more frequently than described above. Among the factors which can trigger an off-cycle review are major market or economic events, the client's life events, requests by the client, etc.

## Item 14: Client Referrals & Other Compensation

### AssetMark

With respect to the AssetMark Platform, our firm has in the past and can in the future, subject to negotiation with AssetMark, receive certain allowances, reimbursements, or services from AssetMark in connection with our investment advisory services to its clients, as described below and in the Appendix 1 of the AssetMark Platform Disclosure Brochure.

Under AssetMark's Gold/Platinum Premier Consultant Program, our firm is entitled to receive a quarterly business development allowance for reimbursement for qualified marketing/practice management expenses incurred by it. These amounts range from \$5,000 to \$105,000 annually, depending on the amount of Client assets managed within the Platform.

AssetMark can (and has) bear the cost of airfare for our firm to attend AssetMark's annual conference or to conduct due diligence visits to AssetMark's offices. In addition, AssetMark has and can, from

time to time, contribute to the costs incurred by participating firms in connection with conferences or other Client events conducted by such firms and their representatives.

AssetMark can also provide opportunities for our firm to receive fee reductions and/or allowances in amounts ranging from 0.02% to 0.07% of the amount of Client assets invested through the Platform. These arrangements are entered into between AssetMark and a firm such as us on an individually negotiated basis. Our firm can agree to provide AssetMark with introductions to and information concerning its advisory representatives, provide the representatives with information concerning AssetMark's Platform and products, and permit AssetMark to participate in meetings and workshops. In addition to the fee reductions and/or allowances granted to our firm by AssetMark, AssetMark can agree to provide the Advisor or its representatives with organizational consulting, education, training and marketing support. As part of our fiduciary duties to our clients, we endeavor at all times to put the interests of our clients first. Clients should be aware, however, that the receipt of economic benefits by our firm or our related persons in and of itself creates a conflict of interest and can indirectly influence our firm's choice of AssetMark for the client's account.

### **Product Sponsor Funded Events**

Various product wholesalers provide financial assistance to allow us to sponsor client educational seminars, or attend such seminars hosted by the product sponsor. This money is not directly tied to our use of their products, nor it is contingent upon any future business to be directed to their products, nonetheless it creates a conflict of interest that can incentivize us to utilize their products. Our firm always adheres to our fiduciary duty to act in our client's best interest when selecting what products to recommend to clients.

### **Referral Fees**

Our firm does not pay referral fees (non-commission based) to independent solicitors (non-registered representatives) for the referral of their clients to our firm in accordance with relevant state statutes and rules.

## Item 15: Custody

State Securities Bureaus, or their equivalents, generally take the position that any arrangement under which a registered investment adviser is authorized or permitted to withdraw client funds or securities maintained with a custodian upon the adviser's instruction to the custodian is deemed to have custody of client funds and securities. Based on this understanding, it is important to note that AssetMark is deemed to have custody and not our firm since clients of our firm direct AssetMark to calculate and deduct advisory fees from their accounts through the account opening paperwork and not through our firm's client agreement. AssetMark is responsible for calculating fees and deducting fees from client's accounts. Therefore, our firm does not hold either constructive or actual custody of client accounts. As part of this process, the client understands and acknowledges the following:

- a) The client provides authorization permitting us to be paid by these terms;
- b) Since we utilize AssetMark, they send a copy of their statement of fees to the client, which includes a legend urging the client to compare information provided in the statements with those from the qualified custodian; and

- c) The independent custodian sends statements at least quarterly to the client showing the market values for each security included in the Assets and all disbursements in the clients account including the amount of the advisory fees paid;
- d) It is the client's responsibility to verify the calculation of advisory fees deducted from the account.

Clients are encouraged to raise any questions with us about the custody, safety or security of their assets and our custodial recommendations.

## **Item 16: Investment Discretion**

Our firm does not accept discretionary authority to manage securities accounts on behalf of clients. In accordance with CCR Section 260.237.2(f)(1), our firm will obtain client permission prior to implementing and recommendations and effecting securities transactions in client accounts. However, under the AssetMark Platform, clients give the Strategist(s) selected discretion over their managed assets, which gives the Strategist(s) authority to select the securities and effect transactions in a client's account without obtaining prior approval from the client. This is outlined in each Strategist's Form ADV Part 2A, which is provided to our clients and should be read fully.

Financial Planning Services are non-discretionary as well. Clients are not obligated to implement any of our recommendations or implement any recommendations through MD Wealth.

## **Item 17: Voting Client Securities**

Our firm does not accept the proxy authority to vote client securities. Clients will receive proxies or other solicitations directly from their custodian or a transfer agent. In the event that proxies are sent to our firm, our firm will forward them to the appropriate client and ask the party who sent them to mail them directly to the client in the future. Clients can call, write or email us to discuss questions they can or will have about particular proxy votes or other solicitations

## **Item 18: Financial Information**

Our firm is not required to provide financial information in this Brochure because:

- Our firm does not require the prepayment of more than \$500 in fees when services cannot be rendered within 6 months.
- Our firm does not take custody of client funds or securities.
- Our firm does not have a financial condition or commitment that impairs our ability to meet contractual and fiduciary obligations to clients.

Our firm has never been the subject of a bankruptcy proceeding.

# Item 19: Requirements for State-Registered Advisers

## **Executive Officers & Management Persons**

#### Mark Dwayne Wendell Year of Birth: 1954

## Educational Background:

• 1978: Northern State University, South Dakota; Bachelor of Science

## **Business Background:**

•	03/2012 – Present	MD Wealth Partners, Inc.;
		Chief Compliance Officer, President, & Investment Advisor
		Representative
•	08/2009 - 02/2012	PlanMember Securities Corporation;
		Investment Advisor & Registered Representative
•	01/2005 - 08/2009	Wescom Financial Services;
		Investment Advisor & Registered Representative
•	09/2003 - 12/2003	Partnervest Securities, Inc.;
		Investment Advisor & Registered Representative
•	03/2001 - 08/2002	Prudential Securities, Inc.;
		Investment Advisor & Registered Representative
•	05/1995 - 03/2001	Smith Barney; Investment Advisor & Registered Representative

Our firm is not actively engaged in any other business other than giving financial planning and investment advice. Our firm does not charge performance-based fees. Our firm and management persons have not been involved in any arbitration awards, found liable in any civil, self-regulatory organization or administrative proceedings or have any relationships with issuers or securities apart from what is disclosed above.

Our firm does not have compensation arrangements connected with advisory services which are in addition to our advisory fees. Our management persons and representatives do not have a relationship or arrangement with any issuer of securities. As a fiduciary, our firm always put our client's interest above our own. Information regarding participation of interest in client transactions can be found in our Code of Ethics as well as Item 11 of this Brochure. Clients can obtain a copy of our Code of Ethics by contacting Mark Wendell, Chief Compliance Officer, at (805) 230-1908.

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# Mark Dwayne Wendell, RFC RF™



4550 East Thousand Oaks Blvd., Suite 150 Westlake Village, CA 91362 <u>www.mdwealthpartners.com</u>

> Firm Contact: Mark D. Wendell Chief Compliance Officer

This brochure supplement provides information about Mr. Wendell that supplements our brochure. You should have received a copy of that brochure. Please contact Mark Wendell if you did not receive MD Wealth Partners, Inc.'s brochure or if you have any questions about the contents of this supplement. Additional information about Mr. Wendell is available on the SEC's website at www.adviserinfo.sec.gov by searching CRD #2444592.

# Item 2: Educational Background & Business Experience

# Mark Dwayne Wendell

Year of Birth: 1954

## **Educational Background:**

• 1978: Northern State University, South Dakota; Bachelor of Science in Business

## **Business Background:**

•	03/2012 - Present	MD Wealth Partners, Inc.;
		President, Chief Investment Officer, Chief Compliance Officer, &
		Investment Advisor Representative
•	08/2009 - 02/2012	PlanMember Securities Corporation;
		Investment Advisor & Registered Representative
•	01/2005 - 08/2009	Wescom Financial Services;
		Investment Advisor & Registered Representative
•	09/2003 - 12/2003	Partnervest Securities, Inc.;
		Investment Advisor & Registered Representative
•	03/2001 - 08/2002	Prudential Securities, Inc.;
		Investment Advisor & Registered Representative
•	05/1995 - 03/2001	Smith Barney; Investment Advisor & Registered Representative

## Exams, Licenses & Other Professional Designations:

- 07/1996: Series 65 Exam
- 11/2012: Registered Financial Consultant (RFC<sup>®</sup>)
- 12/2012: Registered Fiduciary (RFTMTM)

## **Registered Financial Consultant (RFC®)**

RFC<sup>®</sup> designation is the professional credential for persons in the field of financial planning. This designation is awarded by the International Association of Registered Financial Consultants ('IARFC') and is granted to individuals who have met all of the following requirements: (a) possess an undergraduate or graduate financial planning degree, or has earned one of the following designations: AAMS, AEP, CEP, CFA, CFP, ChFC, CLU, CPA, EA, LUTC, MS, MBA, JD, Ph.D., or completed a CFP equivalent, IARFC-approved college curriculum; (b) if operating on a commission basis, must meet licensing requirements for securities and life and health insurance; if operating strictly as feeonly and not licensed, then must be registered as an investment advisor, and (c) three years full time experience as a financial planning practitioner or educator in the field of financial planning or financial services. The individual must complete approved college curriculum in personal financial planning or an IARFC self-study course (with a final certification examination). The individual is required to take 40 hours of continuing education in the field of personal finance and professional practice management every year, must complete an IARFC approved CE course or curriculum on operational ethics and standards of conduct every two years, and must provide evidence that the member can produce a high-quality personal financial plan. For detailed information, please go to www.iarfc.org/professionals/rfc.

## **Registered Fiduciary (RF™)**

The Registered Fiduciary ( $RF^{M}$ ) certification is awarded to financial professionals who have demonstrated the ability to act as competent financial fiduciaries by satisfying DALBAR'S requirements of having the pertinent educational qualifications and licenses, learned required skills, and having passed an annual background check. An  $RF^{M}$  candidate must pass an exam and complete certain continuing education requirements. As a holder of the  $RF^{M}$  certification this financial professional has agreed to always act in the best interest of clients. For detailed information, please go to www.fiduciaryregistry.com.

## Item 3: Disciplinary Information<sup>1</sup>

There are no legal or disciplinary events material to the evaluation of Mr. Wendell.

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

Mr. Wendell does not have any outside business activities to report.

## **Item 5: Additional Compensation**

Mr. Wendell does not receive any other economic benefit for providing advisory services in addition to advisory fees.

## **Item 6: Supervision**

Mr. Wendell is the sole owner, Managing Partner, President, and Chief Compliance Officer and as such has no internal supervision placed over him. He is, however, bound by our firm's Code of Ethics.

# Item 7: Requirements for State-Registered Advisers

Registered investment advisors are required to disclose if they have been the subject of a bankruptcy petition at any time during the past ten years. Neither the Advisor nor Mr. Wendell have any disclosures to make in connection with this Item.

<sup>&</sup>lt;sup>1</sup> Note: Our firm may, under certain circumstances, rebut the presumption that a disciplinary event is material. If an event is immaterial, we are not required to disclose it. When we review a legal or disciplinary event involving the advisor to determine whether it is appropriate to rebut the presumption of materiality, we consider all of the following factors: (1) the proximity of advisor to the advisory function; (2) the nature of the infraction that led to the disciplinary event; (3) the severity of the disciplinary sanction; and (4) the time elapsed since the date of the disciplinary event. If we conclude that the materiality presumption has been overcome, we prepare and maintain a file memorandum of our determination in our records. We follow SEC rule 204-2(a)(14)(iii) and similar state rules.

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# Nicholas Andrew Willenbring



4550 East Thousand Oaks Blvd., Suite 150 Westlake Village, CA 91362 <u>www.mdwealthpartners.com</u>

> Firm Contact: Mark D. Wendell Chief Compliance Officer

This brochure supplement provides information about Mr. Willenbring that supplements our brochure. You should have received a copy of that brochure. Please contact Mark Wendell if you did not receive MD Wealth Partners, Inc.'s brochure or if you have any questions about the contents of this supplement. Additional information about Mr. Willenbring is available on the SEC's website at www.adviserinfo.sec.gov by searching CRD #5963209.

# Item 2: Educational Background & Business Experience

#### Nicholas Andrew Willenbring Year of Birth: 1975

### **Educational Background:**

• 2002: University of California, Los Angeles; Bachelor of Arts in Psychology

## **Business Background:**

- 02/2019 Present MD Wealth Partners, Inc.;
  - Investment Advisor Representative
- 04/2015 02/2019 Wells Fargo Advisors; Financial Advisor
- 01/2013 04/2015 JP Morgan Securities; Financial Advisor
- 08/2011 12/2012 Merrill Lynch, Pierce, Fenner & Smith Inc.; Financial Advisor

## Exams, Licenses & Other Professional Designations:

- 01/2022: Registered Fiduciary<sup>™</sup> (RF<sup>™</sup>)
- 01/2021: Certified Private Wealth Advisor® (CPWA®)
- 10/2019: Certified College Funding Specialist<sup>™</sup> (CCFS<sup>®</sup>)
- 10/2018: Securities Industry Essentials (SIE)
- 04/2012: Insurance CA
- 10/2011: Series 66
- 09/2011: Series 7 (Inactive)

## **Registered Fiduciary (RF™)**

The Registered Fiduciary (RF<sup>™</sup>) certification is awarded to financial professionals who have demonstrated the ability to act as competent financial fiduciaries by satisfying DALBAR'S requirements of having the pertinent educational qualifications and licenses, learned required skills, and having passed an annual background check. An RF<sup>™</sup> candidate must pass an exam and complete certain continuing education requirements. As a holder of the RF<sup>™</sup> certification this financial professional has agreed to always act in the best interest of clients. For detailed information, please go to <u>www.fiduciaryregistry.com</u>.

### Certified Private Wealth Advisor® (CPWA®)

Certified Private Wealth Advisor® (CPWA®) is issued by the Investments & Wealth Institute and is an advanced education and certification program for financial advisors who work with high-networth clients on the life cycle of wealth: accumulation, preservation, and distribution. The holistic, multidisciplinary CPWA program requires advisors to meet rigorous standards and eligibility requirements, including but not limited to completion of a pre-study educations component, attending five-day program, and passing a certification exam. For detailed information, please go to www.investmentsandwealth.org.

## Certified College Funding Specialist<sup>™</sup> (CCFS<sup>®</sup>)

CCFS® designation is issued by the Association of Certified College Funding Specialists and is granted to individuals who meet all of the following requirements: (a) possess a professional financial certification or designation, professional financial license (securities, insurance, accounting, etc.), or a combination of education and experience deemed satisfactory by the ACCFS and (b) complete 16 self-study courses totaling 16 hours with a test at the end of each course which requires a 70% or better to pass. The individual is required to take 24 hours every 2 years using approved ACCFS courses. For detailed information, please go to www.accfs.com.

# Item 3: Disciplinary Information<sup>1</sup>

There are no legal or disciplinary events material to the evaluation of Mr. Willenbring.

# **Item 4: Other Business Activities**

Mr. Willenbring is a licensed insurance agent as well as the owner of an insurance business. As the owner of an insurance business and a licensed insurance agent, he may offer insurance products and receive customary fees from insurance sales. A conflict of interest may arise as these insurance sales may create an incentive to recommend products based on the compensation earned. To mitigate this potential conflict, Mr. Willenbring, as a fiduciary, will act in the client's best interest.

# Item 5: Additional Compensation

Mr. Willenbring does not receive any other economic benefit for providing advisory services in addition to advisory fees.

# **Item 6: Supervision**

Mark Wendell, Chief Compliance Officer of MD Wealth Partners, Inc., supervises and monitors Mr. Willenbring's activities on a regular basis to ensure compliance with our firm's Code of Ethics. Please contact Mark Wendell if you have any questions about Mr. Willenbring's brochure supplement at 805-230-1908.

<sup>&</sup>lt;sup>1</sup> Note: Our firm may, under certain circumstances, rebut the presumption that a disciplinary event is material. If an event is immaterial, we are not required to disclose it. When we review a legal or disciplinary event involving the advisor to determine whether it is appropriate to rebut the presumption of materiality, we consider all of the following factors: (1) the proximity of advisor to the advisory function; (2) the nature of the infraction that led to the disciplinary event; (3) the severity of the disciplinary sanction; and (4) the time elapsed since the date of the disciplinary event. If we conclude that the materiality presumption has been overcome, we prepare and maintain a file memorandum of our determination in our records. We follow SEC rule 204-2(a)(14)(iii) and similar state rules.

# Item 7: Requirements for State-Registered Advisers

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