



## CLIENT BROCHURE

*This brochure provides information about the qualifications and business practices of MARRS Wealth Management, LLC. If you have any questions about the contents of this brochure, please contact us at (515) 233-0307 or by email at: [info@marrswealthmanagement.com](mailto:info@marrswealthmanagement.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.*

*Additional information about MARRS Wealth Management, LLC is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). MARRS Wealth Management, LLC's CRD number is: 152280*

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

Version Date:  
June 23, 2017

## **Item 2: Summary of Material Changes**

### **Annual Update**

The Summary of Material Changes section of this brochure will be updated annually or when material changes occur since the previous annual amendment of the Firm Brochure.

### **Material Changes since the Last Update**

There have been no material changes since the March 25, 2016 filing on the IARD system.

### **Full Brochure Available**

This Firm Brochure being delivered is the complete brochure for the Firm.

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## **Item 4: Advisory Business**

### **A. Description of the Advisory Firm**

This firm has been in business since January 4<sup>th</sup> 2010 and the owners are Craig Marrs, Nathan Brammer, and Andra Reason.

### **B. Types of Advisory Services**

Marrs Wealth Management, LLC (hereinafter "MWM") offers the following services to advisory clients:

#### ***I. Full Service Client Investment Supervisory Services***

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

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

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

#### ***II. Limited Service Client Investment Supervisory Services***

MWM offers, through Charles Schwab's Intelligent Portfolio Advisor Platform (Schwab), a limited service suite of services to clients. This limited service consists of investing in a portfolio constructed by MWM within the constraints of the Intelligent Portfolio Platform. These constraints do not allow for active managers or alternative strategies as are common in full-service client accounts. Clients will fill out a risk questionnaire which will place them in one of twelve diversified portfolios based on their risk profile. A minimum of \$5,000 must be invested. MWM can approve each investment on a case by case basis.

#### ***III. Selects and Monitors Third Party Managers***

MWM also offers advisory management services to our clients through our Selection and Monitoring of Third-Party Money Managers programs (hereinafter, "Programs").

MWM provides the client with an asset allocation strategy developed through personal discussions in which goals and objectives based on the client's particular circumstances are established.

Based on the client's individual circumstances and needs, MWM will then perform management searches of various unaffiliated registered investment advisers to identify which registered investment adviser's portfolio management style is appropriate for that client. Factors considered in making this determination include account size, risk tolerance, the opinion of each client and the investment philosophy of the selected registered investment adviser. Clients should refer to the selected registered investment adviser's Firm Brochure or other disclosure document for a full description of the services offered. MWM is available to meet with clients on a regular basis, or as determined by the client, to review the account.

MWM monitors the performance of the selected registered investment adviser(s). If MWM determines that a particular selected registered investment adviser(s) is not providing sufficient management services to the client, MWM may suggest that the client contract with a different registered investment adviser and/or program sponsor. Under this scenario, MWM assists the client in selecting a new registered investment adviser and/or program. However, any move to a new registered investment adviser and/or program is solely at the discretion of the client.

This is not an all-inclusive list, as other third party managers may also be used.

### ***Services Limited to Specific Types of Investments***

MWM provides investment advice and money management on cash, mutual funds, equities, bonds, fixed income, debt securities, ETFs, real estate, REITs, Managed Accounts, and government securities. MWM may use other securities as well to help diversify a portfolio when applicable.

### ***Financial Planning***

MWM may provide investment advice and/or financial planning for individuals, non-profits, and businesses to implement an appropriate investment strategy. MWM takes into consideration the client's financial circumstances, risk tolerance and investment objectives typically utilizing a long-term perspective.

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

MWM offers the same suite of services to all of its full service clients with a primary objective of growth and income. In the event that potential clients do not fall into the previously stated risk tolerance and objectives MWM may refer them to another advisor or take them as client on a case by case basis.

In some circumstances, Clients may impose restrictions on investing in certain securities or types of securities in accordance with their values or beliefs.

Limited Service clients will be offered a risk-appropriate allocation within the constraints offered by the Charles Schwab Intelligent Portfolio Platform. The allocations available have been selected by MWM. Limited Service clients will not receive the same suite of services

offered to full service clients, and will be limited to investments offered by Schwab Intelligent Portfolios.

***Termination.***

Either Party may terminate the relationship by giving to the other party thirty days’ written notice; provided that the Client may at any time, upon delivery of written notice to MWM, terminate the discretionary authority of MWM.

**D. Wrap Fee Programs**

MWM does not participate in any wrap fee programs.

**E. Amounts Under Management**

MWM has the following assets under management:

Discretionary Amounts:	Non-discretionary Amounts:	Date Calculated:
\$149,126,230	\$683,770	12/31/2016

**Item 5: Fees and Compensation**

**A. Fee Schedule**

***Tiered Investment Supervisory Services Fees for Full Service Individuals***

Total Assets Under Management	Annual Fee
Up to \$199,999	1.40%
Then from \$200,000 to \$499,999	0.90%
Then from \$500,000 to \$999,999	0.80%
Then from \$1,000,000 to \$2,999,999	0.70%
Then from \$3,000,000 to \$4,999,999	0.60%
Then from \$5,000,000 to \$9,999,999	0.40%
Then from \$10,000,000 and Above	0.25%

MWM does require a minimum fee of \$2,800 for full service client accounts and MWM, in its sole discretion, may negotiate to waive its stated fee minimum.

### ***Tiered Fee Schedule for Endowment/Not for Profit Accounts***

<b>Total Assets Under Management</b>	<b>Annual Fee</b>
Up to \$199,999	1.00%
Then from \$200,000 to \$499,999	0.60%
Then from \$500,000 to \$999,999	0.55%
Then from \$1,000,000 to \$2,999,999	0.50%
Then from \$3,000,000 to \$4,999,999	0.45%
Then from \$5,000,000 to \$9,999,999	0.35%
Then from \$10,000,000 and Above	0.20%

### ***Investment Supervisory Services Fees for Limited Service Individuals***

The greater of 0.50% of Assets Under Management or \$75, annually.

The annualized fees for Investment Supervisory Services for full service individuals and Endowment/Not for Profit accounts are charged on a tiered fee schedule as a percentage of assets under management, calculated on an average daily balance. When you use tiered rates, the portfolio management fee is calculated by applying different rates to different portions of the portfolio. MWM may group certain related client accounts for the purposes of determining the annualized fee.

These fees are negotiable and the final fee schedule is attached as Exhibit II of the Investment Advisory Contract. Fees are paid quarterly in arrears, and clients may terminate their contracts with written notice. Because fees are charged in arrears, no refund is necessary. Clients may terminate their accounts without penalty within 5 business days of signing the advisory contract. Advisory fees are withdrawn directly from the client's accounts with client written authorization.

### ***Hourly Fees for Consulting Services***

MWM offers consulting related services that may include, but are not limited to, portfolio reviews, investment analysis, and/or asset allocation modeling. Fees associated with such services are typically at an hourly rate of up to \$250. MWM may also perform the contracted services for an agreed upon fixed fee or retainer basis, which is based on an estimate of the number of hours required to complete the contracted services.

## **B. Payment of Fees**

### ***Payment of Investment Supervisory Fees***

Advisory fees are withdrawn directly from the client's accounts with client written authorization. Fees are paid quarterly in arrears.

### **C. Clients Are Responsible For Third Party Fees**

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

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

MWM collects its fees in arrears and under no circumstances will MWM require prepayment of a fee more than six months in advance and in excess of \$1,200.

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

Neither MWM nor its supervised persons accept any compensation for the sale of securities or other investment products, including asset-based sales charges or services fees from the sale of mutual funds.

Any MWM created trade errors that result in a net debit to client accounts will be debited against MWM's Error Account and the client made whole.

Depending on the Custodian used, a MWM created trade error that results in a net credit will be donated to a charity of MWM's choice. One Custodian will donate the gain to charity, if it is more than \$100 and if the gain is less than \$100, the Custodian will keep the gain to minimize and offset its administrative time and expense.

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

MWM 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**

### **A. Description**

MWM generally provides investment advice and management supervisory services to the following Types of Clients:

- ❖ Individuals/Families
- ❖ High-Net-Worth Individuals/Families
- ❖ Charitable organizations
- ❖ Endowments
- ❖ Corporate Retirement Plans



## **B. Account Minimums**

MWM does require a minimum fee of \$2,800 for full service client accounts and there is a \$5,000 account minimum for accounts held in the Schwab Intelligent Portfolio Platform. MWM, in its sole discretion, may negotiate to waive its stated fee minimum.

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

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

MWM's method of security analysis is primarily fundamental, although the Adviser may employ a wide range of methods to manage portfolios and evaluate investments. MWM's analysis is based on sources of information from academic research materials, corporate rating services, financial publications, annual reports, prospectuses, and filings with the SEC.

Our investment philosophy is grounded in Modern Portfolio Theory, which refers to the process of reducing systematic risk in a portfolio through diversification across and within asset classes. MWM typically adheres to the factor based style of investing and usually recommends factor based managers utilizing institutional class mutual funds and exchange-traded funds. MWM typically does not recommend individual stocks or bonds in its asset allocation strategies and portfolio recommendations to clients. MWM analyzes mutual funds recommended to clients based on a number of factors including but not limited to the fund's total operating expenses, diversification and higher expected return. MWM seeks to add value by building portfolios that target higher expected returns in a cost-effective manner through a dynamic investment process that integrates research, portfolio design, portfolio management while balancing diversification and costs. MWM believes in diversified asset-class exposure obtained primarily through a diversified mix of mutual funds and/or ETFs that represent desired asset classes. Mutual funds and exchange-traded funds recommended by MWM typically invest in some or all of the following types of securities:

- U.S. Stocks of any market capitalization
- Foreign Stocks, including Emerging Market
- World Government ex U.S. Bonds
- Investment Grade Fixed Income Securities (Domestic and Foreign)
- U.S. Government and Government Agency Securities
- Real Estate Investment Trusts (Domestic and Foreign)
- Commodities
- Natural Resources
- Money market funds

### **Principal Investment Strategies**

Asset allocation models and specific funds recommended to clients typically are set forth in the client Investment Policy Statement. MWM primarily recommends institutional money manager mutual funds for the reason that mutual funds can provide a diversified portfolio that is designed to, and may help limit the impact of large fluctuations in values of individual

stocks and bonds. Mutual funds do not offer protection from market volatility. At times, different funds may be recommended to improve client portfolios. MWM invests for the long-term and does not engage in market timing. MWM generally does not recommend individual stocks or bonds, but certain exceptions may be made in cases where the stocks were obtained before becoming a client or are requested by the client. MWM monitors individual stock exposure in the overall portfolio.

## **B. Material Risks Involved**

MWM seeks to manage investment risk through diversification across asset classes. Investment strategies may include U. S. Stocks, Foreign Stocks, Cash, Investment Grade Fixed Income Securities, U.S. Government and Government Agency Securities, Real Estate Investment Trusts, Commodities, Natural Resources, or other Complementary Strategies. MWM typically does not recommend individual stocks or bonds in its asset allocation strategies and portfolio recommendations to clients. In determining an asset's risk and appropriateness for a client portfolio, MWM has developed a stability rating based on a number of factors.

The client may make additions to and withdrawals from the account at any time, subject to MWM's right to terminate an account. Clients may withdraw account assets on notice to MWM, subject to the usual and customary transaction fees and securities settlement procedures. However, MWM designs its portfolios as long-term investments and asset withdrawals may impair the achievement of a client's investment objectives.

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

Each client should review the mutual fund prospectus for the specific risks related to each fund that is held in the client's account.

MWM does not represent, warranty, or imply that the services or methods of analysis employed by MWM can or will predict future results, successfully identify market tops or bottoms, or insulate clients from losses due to market corrections or declines. Investing in securities involves a risk of loss that clients should be prepared to bear. All investing involves risk, including, but not limited to, the risk of the permanent loss of capital.

## **Item 9: Disciplinary Information**

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

## **Item 10: Other Financial Industry Activities and Affiliations**

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

Neither MWM nor its representatives are registered as a broker/dealer or as representatives of a broker/dealer.

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

Neither MWM nor its representatives are registered as a FCM, CPO, or CTA.

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

Neither MWM nor its representatives have any material relationships to this advisory business that would present a possible conflict of interest.

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

See the description of Charles Schwab Intelligent Portfolio Platform in Item 4.

## **Item 11: Code of Ethics, Participation in Transactions, Personal Trading**

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

MWM has a written Code of Ethics that covers the following areas: Prohibited Purchases and Sales, Insider Trading, Personal Securities Transactions, Exempted Transactions, Prohibited Activities, Conflicts of Interest, Gifts and Entertainment, Confidentiality, Service on a Board of Directors, Compliance Procedures, Compliance with Laws and Regulations, Procedures and Reporting, Certification of Compliance, Reporting Violations, Compliance Officer Duties, Training and Education, Recordkeeping, Annual Review, and Sanctions. Clients may request a copy of our Code of Ethics from management.

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

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

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

From time to time, representatives of MWM may buy or sell securities for themselves that they also recommend to clients. MWM will always document any transactions that could be construed as conflicts of interest and will always transact client business before their own when similar securities are being bought or sold.

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

Individuals associated with MWM may buy or sell - for their personal account(s) - investment products identical to those recommended to Clients. It is MWM's policy that employees shall not have priority in any purchase or sale over Clients' accounts. However, since MWM does not recommend specific securities to Clients, MWM will generally not encounter this situation.

## **Item 12: Brokerage Practices**

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

The Custodians, Schwab Institutional, a division of Charles Schwab & Co., Inc., Mainstar Trust, TD Ameritrade Institutional, a Division of TD Ameritrade, Inc., Member FINRA/SIPC, and TIAA, are suggested based on a combination of their relatively low transaction fees, name recognition, best execution, and suitability to individual client needs. MWM will never charge a premium or commission on transactions, beyond the actual cost imposed by the Custodian. Every attempt will be made to get group discounts on transactions when possible. Clients may pay commissions higher than those obtainable from other brokers in return for these products and services.

Some of the products, services and other benefits provided by MWM's Custodians benefit MWM and may not benefit MWM's client accounts. MWM's recommendation/requirement that a client place assets in a Custodian's custody may be based in part on benefits the Custodian provides to MWM, and not solely on the nature, cost or quality of custody and execution services provided by the Custodian.

MWM places trades for its clients' accounts subject to its duty to seek best execution and its other fiduciary duties. MWM may use broker-dealers other than the Custodians to execute trades for client accounts maintained at the Custodians, but this practice may result in additional costs to clients so that MWM is more likely to place trades through the Custodians rather than other broker-dealers. The Custodians execution quality may be different than other broker-dealers.

#### **1. Best Execution**

Investment advisors who manage or supervise client portfolios on a discretionary basis have a fiduciary obligation of best execution. The determination of what may constitute best execution and price in the execution of a securities transaction by a broker involves a number of considerations and is subjective. Factors affecting brokerage selection

include the overall direct net economic result to the portfolios, the efficiency with which the transaction is effected, the ability to effect the transaction where a large block is involved, the operational facilities of the broker-dealer, the value of an ongoing relationship with such broker and the financial strength and stability of the broker. The firm does not receive any portion of the trading fees.

## **2. *Directed Brokerage***

MWM will not allow clients to direct MWM to use a specific broker-dealer to execute transactions. Clients must use MWM recommended custodian (broker-dealer).

By requiring clients to use our specific custodian, MWM may be unable to achieve most favorable execution of client transaction and this may cost clients money over using a lower-cost custodian.

## **3. *Soft Dollar Arrangements***

MWM participates in each Custodian's institutional customer program and MWM may recommend each Custodian to Clients for custody and brokerage services. There is no direct link between MWM's participation in the program and the investment advice it gives to its clients, although MWM receives economic benefits through its participation in the program that are typically not available to each Custodian's retail investors. These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving adviser participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have advisory fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to MWM by third party vendors. Some of the products and services made available by each Custodian through the program may benefit MWM but may not directly benefit its client accounts. These products or services may assist MWM in managing and administering client accounts, including accounts not maintained at each Custodian.

Other services made available by each Custodian are intended to help MWM manage and further develop its business enterprise. The benefits received by MWM or its personnel through participation in the program do not depend on the amount of brokerage transactions directed to each Custodian. As part of its fiduciary duties to clients, MWM endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by MWM or its related persons in and of itself creates a potential conflict of interest and may indirectly influence MWM's choice of each Custodian for custody and brokerage services. See Item 12 Brokerage Practices and Item 14 for additional information.

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

MWM maintains the ability to block trade purchases across accounts but will rarely do so. While block trading may benefit clients by purchasing larger blocks in groups, MWM does not feel that the clients are at a disadvantage due to the best execution practices of our custodian.

## **Item 13: Reviews of Accounts**

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

Client accounts are reviewed at least quarterly by Craig Marrs, Nate Brammer, and Andra Reason for compliance with each client's investment policy and risk tolerance levels. All accounts at MWM are assigned to a reviewer.

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

Reviews may be triggered by material market, economic or political events, or by changes in client's financial situations (such as death, retirement, divorce, termination of employment, physical move, sickness, or inheritance).

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

MWM provides written reports to investors on a quarterly basis and the custodian provides monthly reports that detail portfolio returns on a quarterly and year-to-date basis. MWM may, at our discretion, use third party vendors to prepare and mail annual and quarterly statements. Investors are provided with comparable benchmarks to make a fair assessment of the value provided. The benchmarks are highly relevant to the risk tolerance of the investor.

## **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)**

As disclosed under Item 12, above, MWM participates in each Custodian's institutional customer program and MWM may recommend each Custodian to Clients for custody and brokerage services.

MWM may receive access to product research, services, technology and other educational information to help it operate efficiently, grow its business and deliver exceptional service

to clients. Custodians or other investment companies may provide some or all of these services. No client is charged for these services and the information received may be used to benefit all clients of MWM.

MWM understands and acknowledges that at all times it owes a fiduciary duty to clients to obtain best execution for their transactions. MWM believes the relationships with these companies help them to execute securities transactions for clients in such a manner that the client's total cost in each transaction is as favorable as possible under prevailing market conditions.

Clients may pay higher account maintenance or trading fees than what is available at other firms.

#### Receipt of Additional Compensation

As disclosed under Item 12 of this Brochure, we participate in TD Ameritrade's institutional customer program and we may recommend TD Ameritrade to Clients for custody and brokerage services. There is no direct link between our firm's participation in the program and the investment advice we give to our Clients, although we receive economic benefits through our participation in the program that are typically not available to TD Ameritrade retail investors. These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate Client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving our firm's participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to Client accounts); the ability to have advisory fees deducted directly from Client accounts; access to an electronic communications network for Client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to us by third party vendors. TD Ameritrade may also have paid for business consulting and professional services received by our firm's related persons. Some of the products and services made available by TD Ameritrade through the program may benefit our firm but may not benefit our Client accounts. These products or services may assist us in managing and administering Client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help us manage and further develop our business enterprise. The benefits received by our firm or our personnel through participation in the program do not depend on the amount of brokerage transactions directed to TD Ameritrade. 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 potential conflict of interest and may indirectly influence our firm's choice of TD Ameritrade for custody and brokerage services.

We also receive from TD Ameritrade certain additional economic benefits ("Additional Services") that may or may not be offered to any other independent investment Advisors participating in the program. Specifically, the Additional Services include Orion.

TD Ameritrade provides the Additional Services to us in its sole discretion and at its own expense, and we do not pay any fees to TD Ameritrade for the Additional Services. We have entered into a separate agreement (“Additional Services Addendum”) with TD Ameritrade to govern the terms of the provision of the Additional Services.

Our receipt of Additional Services raises potential conflicts of interest. In providing Additional Services to us, TD Ameritrade most likely considers the amount and profitability to TD Ameritrade of the assets in, and trades placed for, our Client accounts maintained with TD Ameritrade. TD Ameritrade has the right to terminate the Additional Services Addendum with us, in its sole discretion, provided certain conditions are met. Consequently, in order to continue to obtain the Additional Services from TD Ameritrade, we may have an incentive to recommend to its Clients that the assets under management by us be held in custody with TD Ameritrade and to place transactions for Client accounts with TD Ameritrade. Our receipt of Additional Services does not diminish its duty to act in the best interests of its Clients, including to seek best execution of trades for Client accounts.

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

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

### **Item 15: Custody**

MWM does not take physical custody of client assets at any time. Custody of client’s accounts is held primarily at the custodian. Clients will receive account statements from the custodian and should carefully review those statements. With client permission, Adviser does direct deduct fees from client accounts.

### **Item 16: Investment Discretion**

For those client accounts where MWM provides ongoing supervision, MWM maintains limited power of authority over client accounts with respect to securities to be bought and sold and amount of securities to be bought and sold. Buying and selling of securities is explained to clients in detail before an advisory relationship has commenced.

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

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



## **Item 18: Financial Information**

### **A. Balance Sheet**

MWM does not require nor solicit prepayment of more than \$1,200 in fees per client, six months or more in advance and therefore does not need to include a balance sheet with this brochure.

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

Neither MWM nor its management have any financial conditions that is likely to reasonably impair our ability to meet contractual commitments to clients.

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

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

### **D. Confidentiality**

Protecting client privacy is very important to MWM. MWM views protecting its clients' private information as a top priority. Pursuant to the requirements of the Gramm-Leach-Bliley Act, MWM has instituted policies and procedures to ensure that customer information is kept private and secure. MWM does not disclose any non-public personal information about its clients or former clients to any nonaffiliated third parties, except as permitted by law. In the course of servicing a client account, MWM may share some information with its service providers, such as, but not limited to, transfer agents, custodians, broker/dealers, accountants, and lawyers.

MWM restricts internal access to non-public personal information about its clients to those employees who need to know that information in order to provide products or services to the client. MWM maintains physical and procedural safeguards that comply with federal standards to guard a client's non-public personal information and ensure its integrity and confidentiality. As emphasized above, it has always been and will always be MWM's policy never to sell information about current or former customers or their accounts to anyone. It is also MWM's policy not to share information unless required to process a transaction, at the request of MWM customer, or as required by law.

A copy of MWM's privacy policy notice will be provided to each client prior to, or contemporaneously with, the execution of the advisory agreement. Thereafter, MWM will deliver a copy of the current privacy policy notice to its clients prior to changing its sharing practices.

## **E. Best Practices Fiduciary Advisor Affirmation Program**

MWM has voluntarily subscribed to the “Best Practices for Financial Advisors” published by The Institute for the Fiduciary Standard. The Best Practices offer a simple code of conduct and outline a commitment to clients of subscribing financial advisors. They seek to clearly articulate what a client can expect to receive from a subscribing financial advisor. These Best Practices do not replace our regulatory compliance obligations or duties to clients under relevant laws, rules, or regulations. The Institute for the Fiduciary Standard’s role is limited to publishing the Best Practices as well as maintaining a corresponding register of subscribing financial advisors. You can find a complete list of the Best Practices on our website or at

<http://www.thefiduciaryinstitute.org/wpcontent/uploads/2016/09/BestPracticesSpecificRequirementsSeptember132016.pdf> and verify our subscription status at [www.thefiduciaryinstitute.org](http://www.thefiduciaryinstitute.org).

Form ADV Part 2B – Individual Disclosure Brochure

for

**Craig Timothy Marris**

Investment Adviser Representative

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**CRD #1330321**

June 23, 2017

*This brochure supplement provides information about Craig Timothy Marris that supplements the Marris Wealth Management, LLC brochure. You should have received a copy of that brochure. Please contact Andra Reason, Chief Compliance Officer, if you did not receive Marris Wealth Management, LLC's brochure or if you have any questions about the contents of this supplement.*

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

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

**Name:** Craig Timothy Marrs

**Born:** 1961

### **Education Background and Professional Designations:**

#### **Education:**

BBA Finance, Iowa State University, 1984

He has passed his Series Licenses 6 (02/1985), 7 (12/1985), and 63 (01/1985). He earned the CFP® designation in 1988, the CIMA® designation in 2006, and the AIF® designation in 2011.

#### **Designations:**

##### **CFP® - Certified Financial Planner**

In order to achieve and maintain certification, CFP® professionals must: 1) pass the comprehensive CFP® Certification Examination, 2) pass the CFP Board's Fitness Standards for Candidates and Registrants, 3) agree to abide by CFP Board's Code of Ethics and Professional Responsibility and Rules of Conduct which put clients' interests first, 4) comply with the Financial Planning Practice Standards which spell out what clients should be able to reasonably expect from the financial planning engagement, and 5) complete 30 hours of continuing education (including 2 hours of approved Ethics CE) every two years. - See more at: <http://www.cfp.net/become-a-cfp-professional/cfp-certification-requirements#sthash.qwXJz3yF.dpuf>.

##### **CIMA® - Certified Investment Management Analysts<sup>SM</sup>**

###### **CIMA® MINIMUM QUALIFICATIONS:**

- The CIMA certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application.
- Prerequisites for the CIMA certification are three years of financial services experience and an acceptable regulatory history.
- To obtain the CIMA certification, candidates must pass an online Qualification Examination, successfully complete a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school, and pass an online Certification Examination.
- CIMA designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks.
- CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification. The designation is administered through Investment Management Consultants Association (IMCA).

##### **AIF® - Accredited Investment Fiduciary®**

###### **AIF® MINIMUM QUALIFICATIONS:**

- The AIF designation certifies that the recipient has specialized knowledge of fiduciary standards of care and their application to the investment management process.
- To receive the AIF designation, individuals must complete a training program, successfully pass a comprehensive, closed-book final examination under the supervision of a proctor and agree to abide by the AIF Code of Ethics.
- In order to maintain the AIF designation, the individual must annually renew their affirmation of the AIF Code of Ethics and complete six hours of continuing education credits.
- The certification is administered by the Center for Fiduciary Studies, LLC (a Fiduciary360 (fi360) company).

**Business Background:**

2010 – Present Managing Member, Marrs Wealth Management, LLC

1985 – 2010 Financial Advisor, Ameriprise Financial

2000 – 2006 Registered Representative, IDS Life Insurance Company

1985 – 1986 Registered Representative, IDS Financial Services, Inc.

**Item 3: Disciplinary Information**

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

**Item 4: Other Business Activities**

In addition to his work with this advisory firm, Craig Timothy Marrs is engaged in local property management for less than 1% of his time.

**Item 5: Additional Compensation**

Other than salary, annual bonuses, regular bonuses, Craig Timothy Marrs does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Marrs Wealth Management, LLC.

**Item 6: Supervision**

Andra Reason, Chief Compliance Officer, is responsible for monitoring the activities of MWM's supervised persons. Ms. Reason's telephone number is 515-233-0307. Ms. Reason is a part of the Investment Committee that meets at least quarterly to discuss and review investment strategies and market conditions. The Adviser also has a Compliance Committee that meets at least quarterly. MWM has an Investment Adviser Supervisory Manual and Code of Ethics that are annually reviewed.

Form ADV Part 2B – Individual Disclosure Brochure

*for*

**Nathan Douglas Brammer**

Investment Adviser Representative

Marrs Wealth Management, LLC

313 Fifth Street, Suite 101

Ames, Iowa, 50010

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**CRD #2182703**

June 23, 2017

*This brochure supplement provides information about Nathan Douglas Brammer that supplements the Marrs Wealth Management, LLC brochure. You should have received a copy of that brochure. Please contact Andra Reason, Chief Compliance Officer, if you did not receive Marrs Wealth Management, LLC's brochure or if you have any questions about the contents of this supplement.*

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

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

**Name:** Nathan Douglas Brammer

**Born:** 1965

### **Educational Background and Business Experience:**

#### **Education:**

Master of Business Administration 1991 - Finance/Marketing – Bradley University

Bachelor's Degree 1988 – Psychology/Management - Luther College

He has passed his Series Licenses 24 (08/2000), 6 (11/1991), 7 (02/1994), 63 (01/1992), and 65 (04/2007). He earned the **AIF**® designation in 2015 and the CIMA designation May 2017.

#### **Designations:**

##### **AIF**® - Accredited Investment Fiduciary®

###### MINIMUM QUALIFICATIONS:

- The AIF designation certifies that the recipient has specialized knowledge of fiduciary standards of care and their application to the investment management process.
- To receive the AIF designation, individuals must complete a training program, successfully pass a comprehensive, closed-book final examination under the supervision of a proctor and agree to abide by the AIF Code of Ethics.
- In order to maintain the AIF designation, the individual must annually renew their affirmation of the AIF Code of Ethics and complete six hours of continuing education credits.
- The certification is administered by the Center for Fiduciary Studies, LLC (a Fiduciary360 (fi360) company).

##### **CIMA**® - Certified Investment Management Analysts<sup>SM</sup>

###### CIMA® MINIMUM QUALIFICATIONS:

- The CIMA certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application.
- Prerequisites for the CIMA certification are three years of financial services experience and an acceptable regulatory history.
- To obtain the CIMA certification, candidates must pass an online Qualification Examination, successfully complete a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school, and pass an online Certification Examination.
- CIMA designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks.
- CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification. The designation is administered through Investment Management Consultants Association (IMCA).

#### **Business Background:**

01/2015 – Present Investment Adviser Representative, Marrs Wealth Management, LLC

05/2007 – 01/2015 Investment Adviser Representative, Investment Centers of America, Inc.

08/2003 – 01/2015 Registered Representative, Investment Centers of America, Inc.

## **Item 3: Disciplinary Information**

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

**Item 4: Other Business Activities**

Nathan Douglas Brammer has no other business activities to disclose.

**Item 5: Additional Compensation**

Other than salary, annual bonuses, regular bonuses, Nathan Douglas Brammer does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Marris Wealth Management, LLC.

**Item 6: Supervision**

Andra Reason, Chief Compliance Officer, is responsible for monitoring the activities of MWM's supervised persons. Ms. Reason's telephone number is 515-233-0307. Ms. Reason is a part of the Investment Committee that meets at least quarterly to discuss and review investment strategies and market conditions. The Adviser also has a Compliance Committee that meets at least quarterly. MWM has an Investment Adviser Supervisory Manual and Code of Ethics that are annually reviewed.



Form ADV Part 2B – Individual Disclosure Brochure

for

**Andra Lyn Reason**

Investment Adviser Representative

Marrs Wealth Management, LLC

313 Fifth Street, Suite 101

Ames, Iowa, 50010

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**CRD #6630443**

June 23, 2017

*This brochure supplement provides information about Andra Lyn Reason that supplements the Marrs Wealth Management, LLC brochure. You should have received a copy of that brochure. Please contact Andra Reason, Chief Compliance Officer, if you did not receive Marrs Wealth Management, LLC's brochure or if you have any questions about the contents of this supplement.*

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

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

**Name:** Andra Lyn Reason

**Born:** 1977

### **Education Background and Professional Designations:**

#### **Education:**

BA Accounting, University of Iowa, 1999

She earned the CFP® designation in 2016, the CPA in 1999, and the CSEP in 2011.

#### **Designations:**

##### **CFP® - Certified Financial Planner**

In order to achieve and maintain certification, CFP® professionals must: 1) pass the comprehensive CFP® Certification Examination, 2) pass the CFP Board's Fitness Standards for Candidates and Registrants, 3) agree to abide by CFP Board's Code of Ethics and Professional Responsibility and Rules of Conduct which put clients' interests first, 4) comply with the Financial Planning Practice Standards which spell out what clients should be able to reasonably expect from the financial planning engagement, and 5) complete 30 hours of continuing education (including 2 hours of approved Ethics CE) every two years. - See more at: <http://www.cfp.net/become-a-cfp-professional/cfp-certification-requirements#sthash.qwXJz3yF.dpuf>.

##### **CPA – Certified Public Accountant**

Issued by: State Boards of Accountancy Prerequisites/Experience Required: Candidate must meet the following requirements: Minimum experience levels (most states require at least one year of experience providing services that involve the use of accounting, attest, compilation, management advisory, financial advisory, tax or consulting skills, all of which must be achieved under the supervision of or verification by a CPA); Successful passing of the Uniform CPA Examination Educational Requirements: At minimum, a college education (typically 150 credit hours with at least a baccalaureate degree and a concentration in accounting); Examination Type: Uniform CPA Examination Continuing Education/Experience Requirements: Completion of 40 hours of continuing professional education each year (or 80 hours over a two year period) in order to maintain a CPA license.

##### **CSEP – Certified Specialist in Estate Planning® (CSEP)**

This program consists of a curriculum of core and elective courses specifically designed to enhance and expand your practical knowledge. **Candidates must complete all six core courses, as well as two electives, and pass a related exam for each.** The courses offered in the Certified Specialist in Estate Planning® program vary in level of knowledge from basic to advanced. See more at: <http://www.niepe.org/pg-req.cfm>.

#### **Business Background:**

01/2015 – Present, CFO, Marrs Wealth Management, LLC

12/2011 – 12/2014, Tax Manager, LWBJ, LLP

08/2011 – 12/2014, Tax Manager, Harris & Company, CPAs

## **Item 3: Disciplinary Information**

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

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

Andra Reason does not have any other business activities.

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

Other than salary, annual bonuses, regular bonuses, Andra Lyn Reason does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Marris Wealth Management, LLC.

### **Item 6: Supervision**

Andra Reason, Chief Compliance Officer, is responsible for monitoring the activities of MWM's supervised persons. Ms. Reason's telephone number is 515-233-0307. Ms. Reason is a part of the Investment Committee that meets at least quarterly to discuss and review investment strategies and market conditions. The Adviser also has a Compliance Committee that meets at least quarterly. MWM has an Investment Adviser Supervisory Manual and Code of Ethics that are annually reviewed.