



# **Sontag Advisory, LLC dba Wealthspire Advisors Investment Advisory Services Disclosure Brochure**

**Dated: January 6, 2020**

This brochure provides information about the qualifications and business practices of Sontag Advisory, LLC, which does business under the brand and trade name of Wealthspire Advisors.

If you have any questions about the contents of this brochure, please contact us at (212) 973-1200 or [compliance@wealthspire.com](mailto:compliance@wealthspire.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.

Registration as an investment adviser or any reference to being “registered” does not imply a certain level of skill or training. Additional information about Sontag Advisory, LLC also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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Form ADV Part 2A



## Item 2 Material Changes

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This Disclosure Brochure replaces the brochure dated October 30, 2019. The following changes have been made in this Disclosure Brochures since the firm's October 30, 2019 ADV filing, some of which may be deemed material:

- 1) Updated the firm's Chief Compliance Officer.

We strongly encourage each client to review the entire updated brochure.

You may request a complete copy of our brochure at any time by contacting us at (212) 973-1200 or [compliance@wealthspire.com](mailto:compliance@wealthspire.com). Our brochure is also available on our website at [www.wealthspire.com](http://www.wealthspire.com).

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## Item 4 Advisory Business

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### *Firm Description and Principal Ownership*

Sontag Advisory, LLC is an SEC-registered investment adviser providing wealth management, investment advisory and financial consulting for individuals, businesses, non-profit organizations and foundations. Our role is to listen, inform and advise. We take a well-rounded, relationship-driven approach to helping our clients develop customized solutions that address a full range of financial issues. Our investment strategy is focused on each client's long-term goals and risk tolerance.

The firm was founded in 1995 by Howard Sontag. As of March 28, 2019, the firm had ten advisors and total staff of more than forty individuals. Sontag Advisory, LLC has been wholly owned by NFP Corp. (previously known as National Financial Partners, Corp.) ("NFP") since 2015.

On May 1, 2019, the firm acquired Bronfman E.L. Rothschild, L.P., an SEC-registered investment advisor ("Bronfman Rothschild"), and its affiliated broker-dealer, Bronfman E.L. Rothschild Capital, LLC ("BELR Capital"). Following the acquisition, Bronfman Rothschild and BELR Capital became subsidiaries of Sontag Advisory, LLC.

Beginning in October 2019, Bronfman Rothschild was renamed Wealthspire Advisors, L.P. and, together with Sontag Advisory, LLC, the two firms began doing business under the common brand and trade name of Wealthspire Advisors. The two firms, which are separate registered investment advisers and subsidiary companies of NFP Corp., intend to maintain separate client brochures until such time as the operations of the firms are sufficiently integrated to merit a combined client brochure. Sontag Advisory, LLC is hereinafter referred to in this Disclosure Brochure as Wealthspire Advisors.

NFP also owns other registered investment advisers, broker-dealers, insurance agencies and other product and service providers. Wealthspire Advisors is under no obligation to sell any products or recommend any services to our clients as a result of NFP's acquisition, and the way in which we approach client service and advice continues to be defined by Wealthspire Advisors.

Howard Sontag is the firm's Chairman; Mike LaMena is the firm's Chief Executive Officer; Eric Sontag is the firm's President and Chief Operating Officer; Hoyt Stastney is the firm's General Counsel; and Michael Del Priore is the firm's Chief Compliance Officer.

### *Assets Under Management*

As of December 31, 2018, Wealthspire Advisors has the following regulatory assets under management:

	Accounts	Assets
Discretionary	5813	\$4,994,191.084
Non-discretionary	0	0
<b>Total</b>	<b>5813</b>	<b>\$4,994,191,084</b>

## **Services Offered to Individual Clients**

Wealthspire Advisors offers a suite of wealth management services, which may include one or more of the following, depending on each client's specific engagement:

### **Investment Advisory**

- Evaluation of current portfolio
- Assessment of investment objectives and financial goals
- Asset allocation planning
- Separate Account Manager research and selection
- Investment program implementation and rebalancing
- Portfolio monitoring and risk management
- Performance measurement

### **Financial Planning and Consulting**

- Portfolio monitoring and advice regarding assets not managed by Wealthspire Advisors
- Insurance planning
- Estate and wealth transfer planning
- Retirement planning
- Education planning
- Philanthropic and charitable gift planning

### **Comprehensive Reporting**

- Unique reporting service complementing standard statements provided by the account custodian
- Customized periodic statements aggregating all invested (and sometimes fixed or illiquid) assets - even those not managed by Wealthspire Advisors
- Portfolio performance, asset class returns, annual income and investment flows are consolidated on one easy-to-understand page

### **Tax Reporting**

- Tax reporting service to assist our clients' tax professionals
- Firm provides annual "tax packages" to clients and/or their accountants
- Tax packages include reports and summaries detailing: cost basis, fees, gain/loss, interest, dividends, distributions and charitable contributions, among other information

### ***Asset Allocation and Account Customization***

Wealthspire Advisors tailors its services to the individual investment needs of its clients by determining each client's specific goals, objectives, risk tolerance, time horizon, investment restrictions and other considerations that might impact the client's investment needs. Based on this determination of a client's investment profile, Wealthspire Advisors generally implements an investment program grounded on one of its various portfolio guidelines (described below in Item 8 under Key Portfolio Guidelines/Investment Strategies). As agreed with each client individually, this program may take into account the allocation of the client's assets not placed under Wealthspire Advisors' management (e.g. cash holdings, 401k balances, assets placed with other investment advisors/managers, limited partnerships, business interests, individual securities holdings, employee stock options, real estate, etc.). Generally, Wealthspire



Advisors' intention is to manage investments to provide the client with an overall asset allocation (including assets outside Wealthspire Advisors' investment purview, if agreed) matching as closely as possible the client's investment profile. The firm may make accommodation for a client's reasonable investment restrictions, where practicable.

Wealthspire Advisors has a fiduciary duty to provide services consistent with the client's best interest. As part of its investment advisory services, Wealthspire Advisors will review client portfolios on an ongoing basis to determine if any changes are necessary based upon various factors, including, but not limited to, investment performance, mutual fund manager tenure, style drift, and/or a change in the client's investment objective. Based upon these factors, there may be extended periods of time when Wealthspire Advisors determines that changes to a client's portfolio are neither necessary nor prudent. Of course, as indicated below, there can be no assurance that investment decisions made by Wealthspire Advisors will be profitable or equal any specific performance level(s).

#### *Investment Selection - Separate Account Managers*

Wealthspire Advisors may recommend the allocation of a portion of a client's investment assets among one or more unaffiliated independent investment managers ("Separate Account Manager") in accordance with the client's designated investment objectives. In such situations, the Separate Account Manager shall have day-to-day responsibility for the active discretionary management of the allocated assets. Wealthspire Advisors shall continue to render Investment Advisory services to the client relative to the ongoing monitoring and review of account performance, asset allocation and client investment objectives. Factors which Wealthspire Advisors shall consider in recommending Separate Account Managers include the client's designated investment objectives, management style, performance, reputation, financial strength, reporting, pricing, and research. Wealthspire Advisors maintains a disciplined research and due diligence process to identify Separate Account Managers suitable for client investment and also maintains ongoing annual due diligence and review over the recommended firms. Before a client establishes an account with a Separate Account Manager, the client shall also receive the Separate Account Manager's written disclosure statement specifying its fees and services.

Wealthspire Advisors maintains sub-advisory arrangements with the Separate Account Managers it recommends for client portfolios. This means that Wealthspire Advisors has discretionary authority to hire and/or fire the Separate Account Manager on behalf of Client and also results in some operational efficiencies regarding the opening and closing of accounts as well as communicating transaction details. Where a Separate Account Manager acts as in a sub-advisor capacity to Wealthspire Advisors, the Separate Account Manager charges its own advisory fee which is deducted from Client's account at the customary billing intervals, but does not separately pay a referral fee to Wealthspire Advisors. Rather, the amounts placed with the Separate Account Manager are grouped together with the client's other assets managed directly by Wealthspire Advisors and are billed in accordance with the client's fee schedule.

#### *Unaffiliated Private Investment Funds*

In certain cases, Wealthspire Advisors may recommend investment in certain unaffiliated private investment funds. Wealthspire Advisors' role relative to the private investment funds shall be limited to its initial and ongoing due diligence and investment monitoring services. If a client determines to become a private fund investor, the amount of assets invested in the fund(s) shall be included as part of "assets under management" for purposes of Wealthspire Advisors calculating its investment advisory fee. Wealthspire Advisors' clients are under absolutely no obligation to consider or make an investment in a private investment fund(s).

All clients that determine to become investors in a fund, will generally receive an Offering Memorandum prepared by the fund sponsor (discussing the fund's investment objectives, risk factors, conflicts, etc.) and shall generally be required to enter into a Subscription Agreement acknowledging the terms and conditions of the fund and/or venture and the corresponding risk factors, including loss of principal and liquidity constraints. Wealthspire Advisors will only recommend private funds to those clients for whom it reasonably believes such an investment to be suitable, given the client's total portfolio, risk parameters and liquidity needs. Wealthspire Advisors shall not exercise any discretion as to whether or not a client shall invest in any private fund. Rather, the ultimate investment decision shall remain with the client.

**Private Investment Fund Suitability Determination**

Private investment funds generally involve various risk factors, including, but not limited to, potential for complete loss of principal, liquidity constraints and lack of transparency, a complete discussion of which is set forth in each fund's offering documents, which will be provided to each client for review and consideration. Unlike liquid investments that a client may maintain, private investment funds do not provide daily liquidity or pricing. Each prospective client investor will be required to complete a Subscription Agreement, pursuant to which the client shall establish that he/she is qualified for investment in the fund, and acknowledges and accepts the various risk factors that are associated with such an investment.

Because of the above factors associated with a private fund investment, the Firm must make a determination as to whether a specific private fund is appropriate for the client. In so doing, the Firm shall consider the following factors:

- The type of offering-including risks, time horizon, and liquidity issues;
- The client's investment objective(s)-realizing that for certain clients, a private fund of any kind may not be suitable;
- The client's current portfolio allocation;
- The client's available cash to commit to the private fund;
- The private fund's investment minimum per investor; and
- The client's current allocation to private investment funds.

Prior to the client investing in any private fund, the client shall receive both the Confidential Private Offering Memorandum and corresponding Subscription Agreement, which must be executed by the client and submitted to the fund sponsor for review/acceptance.

**Please Also Note: Valuation.** In the event that Wealthspire Advisors references private investment funds owned by the client on any supplemental account reports prepared by Wealthspire Advisors, the value(s) for all private investment funds owned by the client shall reflect the most recent valuation provided by the fund sponsor. However, if subsequent to purchase, the fund has not provided an updated valuation, the valuation shall reflect the initial purchase price. If subsequent to purchase, the fund provides an updated valuation, then the statement will reflect that updated value. The most recently available value will continue to be reflected on this report until the fund provides a further updated value. **Please Also Note:** As result of the valuation process, if the valuation reflects initial purchase price or an updated value subsequent to purchase price, the current value(s) of an investor's fund holding could be significantly



more or less than the value reflected on the report. The client's advisory fee shall be based upon the value reflected on the report.

#### *Financial Planning and Consulting Services*

Generally, Wealthspire Advisors provides financial planning services. The firm also provides consulting services (including investment and non-investment related matters such as estate planning, insurance planning, asset allocation of client assets not managed by Wealthspire Advisors, evaluation of private investment funds, *etc.*). Depending on individual circumstances and solely at Wealthspire Advisors' discretion, these services may be included in the client's investment advisory fee or may be billed on a separate fixed-fee basis. **Please Note:** Our services are not intended to replace any tax, legal or accounting advice from a tax/legal/accounting professional.

As an accommodation when asked, Wealthspire Advisors may recommend the services of qualified professionals for certain non-investment implementation purposes (*e.g.* attorneys, accountants, insurance agents, *etc.*). Clients are encouraged to make their own decisions and are under no obligation to engage the services of any such recommended professional. The client retains absolute discretion and is free to accept or reject any recommendation from Wealthspire Advisors. **Please Note:** If the client engages any such recommended professional, and a dispute arises thereafter relative to such engagement, the client agrees to seek recourse exclusively from and against the engaged professional. **Please Also Note:** It remains the client's responsibility to promptly notify Wealthspire Advisors of any change in his/her/its financial situation or investment objectives for the purpose of reviewing/evaluating/revising Wealthspire Advisors' previous recommendations and/or services.

#### *Wealthspire Advisors Core Program*

The Wealthspire Advisors Core Program is a lower-fee investment advisory service pairing the efficiencies of an online-only investment platform with certain aspects of Wealthspire Advisors' full-service advisory offering. The Wealthspire Advisors Core Program, hosted by Schwab Institutional Intelligent Portfolios ("SIIP"), offers a number of model portfolios maintained by Wealthspire Advisors' investment team and segmented by a variety of investor profiles based on risk tolerance, investing style and other relevant factors. While Wealthspire Advisors' investment team designs the model portfolios and may change some of the investments offered within those model portfolios from time to time as conditions may warrant, Wealthspire Advisors has no discretionary authority over these assets. Certain of Wealthspire Advisors' traditional wealth management services may be unavailable through the Wealthspire Advisors Core Program.

#### *Trustee Services*

Certain of Wealthspire Advisors' principals may, upon client request, serve as trustee for various types of trusts set up by clients. The firm's principals offer these services at their sole discretion on a limited, case-by-case basis.

The firm's trustee services include the execution of trust duties, as well as the administrative functions necessary to support the fiduciary responsibilities of the trustee. This service is separate and apart from the investment advisory services and is subject to a separate fee. Trustee services include (as applicable):

- Maintaining calendar for trust distributions and payments, including: mandatory distributions of income and/or principal to beneficiaries, tax payments, tax estimates, trustee and administrative fee payments

- Ensuring timely distribution of assets or monies required under the terms of the trust
- Communication with beneficiaries to ensure a smooth administrative process
- Making tax payments and estimated payments as required
- Distributing K-1s to beneficiaries
- Coordinating with other trusted advisors to create comprehensive tax and financial planning
- Maintaining debt schedules for promissory notes as required
- Monitoring the Trust's investment portfolio to ensure proper implementation given the time horizon and risk profile of the trust
- Reviewing tax returns prepared by trust's accountant

### *Trust Reporting Services*

Through its relationship with its custodians, Wealthspire Advisors is able to provide trust reporting services to the trusts where it serves as trustee or those trusts it manages for trustees not affiliated with the firm. Trust reporting services are an important tool to eliminate manual processes for trust accounting, and include:

- Detailed trust accounting, including automated separation of principal and income
- Calculation of distributions to beneficiaries and third parties
- Recordkeeping of illiquid assets owned by the trust

### *Client Retirement Plan Assets*

Wealthspire Advisors also provides investment advisory services relative to the client's 401(k) plan assets upon request. In such event, Wealthspire Advisors shall allocate (or recommend that the client allocate) the retirement account assets among the investment options available on the 401(k) platform. **Please Note:** Wealthspire Advisors' services shall be limited to the allocation of the client's assets among the investment alternatives available through the plan. Wealthspire Advisors will not receive any communications from the plan sponsor or custodian, and it shall remain the client's exclusive obligation to notify Wealthspire Advisors of any changes in investment alternatives, restrictions or other relevant or material information pertaining to the retirement account.

### *IRA Rollovers*

In appropriate circumstances, Wealthspire Advisors may recommend that a client roll over an account held in a former employer's retirement plan to Individual Retirement Account ("IRA") for Wealthspire Advisors to manage. If the client elects an IRA rollover subject to Wealthspire Advisors' management, the account will be subject to Wealthspire Advisors' advisory fee per the client's Investment Advisory Agreement.

**Conflict of Interest:** A financial advisor's recommendation to roll over retirement plan assets into an IRA may present a conflict of interest because such a recommendation may create an incentive to recommend the rollover for the purpose of generating additional compensation rather than solely based on the client's needs. When Wealthspire Advisors recommends a rollover IRA, the client is never under any obligation, contractually or otherwise, to complete a rollover to have the rollover IRA assets managed by Wealthspire Advisors.

Many employers permit former employees to keep their retirement assets in the company plan. Also, some retirement plans may permit current employees to move assets out of the company plan before

retiring or leaving the company. In determining whether to complete an IRA rollover, and to the extent the following options are available, Wealthspire Advisors clients should consider their costs and benefits.

An employee will typically have four options:

- Leave the assets in the employer/former employer's plan;
- Transfer the funds to a new employer's retirement plan;
- Cash out and take a taxable distribution from the plan;
- Roll the funds into an IRA rollover account.

Each of these options has advantages and disadvantages and Wealthspire Advisors recommends that a client communicate with their CPA/tax attorney to consider them before making a change. Each client should consider the following relevant issues together with their Wealthspire Advisors advisor, as well as their tax and/or legal professional, before initiating a Rollover IRA:

- Determine whether the investment options in the employer's retirement plan address client's needs or whether other types of investments are needed.
  - Employer retirement plans generally have a more limited investment menu than IRAs.
  - Employer retirement plans may have unique investment options not available to the public such as employer securities, or previously closed funds.
- The employer plan may have lower fees than Wealthspire Advisors' fees.
  - If interested in investing only in mutual funds, client should understand the cost structure of the share classes available in employer's retirement plan compared to those available in an IRA.
  - Client should understand the various products and services that may be available through a Rollover IRA and the potential costs of those products and services.
- Wealthspire Advisors' recommended strategy may entail higher risk than the option(s) provided in client's plan.
- Client's current plan may also offer financial advice.
- Keeping assets titled in a 401k or retirement account may potentially delay a required minimum distribution beyond age 70 ½.
- For clients concerned about protecting assets from creditors, an existing 401k plan may offer more liability protection than a rollover IRA. Such legal protection varies by state.
  - Generally, federal law protects assets in qualified plans from creditors. Since 2005, IRA assets have been generally protected from creditors in bankruptcies. However, there may be some exceptions to these general rules so an attorney should be consulted if concerned about protecting retirement plan assets from creditors.
- Loans may be available from the employer plan (although generally not to ex-employees); no loan available from an IRA.
- IRA assets can be accessed any time; however, distributions are subject to ordinary income tax and may also be subject to a 10% early distribution penalty unless qualifying for an exception such as disability, higher education expenses or the purchase of a home.
- If you own company stock in your 401k plan, you may be able to liquidate those shares at a lower capital gains tax rate.
- Client's existing retirement plan may allow Wealthspire Advisors to be hired as the investment manager and to keep the assets titled in the plan name.



It is important that clients understand the differences between these types of accounts and to evaluate whether a rollover is best under the circumstances.

### *Insurance*

While Wealthspire Advisors routinely provides insurance planning as part of a client's financial plan, Wealthspire Advisors does not sell insurance. None of Wealthspire Advisors' representatives are licensed insurance agents. Wealthspire Advisors may provide Client with recommendations of licensed insurance agents (some of whom may be affiliated with parent company NFP) for the purchase of various types of insurance. Wealthspire Advisors does not accept or receive referral compensation from any of the firms to whom it refers clients.

### *Wrap Fee Program*

Wealthspire Advisors does not offer a wrap fee program. A "wrap fee program" is a program under which Investment Advisory and brokerage execution services are provided for an annualized "wrapped" fee that is not based on the number of transactions in a client's account. From time to time, Wealthspire Advisors may recommend investment with a Separate Account Manager which has its own wrap fee program.

### *Management of Collective Investment Vehicle*

Wealthspire Advisors is affiliated with Sontag Special Opportunities Fund LP (the "*Fund*"), a private investment fund whose objective was to provide investors with an above long-term rate of return with less volatility than is typical for direct investments in equity markets by investing in a diverse portfolio of alternative investment strategies and vehicles. The *Fund* has been closed to new investors since 2008 and Wealthspire Advisors has not received any compensation from the fund since 2008. In January 2009, the *Fund* commenced an orderly liquidation process, which liquidation has been substantially completed but remains ongoing. Upon liquidation of its few remaining investments, the *Fund* will terminate.

### *No Legal Services*

Certain of Wealthspire Advisors' employees may be licensed to practice law. However, no such persons provide legal services to any of Wealthspire Advisors' clients, and no corresponding attorney-client relationship is established. This foregoing is provided for purposes of full disclosure and to emphasize that the fact that certain of Wealthspire Advisors' employees may be licensed to practice law is not material to Wealthspire Advisors' investment advisory business or services.

## **Services Offered to ERISA Plans**

Wealthspire Advisors provides advisory services to retirement plans subject to the Employee Retirement Income Security Act of 1974, as amended ("ERISA"), including participant-directed defined contribution plans, such as 401(k) plans, defined contribution plans that are not participant-directed and defined benefit plans ("ERISA Plan Clients"). Each ERISA Plan Client is required to enter into an investment advisory or investment management agreement with Wealthspire Advisors describing the services that Wealthspire Advisors will perform for the ERISA plan and its participants (the "ERISA Plan Services Agreement"). Wealthspire Advisors provides both ERISA fiduciary services and non-fiduciary services to ERISA Plan Clients.

**Please Note:** As of March 2019, Wealthspire Advisors intends to introduce future ERISA plan clients to NFP Retirement, Inc. ("NFP-R"), an affiliated company specializing in working with plan sponsors.



Wealthspire Advisors believes that, in most cases, NFP-R will be better equipped to service our current and future 401k plan sponsor clients.

**Conflict of Interest:** NFP-R and Wealthspire Advisors are affiliated firms, as both are owned by NFP Corp. Therefore, Wealthspire Advisors has a potential conflict of interest where it recommends the services of an affiliated firm. Wealthspire Advisors has addressed this potential conflict of interest as outlined more fully below in “Item 14--Client Referrals and Other Compensation.”

*Fiduciary Services for ERISA Plan Clients*

Wealthspire Advisors provides fiduciary services either as a discretionary investment manager or a non-discretionary investment adviser.

*Discretionary Investment Management Services*

Wealthspire Advisors provides investment management services to ERISA Plan Clients on a discretionary basis as an investment manager under ERISA Section 3(38) and in that capacity, Wealthspire Advisors’ investment decisions are made in its sole discretion without the ERISA Plan Client’s prior approval. Each ERISA Plan Client who engages Wealthspire Advisors to perform investment management services is required to enter into an investment management agreement. Wealthspire Advisors’ investment management services include developing and implementing an investment policy statement, selecting a broad range of investment options consistent with ERISA Section 404(c), making decisions about the selection, retention, removal and addition of investment options and if the ERISA Client has determined that the Plan should have a qualified default investment alternative (a “QDIA”) for participants who fail to make an investment election, selecting the investment that will serve as a QDIA.

*Non-Discretionary Investment Advisory Service*

Wealthspire Advisors also provides investment advisory services on a nondiscretionary basis and in that capacity, the ERISA Plan Client retains, and exercises, final decision-making authority and responsibility for the implementation (or rejection) of Wealthspire Advisors’ recommendations or advice. Each ERISA Plan Client who engages Wealthspire Advisors to perform nondiscretionary investment advisory services is required to enter into an investment advisory agreement. Wealthspire Advisors’ nondiscretionary investment advisory services include assisting the ERISA Plan Client in developing and implementing an investment policy statement and assisting the ERISA Plan Client in making decisions about the selection, retention, removal and addition of investments.

*Non-Fiduciary Services for ERISA Plan Clients*

Wealthspire Advisors’ non-fiduciary services provided to ERISA Plan Clients include assisting in group enrollment meetings, educating plan participants about general investment principles and the investment alternatives under the plan and educating the ERISA Plan Client as to its fiduciary responsibilities. Wealthspire Advisors’ non-fiduciary services also include assisting the ERISA Plan Client in monitoring, selecting and supervising service vendors and performing benchmarking studies and fee analysis.

For a more detailed description of Wealthspire Advisors’ fiduciary and non-fiduciary services, the ERISA Plan Client should refer to the ERISA Plan Services Agreement.

**ERISA / IRC Fiduciary Acknowledgment.** If the client is: (i) a retirement plan (“Plan”) organized under ERISA; (ii) a participant or beneficiary of a Plan subject to Title I of ERISA or described in section



4975(e)(1)(A) of the Internal Revenue Code, with authority to direct the investment of assets in his or her Plan account or to take a distribution; (iii) the beneficial owner of an IRA acting on behalf of the IRA; or (iv) a Retail Fiduciary with respect to a plan subject to Title I of ERISA or described in section 4975(e)(1)(A) of the Internal Revenue Code: then Wealthspire Advisors represents that it and its representatives are fiduciaries under ERISA or the Internal Revenue Code, or both, with respect to any investment advice provided by the Registrant or its representatives or with respect to any investment recommendations regarding an ERISA Plan or participant or beneficiary account.

## Item 5 Fees and Compensation

### Investment Advisory Services for Individuals

Wealthspire Advisors provides discretionary investment advisory services on a fee basis. The advisory fee is either an asset-based or a fixed annual fee, depending on circumstances.

The proposed fee rate and method of billing is negotiable, subject to many factors. The size, complexity and scope of the engagement are among the factors considered. Generally, new clients are charged the firm's tiered fee schedule (see below), whereby the fee reduces as certain asset thresholds are reached. As circumstances may warrant, Wealthspire Advisors may, charge an asset-based fixed rate or fixed dollar investment management fee (see below). **Please Note:** For accounts with a portfolio value of less than \$500,000 the effective fee may be more than 1.20%.

The annual fee is prorated and charged quarterly, in advance, based upon the market value of the assets being managed by Wealthspire Advisors on the last day of the previous quarter. The firm's various fee arrangements may be amended from time to time upon thirty (30) days written notice to Client.

#### *Tiered "Waterfall" Fee Schedule*

FEE SCHEDULE FOR MANAGED ACCOUNTS			
PORTFOLIO VALUE		FEE AT THIS TIER	TOTAL FEE AT TIER MAXIMUM
For the first	500,000	1.20%	1.20%
500,000	1,000,000	0.90%	1.05%
1,000,000	2,000,000	0.85%	0.95%
2,000,000	5,000,000	0.80%	0.86%
5,000,000	10,000,000	0.45%	0.66%
10,000,000	25,000,000	0.40%	0.50%
25,000,000	and above	0.30%	< 0.50%

### *Flat Rate or Fixed Dollar Amount Fee*

In some circumstances, and in Wealthspire Advisors' sole discretion, Wealthspire Advisors may enter into a flat percentage rate investment advisory arrangement with new clients that generally will not exceed 1.20% annually of the assets under management. Alternatively, in limited circumstances and also in Wealthspire Advisors' sole discretion, the firm may agree upon an engagement for a fixed annual dollar fee for investment advisory services. The fee is determined on a variety of factors and is generally subject to a minimum of \$5,000.00, depending upon the level and scope of the services required and the professional rendering the services.

### *Client Retirement Plan Assets*

In connection with advisory services provided to a client relative to their 401(k) or other retirement plan assets, Wealthspire Advisors may charge the client an advisory fee, based upon a number of factors as described above. The fee generally will be charged in a manner consistent with the client's prevailing fee structure (e.g. flat fee, flat percentage rate or tiered "Waterfall" schedule) but may be modified upon mutual discussion and agreement with the Client.

### *Wealthspire Advisors Core Program*

Wealthspire Advisors charges a flat fee of 0.50% (50 basis points) for Wealthspire Advisors Core Program services. For existing clients exceeding a certain asset threshold, Wealthspire Advisors may agree to modify the fee. To the extent Wealthspire Advisors clients request services outside the scope of the Wealthspire Advisors Core Program, Wealthspire Advisors will charge an additional fee to be determined at that time.

### *Fee Differentials*

As indicated above, Wealthspire Advisors prices its services based upon various objective and subjective factors. As a result, Wealthspire Advisors' clients may pay diverse fees based upon the market value of their assets, the complexity of the engagement, and the level and scope of the overall financial planning, reporting and/or consulting services rendered, among many other factors.

### *Separate Account Manager Fee Schedules*

As described in Item 4, Wealthspire Advisors maintains a sub-advisory relationship with each of the firms it currently recommends for new investment. Before investing with any Separate Account Manager, clients are provided with the Separate Account Manager's Disclosure Brochure and fee schedule. Annual fees charged by Separate Account Managers vary, but generally range from 0.15% to 0.85% of the amount under management; these fees are in addition to Wealthspire Advisors' advisory fee.

### *Fee Calculation and Invoicing*

Wealthspire Advisors calculates its fee on a quarterly basis in advance of the quarter. Where the fee is a percentage of the assets managed by the firm, Wealthspire Advisors will calculate the fee based upon the market value of the assets (as reported by the account custodian) in the client's applicable account(s) on the last business day of the previous quarter. Unless special arrangements are agreed upon with the client, Wealthspire Advisors' fee is debited directly from the client's account.

Upon inception of an account, the fee for the initial quarter of investment management services shall be calculated on a pro-rata basis, commencing on the day the assets are initially designated to Wealthspire



Advisors for management. The fee will be assessed together with the first full quarterly fee at the beginning of the next quarterly billing cycle.

The Investment Advisory Agreement between Wealthspire Advisors and the client will continue in effect until terminated by either party by written notice in accordance with its terms. Upon termination, Wealthspire Advisors shall refund, within a reasonable amount of time, the pro-rata portion of the advanced Wealthspire Advisors fee paid based upon the number of days remaining in the billing quarter.

#### *Brokerage/Custodians for Client Accounts*

Unless a client's circumstances require (e.g. existing trust assets), Wealthspire Advisors recommend that either Charles Schwab and Co., Inc. ("Schwab"), Fidelity Investments ("Fidelity") and/or Pershing Advisor Services ("Pershing") serve as the broker-dealer/custodian for client investment management assets. Broker-dealers such as Schwab, Fidelity and Pershing charge brokerage commissions and/or transaction fees for effecting certain securities transactions (e.g. transaction fees are charged for certain no-load mutual funds, commissions are charged for individual equity and fixed income securities transactions). Wealthspire Advisors has negotiated for clients reasonable transaction fees with these entities, which also provide Wealthspire Advisors clients with access to a wide array of non-transaction fee mutual funds.

Wealthspire Advisors' fees are exclusive of, and in addition to, charges imposed by the custodians/broker-dealers, separate account managers and the internal expenses of mutual funds and/or exchange-traded funds (ETFs). In addition, on some occasions, certain transactions may be subject to transfer taxes, wire transfer and electronic fund fees and other fees or taxes imposed on brokerage accounts or securities transactions. Wealthspire Advisors does not determine or receive any portion of any such fees to which client accounts may be subject.

#### **Financial Planning and Consulting Services**

Wealthspire Advisors' planning and consulting fees are generally subject to a fee to be determined in each applicable circumstance. On a case-by-case basis and at Wealthspire Advisors' sole discretion, financial planning and other consulting services may be included in the investment advisory fee. This determination generally depends upon a number of factors, including (but not limited to) the size, complexity and scope of the engagement.

Although Wealthspire Advisors primarily provides financial planning and/or consulting services to Investment Advisory clients, it does, as circumstances warrant, provide such services (including investment and non-investment related matters, including estate planning, insurance planning, etc.) on a stand-alone separate fixed-fee basis. Wealthspire Advisors' planning and consulting fees are variable, but generally are subject to a minimum fee of \$5,000.00, depending upon the level and scope of the services required and the professional rendering the service(s).

#### **Trustee Services**

As described in Item 4 above, certain of Wealthspire Advisors' principals may, upon client request, serve as trustee for various types of trusts set up by clients. The fee for trustee services is variable depending



on the type of trust, the terms of the trust document, the scope of the trustee's duties and applicable state law.

Wealthspire Advisors' fee for having one of its advisors serve as trustee generally will not exceed 0.60% annually of the trust assets under management. For trusts subject to another fee arrangement, the trustee services fee is variable, but generally subject to a minimum fee of \$5,000. Wealthspire Advisors may, at its sole discretion, elect to waive its trustee fee. Other fees for necessary and customary third party professional services (such as legal and accounting fees) are not included and are incurred separately by the trust.

### **ERISA Plans**

Wealthspire Advisors provides investment advisory services to different types of ERISA plans. The advisory fee charged to ERISA plans may be either an asset-based or a fixed annual fee, depending on circumstances and the type of ERISA plan. The advisory fee charged to participant-directed ERISA plans (e.g. 401(k) or 403(b) plans) shall generally not exceed 60 basis points (0.60%) annually of the total value of the ERISA plan. For other types of plans such as defined benefit plans where Wealthspire Advisors manages the plan's assets directly, one of the firm's billing arrangements outlined above is generally applicable.

ERISA plans shall be billed quarterly, in advance, as described above, unless an alternate agreement is reached between the parties.

Wealthspire Advisors intends to introduce future ERISA plan clients to NFP-R, an affiliated company specializing in working with plan sponsors. Wealthspire Advisors believes that, in most cases, NFP-R will be better equipped to service our current and future 401k plan sponsor clients. To the extent that Wealthspire Advisors refers a plan sponsor to NFP-R, NFP-R will share 25% of its annual billable fee with Wealthspire Advisors pursuant to a solicitor's agreement and full disclosure to the Plan Sponsor client. In no case will Wealthspire Advisors' recommendation of NFP-R cause a client's fee to be increased.



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

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Wealthspire Advisors does not charge any performance-based fees, which are fees based on a share of capital gains on or capital appreciation of a client's assets. The firm does not conduct side-by-side management.



## Item 7 Types of Clients

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Wealthspire Advisors provides investment management, financial planning, tax planning, education planning, estate planning and general consulting services to individuals, trusts, estates, small businesses, foundations, charitable organizations and small-business ERISA plans. As discussed above in Item 5, Wealthspire Advisors provides services on a tiered, fixed percentage, and/or flat dollar amount. **Please Note:** As result of the above, similarly situated clients could pay different fees. In addition, similar advisory services may be available from other investment advisers for similar or lower fees.

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

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### *Investment Philosophy*

The firm's mission is to help our clients achieve their medium-to-long-term financial goals. Wealthspire Advisors employs an investment team whose primary responsibility and focus is to continuously research for new opportunities and monitor/evaluate existing investments. The firm's investment professionals incorporate institutional discipline into its investment and risk management processes by following a coherent and consistent investment philosophy. The key tenets of Wealthspire Advisors' investment philosophy emphasize:

- Managing risk with highly diversified portfolios that feature a broad range of asset classes and market sectors
- Continual evaluation of how an individual investment decision may impact a broader portfolio
- Maintaining portfolios with "simple" and liquid investments – no investment in hedge funds, private investment vehicles or illiquid securities
- Minimizing portfolio changes and turnover

### *Key Portfolio Guidelines/Investment Strategies*

Wealthspire Advisors has developed a range of portfolio guidelines to fit client investment profiles varying from Ultra Conservative to Aggressive. These portfolio guidelines have been developed to meet the needs of various types of investors having different time horizons, financial goals, investing philosophy, tax considerations, cash needs and risk appetite. Central to each portfolio guideline is that it is developed through the investment team's comprehensive quantitative and qualitative research (described below), in keeping with the key tenets of the firm's investment philosophy. The primary difference between each portfolio guideline is the risk/reward profile, as determined by that portfolio guideline's asset allocation. For instance, over sufficiently long time horizons, the Ultra Conservative portfolio is expected to have a lower volatility profile than the Aggressive Portfolio due to its higher allocation to fixed income and lower allocation to equities.

### *Methods of Analysis and Investment Selection*

For clients in the traditional comprehensive service model: Based on the initial client portfolio analysis and client-approved investment plan, Wealthspire Advisors is granted limited discretionary authority to implement the recommended investment strategies. Unless the client and advisor agree upon exceptions, the firm primarily invests client portfolios in a mix of active and passive mutual funds, ETFs and Separate Account Managers. Investments are selected based on both quantitative and qualitative analysis. Some of the key quantitative and qualitative factors are:

#### Quantitative Analysis

- Historical return and volatility profile of the manager
- Historical correlation of that manager to various asset classes
- Manager fees and liquidity
- The impact that adding a manager would have on our model portfolios

### Qualitative Analysis

- Examination of the manager's investment process
- Assessment of the manager's risk management process
- Understanding how the manager's investment team operates

For clients in the Wealthspire Advisors Core Program: Wealthspire Advisors implements passive portfolios using Schwab Institutional Intelligent Portfolios® (“SIIP”) technology. Wealthspire Advisors is responsible for designing the model portfolios and is able to change the investment structure at any time. Core client model portfolios are currently limited to ETFs, although this may change over time as the underlying technology changes. Investments are selected based on both quantitative and qualitative analysis, similar to what is described above.

### *Risks of Loss*

*Investment Risk.* Investing in securities involves many inherent risks, including the risk of loss that clients should be prepared to bear. Investments managed by Wealthspire Advisors are no exception. Securities fluctuate in value, depending on many factors that are unpredictable and outside of Wealthspire Advisors' control. There is no guaranty that the future performance of any specific investment or investment strategy recommended or undertaken by Wealthspire Advisors will be profitable or will equal any specific performance level.

*Asset Allocation Risk.* The allocation of investments among various asset classes for client accounts is primarily invested in equities, fixed-income securities and short-term cash equivalents. These asset classes may increase or decrease in value at different times or may all move together at any particular time. While a goal of this diversification is to reduce risk, that result is not assured. The asset allocation of your account has a significant effect on your account performance.

*Mutual Funds and Exchange Traded Funds (ETFs).* An investment in a mutual fund or ETF involves risk, including the loss of principal. Mutual fund and ETF shareholders are necessarily subject to the risks stemming from the individual issuers of the fund's underlying portfolio securities. Such shareholders are also liable for taxes on any fund-level capital gains, as mutual funds and ETFs are required by law to distribute capital gains in the event they sell securities for a profit that cannot be offset by a corresponding loss.

Shares of mutual funds are generally distributed and redeemed on an ongoing basis by the fund itself or a broker acting on its behalf. The trading price at which a share is transacted is equal to a fund's stated daily per share net asset value (“NAV”), plus any shareholders fees (*e.g.*, sales loads, purchase fees, redemption fees). The per-share NAV of a mutual fund is calculated at the end of each business day, although the actual NAV fluctuates with intraday changes to the market value of the fund's holdings. The trading prices of a mutual fund's shares may differ significantly from the NAV during periods of market volatility, which may, among other factors, lead to the mutual fund's shares trading at a premium or discount to NAV.

Shares of ETFs are listed on securities exchanges and transacted at negotiated prices in the secondary market. Generally, ETF shares trade at or near their most recent NAV, which is generally calculated at least once daily for indexed-based ETFs and more frequently for actively managed ETFs. However, certain inefficiencies may cause the shares to trade at a premium or discount to their pro rata NAV. There is also no guarantee that an active secondary market for such shares will develop or continue to exist.

Generally, an ETF only redeems shares when aggregated as creation units (usually 50,000 shares or more). Therefore, if a liquid secondary market ceases to exist for shares of a particular ETF, a shareholder may have no way to dispose of such shares.

*Interest Rate Risk.* Many investments are subject to interest rate risk, which is the risk that the value of a security will decline because of a change in general interest rates. Investments subject to interest rate risk will usually decrease in value when interest rates rise and rise in value when interest rates decline. Also, securities with long maturities typically experience a more pronounced change in value when interest rates change. Interest rate risk most directly affects the value of fixed income securities, but many equity securities can also change in value due to changes in interest rates.

*Credit Risk.* Fixed income investments are subject to credit risk. An issuer's credit quality depends on its ability to pay interest on and repay its debt and other obligations. Defaulted securities (or those expected to default) are subject to additional risks in that the securities may become subject to a plan of reorganization that can diminish or eliminate their value. The credit risk of a security may also depend on the credit quality of any bank or financial institution that provides credit enhancement for the security.

*Inflation Risk.* This is the risk that the value of assets or income from investments will be less in the future as inflation decreases the value of money. As inflation increases, the real value of your assets may decline, and income earned may have less value.

*Market Risk.* Markets can trade in random or cyclical price patterns, and prices can fall over sustained periods of time. The value of the investments in your account will change as markets fluctuate and could decline over short- or long-term periods. Due to the structure of client portfolios, it is likely that the performance of client accounts will differ from standard published indices.

*Margin Risk.* Generally, Wealthspire Advisors recommends the use of margin for investment purposes only in limited, case-by-case circumstances and does not use margin in its portfolio models. The use of margin as an investment strategy creates a high level of inherent risk. A margin transaction occurs when an investor uses borrowed assets to purchase financial instruments. The investor generally obtains the borrowed assets by using other securities as collateral for the borrowed sum. The effect of purchasing a security using margin is to magnify any gains or losses sustained by the purchase of the financial instruments on margin.

*Liquidity and Valuation of Investments:* Private Funds (such as Limited Partnerships) may invest in securities and other financial assets that are subject to legal or other restrictions on transfer or for which no liquid market exists. The market prices, if any, for such instruments tend to be volatile, and such securities may not be saleable when desired or may not realize the perceived fair value in the event of a sale. The sale of restricted and/or illiquid securities often requires more time and results in higher brokerage charges or dealer discounts and other selling expenses than does the sale of securities eligible for trading on national securities exchanges or in the over-the-counter markets. As a result, calculating the fair market value of a Private Fund's underlying holdings may be difficult.

Private investments generally have risk factors and liquidity constraints and are intended only for experienced and sophisticated investors who have the willingness and financial ability to bear the high economic risks of the investment. Before investing in any private fund, clients will be provided the fund's offering documents which explains the investment in detail. Investors should carefully review these



offering documents and consider the potential risks before investing. Some of these risks may include loss of all or a substantial portion of the investment due to the factor discussed above.

Each client considering investment in a private fund will be required to complete a subscription agreement provided by the private fund itself. Wealthspire Advisors' recommendation of a particular fund to clients does not mitigate the risks above.

*Fund of Funds Risk:* Clients that invest in other funds indirectly bear their proportionate share of the operating expenses and management fees of the underlying fund(s). There is risk that the fund's performance will be adversely affected by the assets owned by the other funds in which it invests, and that the layering of expenses associated with the fund's investment in such other funds will cost investors more than direct investments would have cost.

*For More Information About Risks*

Current and prospective clients are encouraged to ask their advisor any questions they may have about these or other risks associated with investing.



## **Item 9    Disciplinary Information**

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Registered investment advisors are required to disclose all legal or disciplinary events that are material in a client's evaluation of the firm or the integrity of its management. Wealthspire Advisors has not been the subject of any disciplinary action.



## Item 10 Other Financial Industry Activities

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Wealthspire Advisors' primary business is as an investment advisor as described in this brochure. It is not a broker-dealer and none of its representatives are registered with a broker-dealer. The firm and its representatives receive no commissions for the sale of any securities.

### *Affiliations*

On May 1, 2019, the firm acquired Bronfman E.L. Rothschild, L.P. (now known as Wealthspire Advisors, L.P.), an SEC-registered investment advisor, and its affiliated broker-dealer, Bronfman E.L. Rothschild Capital, LLC (now known as Wealthspire Capital, LLC). Sontag Advisory, LLC and Wealthspire Advisors, L.P. are currently in the process of integrating business and operational functions.

Wealthspire Advisors is owned by NFP, a provider of benefits, insurance and wealth management services. With the exception of the recent acquisition of Bronfman E.L. Rothschild, L.P., the recent referral relationship between NFP-R, and occasionally referring clients to insurance agents affiliated with NFP Insurance Services, Inc., Wealthspire Advisors does not conduct any business with any other NFP-affiliated entities ("NFP Affiliates"). **Please Note:** A full list of NFP Affiliates is available upon request.

## **Item 11 Code of Ethics, Participation or Interest in Client Transactions**

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### *Code of Ethics*

Wealthspire Advisors maintains an investment policy relative to personal securities transactions. This investment policy is part of Wealthspire Advisors' overall Code of Ethics, which serves to establish a standard of business conduct for all of Wealthspire Advisors' personnel that is based upon fundamental principles of openness, integrity, honesty and trust. The firm's policy, in accord with Section 204A of the Investment Advisers Act of 1940, contains written policies reasonably designed to prevent the unlawful use of material non-public information by Wealthspire Advisors or any of its personnel. A copy of the firm's Code of Ethics is available upon request. For example, the firm's Code of Ethics:

- Requires certain of Wealthspire Advisors' personnel (called "Access Persons") to report their personal securities holdings and obtain pre-approval of certain investments
- Prevents the misuse of material non-public information by any person associated with Wealthspire Advisors
- Prohibits the recommendation, purchase or sale for client accounts any securities in which Wealthspire Advisors or any of its related persons has a material financial interest.

Generally, Wealthspire Advisors invests client funds in mutual funds and ETFs. Any assets allocated to Separate Account Managers are invested exclusively by that manager without any input from Wealthspire Advisors as to the specific securities to be purchased or sold. Wealthspire Advisors' personnel are permitted to buy or sell securities that are also recommended to clients. Because the firm does not purchase individual securities for client accounts (except for ETFs that are used as a mutual fund alternative) Wealthspire Advisors believes that its personnel are not in a position to potentially materially benefit from the sale or purchase of those securities, including exchange traded funds given the underlying composition thereof (*i.e.*, a pooled investment vehicle comprised of numerous individual securities selected at the discretion of the fund manager).

### *Trade Error Policy*

Wealthspire Advisors strives to minimize the occurrence of trade errors. In the event of a trade error, it is Wealthspire Advisors' policy to return the client to an equivalent or comparable position had the trade error not occurred.

## Item 12 Brokerage Practices

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### *Recommended Custodian Broker-Dealers*

Wealthspire Advisors generally recommends that investment management accounts be maintained at Schwab, Fidelity, and/or Pershing Advisor Solutions (“Pershing”). Wealthspire Advisors is not affiliated with any of these qualified custodians, each of which is a registered broker-dealer, member SIPC and subject to the regulation and jurisdiction of the SEC and FINRA. The custodians will hold Client’s assets in a brokerage account and will purchase/sell securities when instructed to do so by Wealthspire Advisors or the Client. Although we recommend that clients use one or more of these custodians, Client will open an account directly with the custodian with our assistance. Upon opening the account, Wealthspire Advisors is granted a limited power of attorney (LPOA) to effect transactions in the account and to debit its quarterly advisory fee. Any additional power over the account (e.g. appointing Wealthspire Advisors adviser as Trustee or granting General Power of Attorney), if any, is on a case-by-case basis and must be initiated and granted directly by the Client. Each custodian has a formal process before any additional rights/power over the account can be granted to Wealthspire Advisors.

### *How We Select Custodian Broker-Dealers*

Wealthspire Advisors seeks to recommend reputable custodians that will hold client assets and execute transactions on terms that are, overall, most advantageous when compared with other available providers and their services. Wealthspire Advisors considers a range of factors, including: their respective historical relationship with Wealthspire Advisors, financial strength, reputation, execution capabilities, pricing competitiveness, investment research capabilities, breadth of additional financial services (e.g. mortgage, private banking, trust accounting) and client service. Each custodian enables Wealthspire Advisors to obtain for client portfolios many mutual funds without incurring transaction charges and other securities at nominal transaction charges. Although generally not the case because Wealthspire Advisors has negotiated what it believes to be the lowest rates offered by each custodian, the commissions and/or transaction fees charged by any particular custodian may be higher than those charged by other qualified custodian broker-dealers.

Wealthspire Advisors has determined in good faith that the commission/transaction fees charged by Schwab, Fidelity and Pershing are reasonable in relation to the value of the brokerage and research services received. We believe that each firm meets the criteria of providing the best qualitative execution of client transactions, taking into consideration the full range of a broker-dealer’s services, including the value of research provided, execution capability, commission rates, and responsiveness. The brokerage commissions or transaction fees charged by the designated broker-dealer/custodian are exclusive of, and in addition to, Wealthspire Advisors’ investment management fee. Wealthspire Advisors’ best execution responsibility is qualified if securities that it purchases for client accounts are mutual funds that trade at net asset value as determined at the daily market close.

Each of the custodians that Wealthspire Advisors recommends provides Wealthspire Advisors with a dedicated team to handle daily business needs, which is a tremendous value for Wealthspire Advisors and its clients.

### *Research and Additional Indirect Economic Benefits*

Although not a material consideration when determining whether to recommend that a client utilize the services of a particular broker-dealer/custodian, Wealthspire Advisors may receive discounted or free support services and/or products from one or more custodians which assist Wealthspire Advisors to better



service client accounts maintained at such institutions. Examples of such support services are: investment-related research, pricing information and market data, software and other technology that provide access to client account data, compliance and/or practice management-related publications, and discounted or gratis consulting services, attendance at conferences, meetings, and other educational events.

- **Conflict of Interest:** The receipt of investment research products and/or services as well as the allocation of the benefit of such investment research products and/or services presents a conflict of interest because it may create an incentive to receive the benefits without cost to Wealthspire Advisors.

As indicated above, certain of the support services and/or products may assist Wealthspire Advisors in managing and administering client accounts. Other services do not directly provide such assistance, but rather assist Wealthspire Advisors to manage and further develop its business enterprise.

In any event, Wealthspire Advisors' clients do not pay more for investment transactions effected and/or assets maintained at any of the recommended custodians as a result of any support Wealthspire Advisors may receive from those firms. Wealthspire Advisors has negotiated for clients reduced transaction fees (from published rates) with each custodian, and has access to a wide array of non-transaction fee mutual funds through each firm. Wealthspire Advisors has made no corresponding commitment to any custodian to invest any specific amount or percentage of client assets in any specific mutual funds, securities or other investment products as a result of any of the above arrangements.

#### *Your Brokerage and Custody Costs*

The custodians Wealthspire Advisors works with generally do not charge clients separately for custody services but rather are compensated by charging commissions or other fees on trades made in client accounts. Wealthspire Advisors has negotiated for clients reasonable transaction fees with these entities, which also provide Wealthspire Advisors clients with access to a wide array of non-transaction fee mutual funds. We have determined that the custodians we work with meet our responsibility to seek "best execution" of your trades. Best execution means the most favorable terms for a transaction based on all relevant factors, including those described above (see "How we select brokers/custodians").

#### *Directed Brokerage*

With the exception of trusts holding assets, Wealthspire Advisors does not generally offer directed brokerage arrangements (when a client requires that account transactions be effected through a specific broker-dealer). Upon client request, we may allow such client directed arrangements with the understanding that the client will negotiate terms and arrangements for their account with that broker-dealer. In such cases, Wealthspire Advisors is not obligated to, and will not, seek better execution services or prices from other broker-dealers. As a result, client may pay higher commissions or other transaction costs, may receive less favorable net prices or may be subject to greater spreads on transactions for the account than would otherwise be the case.

#### *Aggregated or "Batch" Trading*

Transactions for each specific security are generally aggregated and sent to the custodian in order to receive best execution. Upon execution, the custodian deposits the proportional shares into each client's account at the average price. With regard to Wealthspire Advisors Core Program model portfolios,



investment changes implemented by the firm's Investment Team may trigger sale and purchase transactions in client portfolios, but such trades are not under Wealthspire Advisors' trading discretion rather the trades are effected automatically by Schwab, which hosts the Wealthspire Advisors Core Program platform.



## **Item 13      Review of Accounts**

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Wealthspire Advisors' advisors conduct ongoing account review for Investment Advisory clients, and generally prefer to personally meet and/or correspond with clients on an as-needed basis. Clients are reminded that it remains their responsibility to advise Wealthspire Advisors of any changes in their investment objectives and/or financial situation. Clients are encouraged to review financial planning issues, investment objectives and account performance with Wealthspire Advisors on an annual basis.

Wealthspire Advisors' investment team actively monitors all of the Firm's recommended investments and is responsible for trading client accounts. It is also conducting continuous research to find new potential investments. The Investment Committee meets once per month to discuss the Firm's recommended investments, market issues and to make recommendations on future actions to be taken.

The account custodians directly provide each client with transaction confirmation notices and regular written summary account statements directly. In addition, Wealthspire Advisors provides clients with periodic statements summarizing account activity and performance. If participating in Wealthspire Advisors' consolidated reporting service described in Item 4 above, statements provided by Wealthspire Advisors may also include some or all of their asset portfolios, including assets not managed by Wealthspire Advisors. Clients should always rely on the statement received from the custodian broker-dealer for all official valuation and tax information.

## Item 14 Client Referrals and Other Compensation

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### *Recommended Custodians*

As described in Item 12, Wealthspire Advisors may receive an indirect economic benefit from Schwab, Fidelity and/or Pershing for recommending those firms as custodians for client accounts. These indirect benefits generally consist of discounted or free support services and/or products which help the firm better serve clients (*e.g.* investment research, dedicated support team, *etc.*).

### *Hard Dollars/Soft Dollars*

Wealthspire Advisors receives no direct economic benefit from any custodian because the firm does not participate in any “hard dollar” or “soft dollar” programs offered by the custodians.

### *Client Referrals*

Wealthspire Advisors has partnered with NFP Retirement, Inc. (“NFP-R”) to provide a more robust offering of fiduciary services to 401k plans. The firms have entered into a mutual agreement to introduce potential clients, where appropriate, to one another. Wealthspire Advisors’ primary business is advising individual clients, while NFP-R specializes in serving pension plans.

- **Conflict of Interest:** As both firms are corporate affiliates of parent company NFP Corp., there is a conflict of interest when Wealthspire Advisors refers a potential client to NFP-R. Wealthspire Advisors believes it has mitigated this conflict of interest in a number of ways. First, the firms are operationally independent from one another and working at arms-length. Neither firm has any additional incentive to refer or accept clients from the other. Wealthspire Advisors has performed due diligence to determine that NFP-R is an excellent provider of services to pension plan clients and is better equipped to do so than Wealthspire Advisors.

In no case will Wealthspire Advisors’ recommendation of NFP-R cause a client’s fee to be increased. To the extent that Wealthspire Advisors refers a plan sponsor to NFP-R, or in cases where Wealthspire Advisors and NFP-R work together for an existing plan sponsor client, the relationship between the firms is fully disclosed before the plan sponsor becomes a client. The advisory fee will be divided accordingly with full disclosure (see Items 4 and 5 above regarding services and fees offered to ERISA plans). The client is never under any obligation to use the services of NFP-R or any other advisor(s) that Wealthspire Advisors may recommend in the future.

Similarly, Wealthspire Advisors anticipates that NFP-R will refer individual clients for wealth management services. In no case will Wealthspire Advisors’ fee exceed our customary client fee arrangement. In any case where NFP-R refers a client to Wealthspire Advisors, the firms will share the fee paid to Wealthspire Advisors with full disclosure to the client of the referral arrangement.

Whenever a referral occurs, Wealthspire Advisors will provide the client with a Disclosure Statement and the other advisor’s ADV Disclosure Brochure.

## Item 15 Custody

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### *General*

Pursuant to government regulations, Wealthspire Advisors is deemed to have custody of your assets if you authorize us to instruct the custodian to deduct our advisory fees directly from your account or give you authorize Wealthspire Advisors to move your money to a third-party. The custodians, Schwab, Fidelity and/or Pershing, respectively, maintain the actual custody of your assets. Generally, the account custodian will debit Wealthspire Advisors' fee for each client on a quarterly basis. Clients are provided, at least quarterly, with written transaction confirmation notices and regular written summary account statements directly from the broker-dealer/custodian (Schwab, Fidelity or Pershing) and/or program sponsor for the client accounts. Wealthspire Advisors provides each client with a periodic statement summarizing account activity and performance.

### *Trustee Services*

When one of the firm's advisors acts as a trustee for client trusts, accepts an appointment as executor of an estate, or exercises a General Power of Attorney over client accounts, Wealthspire Advisors is deemed to have custody of client funds and securities. As a protection for clients whose assets are under Wealthspire Advisors' custody, Rule 206(4)-2 under the Investment Advisers Act of 1940 requires the firm to be subject to an annual surprise examination by a qualified accounting firm. Wealthspire Advisors' most recent custody examination to inspect and verify trust assets was conducted by Marcum LLP and its report was filed with the SEC in November 2018. The report is available upon request.

**Please Note:** To the extent that Wealthspire Advisors provides clients with periodic account statements or reports, the client is urged to compare any statement or report provided by Wealthspire Advisors with the account statements received from the account custodian. **Please Also Note:** The account custodian does not verify the accuracy of Wealthspire Advisors' fee calculation.

### *Standing Letters of Authorization or Instruction*

**Schwab, Fidelity and Pershing have long offered clients the ability to make periodic transfers from their accounts to third parties of their choosing. The transfer instructions, which must be directed by the client pursuant to signed documentation required by the custodian, are known as "Standing Letters of Authorization" ("SLOA") or similar terminology. The client's authorization of an SLOA permits Wealthspire Advisors to act on client's behalf to transfer client funds or securities to third parties (e.g. college or mortgage payments). Although the number of accounts is disclosed to the SEC in Wealthspire Advisors' ADV Part 1 regulatory filing, per regulatory guidelines these are exempt from Wealthspire Advisors' annual surprise CPA examination.**

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## **Item 16 Investment Discretion**

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Wealthspire Advisors provides Investment Advisory services on a discretionary basis. Discretionary authority means that Wealthspire Advisors may exercise investment discretion over a client's account where it can effect transactions for the client without first having to seek the client's consent. The firm's *Investment Advisory Agreement* provides a power-of-attorney for the limited purpose of providing Wealthspire Advisors with full authority to purchase, sell, or otherwise effect investment transactions involving the assets in the client's discretionary account(s).

Clients may request, in writing, a reasonable limitation on this authority (*e.g.* limit the types/amounts of particular securities purchased for their account), which limitation will be accommodated where practicable. Wealthspire Advisors' discretionary authority extends to the following responsibilities:

- The amount and type of securities to be purchased or sold
- When transactions are made
- The Separate Account Managers to be utilized or discontinued

## **Item 17    Voting Client Securities**

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### *Proxy Voting*

Wealthspire Advisors does not accept responsibility for proxy voting for client accounts. Unless a Separate Account Manager assumes proxy voting responsibility for client assets, clients maintain exclusive responsibility for: (1) directing the manner in which proxies solicited by issuers of securities owned by the client shall be voted, and (2) making all elections relative to any mergers, acquisitions, tender offers, bankruptcy proceedings or other type events pertaining to the client's investment assets. Clients will receive their proxies or other solicitations directly from their custodian. Clients may contact Wealthspire Advisors to discuss any questions they may have with a particular solicitation.

### *Class Action Lawsuits Related to Securities Owned by Clients*

The firm will not manage the filing of class action forms on behalf of clients, unless agreed with the client in exceptional circumstances. Since July 2013, the firm has contracted with Chicago Clearing Corp. ("CCC") to provide such services to clients who voluntarily opt-in to this service. CCC charges a fee of 20% of the recovery amount for each class action lawsuit. Wealthspire Advisors is not related to CCC in any way and does not receive any compensation related to CCC's services and has entered into this arrangement solely for the benefit of clients.



## Item 18 Financial Information

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Registered investment advisors are required to provide clients with financial information or disclosures about their financial condition under circumstances that are not applicable to Wealthspire Advisors. Wealthspire Advisors is financially sound and does not have any financial condition that would impair its ability to meet contractual or fiduciary commitments to clients.

**Wealthspire Advisors' Chief Compliance Officer, Michael Del Priore, is available to address any questions that a client or prospective client may have regarding the above disclosures and arrangements.**

## Privacy Policy

FACTS		WHAT DOES WEALTHSPIRE ADVISORS DO WITH YOUR PERSONAL INFORMATION?	
Why?	Financial companies choose how they share your personal information. Federal law gives consumers the right to limit some but not all sharing. Federal law also requires us to tell you how we collect, share, and protect your personal information. Please read this notice carefully to understand what we do.		
What?	<p>The types of personal information we collect and share depend on the product or service you have with us. This information can include:</p> <ul style="list-style-type: none"> <li>■ Social Security number and employment information</li> <li>■ Income and investment experience</li> <li>■ Risk tolerance and retirement assets</li> </ul> <p>When you are no longer our customer, we continue to share your information as described in this notice.</p>		
How?	All financial companies need to share customers' personal information to run their everyday business. In the section below, we list the reasons financial companies can share their customers' personal information; the reasons Wealthspire Advisors chooses to share; and whether you can limit this sharing.		
Reasons we can share your personal information		Does Wealthspire Advisors share?	Can you limit this sharing?
<b>For our everyday business purposes—</b> such as to process your transactions, maintain your account(s), respond to court orders and legal investigations, or report to credit bureaus		Yes	No
<b>For our marketing purposes—</b> to offer our products and services to you		No	We don't share
<b>For joint marketing with other financial companies</b>		No	We don't share
<b>For our affiliates' everyday business purposes—</b> information about your transactions and experiences		Yes	No
<b>For our affiliates' everyday business purposes—</b> information about your creditworthiness		No	We don't share
<b>For our affiliates to market to you</b>		No	We don't share
<b>For non-affiliates to market to you</b>		No	We don't share
Questions?	Call 212.973.1200 or go to <a href="http://www.wealthspire.com">www.wealthspire.com</a> .		

## Who we are

**Who is providing this notice?** Wealthspire Advisors, L.P. and Sontag Advisory, LLC, separate registered investment advisers and subsidiary companies of NFP Corp. which do business under the common brand and trade name of Wealthspire Advisors, are jointly providing this notice.

## What we do

**How does Wealthspire Advisors protect my personal information?** To protect your personal information from unauthorized access and use, we use security measures that comply with federal law. These measures include computer safeguards and secured files and buildings. We restrict access to your personal information to those employees who need it to perform their job responsibilities.

**How does Wealthspire Advisors collect my personal information?** We collect your personal information, for example, when you

- establish an investment advisory relationship
- contract for financial planning services
- open an account or deposit money with custodians
- purchase or sell securities with executing broker-dealers

We also collect your personal information from others, such as custodians, broker-dealers, or other companies.

**Why can't I limit all sharing?** Federal law gives you the right to limit only

- sharing for affiliates' everyday business purposes—information about your credit worthiness
- affiliates from using your information to market to you
- sharing for non-affiliates to market to you

State laws and individual companies may give you additional rights to limit sharing.

## Definitions

**Affiliates** Companies related by common ownership or control. They can be financial and nonfinancial companies.

**Non-affiliates** Companies not related by common ownership or control. They can be financial and nonfinancial companies. Non-affiliates we share with can include companies such as vendors, and other service providers.

**Joint marketing** A formal agreement between nonaffiliated financial companies that together market financial products or services to you. Our joint marketing partners include categories of companies such as insurance companies.

## Other important information

Wealthspire Advisors, L.P. and Sontag Advisory, LLC are separate registered investment advisers and subsidiary companies of NFP Corp. which do business under the common brand and trade name of Wealthspire Advisors. Securities, when offered by Wealthspire Advisors, L.P., are offered through Wealthspire Capital, LLC, member FINRA/SIPC. Wealthspire Advisors, L.P. and Wealthspire Capital, LLC are under common control.