

## PART 2A OF FORM ADV: FIRM BROCHURE

### **DOWLING & YAHNKE, LLC**

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**July 1, 2019**

This document (Brochure) provides information about the qualifications and business practices of Dowling & Yahnke, LLC (Firm or Dowling & Yahnke). If you have any questions about the contents of this brochure, please contact Dowling & Yahnke at (858) 509-9500.

The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (SEC) or by any state securities authority.

Dowling & Yahnke, LLC is a registered investment advisor. Registration of an investment advisor does not imply a certain level of skill or training.

Additional information about Dowling & Yahnke is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **ITEM 2. MATERIAL CHANGES**

The SEC requires all registered investment advisors under its supervision, including Dowling & Yahnke, to disclose annually or as they occur a summary of specific and significant changes within the Firm.

Effective July 1, 2019, Mark Wernig and Gregory Richardson became shareholders in Dowling & Yahnke, Inc.

The Firm offers information about its qualifications and business practices to clients on, at least, an annual basis. Pursuant to the SEC rules, clients will receive a summary of any material changes to this and subsequent Brochures within 120 days of the Firm's business fiscal year end (presently December 31). The Firm may further provide other ongoing disclosure information about material changes as necessary.

Currently, the Brochure may be requested by contacting Karrol Gibbs, Chief Compliance Officer, at (858) 509-9500.

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## ITEM 4. ADVISORY BUSINESS

### Firm Description

Established in 1991, Dowling & Yahnke is an independent wealth advisory firm located in San Diego, California. The Firm provides customized investment management and financial planning solutions on a fee-only basis. As a fiduciary, the Firm offers objective advice, accepts no commissions, and has no proprietary products to sell. The Firm's highly experienced team of advisors boasts degrees from top universities and certifications from leading professional organizations.

The Firm's investment approach is to build broadly diversified, tax-efficient portfolios that capture the targeted asset class returns in a low-cost manner. Dowling & Yahnke designs and implements wealth management solutions that are tailored to its clients' goals and objectives, delivered with outstanding personalized service.

### Principal Owners

Dowling & Yahnke, Inc. was founded in 1991 by Mark Dowling and Dale Yahnke. In October 2007, Dowling & Yahnke, LLC was formed to add new shareholders and maintain the business operations of the Firm. Effective December 31, 2011, Dowling & Yahnke, Inc. controls 100% ownership of Dowling & Yahnke, LLC. The current shareholders of Dowling & Yahnke, Inc. are Dale Yahnke, William Beamer, Mark Muñoz, Alana Asmussen, Michael Brown, Mark Wernig and Gregory Richardson.

### Advisory Services

Dowling & Yahnke provides investment management services focused on the ongoing selection and management of marketable security portfolios. The Firm provides such services by incorporating a financial planning perspective with a holistic view of each client's investment management needs. The investment management strategy is further tailored to reflect the client's return objectives, risk tolerance, liquidity needs, time horizon, tax status, and other unique, personal circumstances. The terms of the arrangement are detailed in the Investment Advisory Agreement. Either party may terminate the Investment Advisory Agreement at any time by written notice delivered to the other party.

### Tailored Relationships

Based upon each client's situation, Dowling & Yahnke helps clients understand and plan for their liquidity needs, as well as, develop and maintain an appropriate long-term investment plan. In particular, the Firm:

- Seeks a complete understanding of each client's investment objectives.
- Tailors an Investment Policy Statement to describe in writing the objectives of the portfolio, taking into consideration the client's liquidity requirements, investment horizon, risk tolerance, tax status, and unique circumstances. This Investment Policy Statement may be amended from time to time, as client circumstances or objectives change.
- Implements the Investment Policy Statement using the appropriate account structures and asset classes for the client.
- Monitors portfolio progress and performance through time, rebalancing the portfolio as actual asset allocation deviates from target ranges.

- Reports portfolio performance and balances on a quarterly basis.
- Interacts with tax professionals as requested.
- Meets periodically with clients to review their investments and any changes to their financial situation.

Clients may put restrictions on investing in certain securities or types of securities in their portfolios. Where possible, Dowling & Yahnke will strive to accommodate such investment restrictions. The Firm, however, may utilize mutual funds where appropriate to maintain broadly diversified portfolios. As such, there may be a limitation in its ability to avoid investments in a specific security or industry. The Firm will disclose and discuss with the client those instances where implementing restrictions might detract from investment performance and diversification.

### **Use of Sub-Advisors**

The Firm may recommend the use of independent investment advisors (sub-advisors) to manage a certain portion of a client's assets. Factors that the Firm will consider in recommending a particular sub-advisor include, but are not limited to, the client's stated investment objectives, management style, independence, stature of the custodian utilized by the sub-advisor, performance, philosophy, financial strength, continuation of management, client service, reporting, commitment to a particular investment mandate, fees, trading efficiency, and research.

If a sub-advisor is deemed appropriate, the Firm will work with its client to establish separate account(s) for the sub-advisor. The client grants the sub-advisor limited discretionary trading authority, so the sub-advisor can place transaction orders at-will for a client's account. The client's account is managed individually by the sub-advisor and is separate from other accounts managed by the sub-advisor. The client receives a confirmation or summary report for each security transaction placed by the sub-advisor and monthly custodian account statements.

Clients are encouraged to carefully review the sub-advisor's Form ADV disclosure brochure for service levels, fees, conflicts, and professional background information applicable to each sub-advisor before establishing an account with the sub-advisor. In addition to Dowling & Yahnke fees, the client will pay the sub-advisor directly for their advisory services rendered (typically directly debited from the separate account).

The Firm will continue to provide advisory services to the client for the ongoing monitoring, review, and reporting of the overall account performance.

### **Financial Planning**

In addition to its investment management services, Dowling & Yahnke may provide financial planning services to its advisory clientele who desire such services. Depending on the needs of the client, and at the discretion of the Firm, a written financial plan may be generated and delivered to the client. The Firm gathers information from its clients through in-depth personal interviews, the review of various financial documents, and/or confidential questionnaires completed by the client.

Information gathered includes the client's current financial status, tax situation, and future goals. The Firm reviews the information gathered and delivers advice and recommendations.

Clients are free at all times to accept or reject any of Dowling & Yahnke's financial planning recommendations and retain the authority and discretion over whether or not to implement any such suggestions. Should the client decide to implement any financial planning recommendations, the Firm advises the client to work closely with their attorney, accountant, insurance agent, or other professional.

### **Non-Participation in Wrap Fee Programs**

Dowling & Yahnke does **not** participate in wrap fee programs.

### **Assets Managed**

As of December 31, 2018, Dowling & Yahnke provided discretionary investment advisory services on \$3,829,226,480 of financial assets for more than 1,100 relationships.

## **ITEM 5. FEES AND COMPENSATION**

### **Description and Fee Schedule**

Fees for investment management services are charged as a percentage of assets under management according to the following annual rate schedule:

<b>Value of Assets Under Management</b>	<b>Rate</b>
First \$2,000,000	0.85%
Next \$1,000,000	0.70%
Next \$7,000,000	0.50%
Above \$10,000,000	0.40%

Other aspects of the Firm's Investment Advisory Agreement fee structure include:

- The minimum client investment portfolio is \$1,000,000, except for foundations, nonprofits, endowments, and other entities, which is \$2,000,000. Multiple accounts within a client relationship may be aggregated for billing purposes.
- As client objectives, security types, account management, and reporting complexity all impact the Firm's management costs, the minimum investment portfolio size and rate schedule above are negotiable under special circumstances.
- Based upon a particular client's facts and circumstances, in many cases the Firm charges a minimum quarterly fee. For clients with billed assets below \$1,000,000 this minimum quarterly fee will typically be \$2,125.
- Unless otherwise amended, the above referenced investment management fee schedule replaces older schedules. Existing clients who contracted with the Firm under a previous fee schedule will continue to be billed under that agreement.
- In some instances, Dowling & Yahnke may charge a one-time initial set-up fee for investment management accounts. This fee may be charged in situations where an extraordinary amount of up-front work is required prior to the actual management of the account (e.g., accumulation of tax basis information for securities brought by the client and placed under the Firm's management). Such a set-up fee charge will be based on the time required to complete the work and will be agreed upon in advance by the client.

## Fee Payment

Investment management fees are billed in arrears and payable each quarter. The fee is based on the market value of the account at the end of the calendar quarter.

Although the majority of the Firm's clients have their fees deducted from their accounts, clients may choose to be billed directly. In some situations, clients may find it tax advantageous to have fees directly deducted from their tax-deferred accounts, such as a traditional IRA.

The account custodian does not verify the accuracy of the Firm's advisory fee calculation.

In unique situations, the Firm will accommodate client requests to prepay fees as long as the prepayment is not for more than six months in advance. In the case whereby the client or the Firm terminates the Investment Advisory Agreement (by providing the other party written notice) and has prepaid, the Firm will refund any unearned fees. The amount of unearned fees will be calculated by prorating from the date of termination specified in the notice of termination to the end of the billing period.

## Financial Planning Services

The Firm may provide its clients with a range of financial planning services, which may include non-investment related matters. The Firm reserves the right to charge an hourly fee for such services. The Firm's financial planning fees range from \$250 to \$500 per hour depending on the level and scope of the services required and the professionals rendering the services. Financial planning fees are negotiable, and the Firm may waive all or a portion of the financial planning fees. If a client terminates the relationship with the Firm, a refund of any fees paid, less time and direct expenses incurred, will be made upon such termination. Any unpaid fees will be billed in arrears.

## Other Types of Fees or Expenses

Management fees paid to Dowling & Yahnke are exclusive of brokerage commissions (see Item 12: Brokerage Practices), transaction fees, and other related costs and expenses which shall be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, and other parties. These charges could include custodial fees, deferred sales charges, odd-lot differentials, prime broker fees, wire transfer fees, electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange-traded funds also charge internal management fees, which are disclosed in a fund's prospectus. Such charges, fees and commissions are exclusive of and in addition to Dowling & Yahnke's fee. **The Firm does not receive any portion of these commissions, fees, and costs and strives to negotiate and minimize such expenses wherever possible.** Dowling & Yahnke believes that the fees and charges incurred within its management programs are competitive with similar offerings available through other firms, but lower fees may be available.

## Additional Compensation

Dowling & Yahnke:

- Does **not** charge any markup on securities purchased or sold for clients.
- Does **not** receive any compensation based on the securities used in the portfolios the Firm manages.
- Does **not** receive commissions of any kind from trades executed for its clients.

Dowling & Yahnke believes this billing structure provides clarity, objectivity, and reduces conflicts of interest.

## **ITEM 6. PERFORMANCE-BASED FEES AND SIDE-BY-SIDE MANAGEMENT**

Dowling & Yahnke does **not** charge, nor does any supervised person of the Firm accept, any performance-based fees or fees based on a share of capital gains or capital appreciation of client assets.

## **ITEM 7. TYPES OF CLIENTS**

Dowling & Yahnke provides wealth advisory services to high net worth individuals, trusts and estates, corporate pension and profit-sharing plans, individual retirement plans, charitable organizations, foundations, endowments, and other entities. The minimum account size is \$1,000,000, except for foundations, nonprofits, endowments, and other entities, which is \$2,000,000 (see Item 5: Fees and Compensation).

## **ITEM 8. METHODS OF ANALYSIS, INVESTMENT STRATEGIES, AND RISK OF LOSS**

### **Methods of Analysis and Sources of Information**

The analysis and selection of securities for client portfolios is based on the cumulative investment experience and research by the Firm's investment professionals. Sources of information utilized for security analysis and investment decision-making may be derived from, but not limited to, the following: (i) commercially available data and evaluation sources, (ii) securities rating services, (iii) general economic, market, and financial information, (iv) due diligence reviews, (v) specific investment analyses, (vi) financial publications, periodicals, newspapers, journals, and academic white papers, (vii) prospectuses and statements of additional information, and (viii) other issuer-prepared information.

The Firm's advisors also attend various investment and financial planning conferences. Research is received from consultants, including financial economists affiliated with Dimensional Funds Advisors (DFA), Vanguard, and other firms. DFA provides historical market analysis, risk/return analysis, and continuing education services. Various computer software programs from DFA and other third parties may also be utilized to better model the historical and/or expected returns of designed portfolios.

### **Investment Philosophy and Strategy**

The Firm's management philosophy incorporates many of the principles of "Modern Portfolio Theory." This theory has been thoroughly researched and supported for decades by leading financial academics, including several Nobel Prize winners. The investment management strategy is based on several fundamentals, including:

- **Market efficiency** - The theory states that the securities markets are fairly "efficient," although not always rational. This means that the price of financial assets reflects all information publicly available. Therefore, it is impossible to know ahead of time the next direction of the market as a whole. From an investment perspective, the theory implies that investors cannot consistently out-perform the overall market by conducting "active"

investment strategies. “Active” investment strategies include attempting to “time the market” and conducting “stock picking.”

- **The importance of asset allocation** - The theory states that the construction of an investment portfolio as a whole is more important than individual security selection. The appropriate investment allocation across asset classes (e.g., stocks, bonds, cash) will have far more influence on long-term portfolio results than the selection of individual securities.
- **Long-term investing** - Investing for the long-term, preferably longer than ten years, becomes critical to investment success because it allows the long-term characteristics of the asset classes to surface.
- **Evaluating portfolio risk** - Risk is the uncertainty regarding future returns (or losses) on an investment. Risk is a critical component of investing and creating portfolios. The theory states that investment portfolios can be created and tailored to a level of expected risk. Over long periods of time, there is a relationship between the level of risk assumed and the return that can be expected in an investment program.
- **Benefits of diversification** - The level of risk can be reduced by increasing the diversification (types and number of securities) in a portfolio without significantly changing the portfolio’s overall expected return.
- **Asset location** - Matching investments with different tax treatments and available account types can result in more favorable after-tax returns (e.g., some investments are better held in a taxable account, while others are best held in a tax-deferred account like an IRA).
- **Costs matter** - Investment costs are inevitable, but minimization of investment costs and taxes can enhance long-term performance.

Dowling & Yahnke will recommend an initial allocation of assets (among stocks, bonds, REITs, low-correlated securities, and cash) after working with the client to determine:

- Their goals and objectives, risk tolerance, and investment horizon.
- The cash requirements for the portfolio (as well as expectations for future cash inflows or outflows).
- Any constraints under which Dowling & Yahnke would manage the portfolio (e.g., low-cost basis stock that should be carefully evaluated to minimize recognition of capital gains, current tax status, and any anticipated change in tax status).
- Any circumstances unique to their individual situation.

Dowling & Yahnke does not allow day-to-day changes in the financial markets to dictate changes in its long-term asset allocation for our clients. The Firm does, however, rebalance portfolios to return to the target allocation and intended risk/return profile.

When the allocation is agreed upon, a customized Investment Policy Statement is drafted. This document outlines the investment objectives and constraints of the particular client. The Investment Policy Statement assists both the client and the Firm with a clear understanding of the strategy, as well as, providing the client with a meaningful method for evaluating the portfolio and the Firm. The Investment Policy Statement should be periodically reviewed and modified based upon changing client needs and objectives, as well as, any material changes to the financial markets (see Item 13: Review of Accounts).

Once the target allocation is set, Dowling & Yahnke analyzes the mix of taxable and tax-deferred accounts to build the desired portfolio to optimize the client's after-tax rate of return. This is implemented by utilizing the distinctive tax attributes of the different client accounts.

Although the Firm cannot guarantee performance, it strives to create portfolios that, in the long run, should have a reasonable probability of meeting client objectives.

### **Understanding Risk**

Investing in securities involves risk of loss that clients should be prepared to bear. Dowling & Yahnke does not guarantee the future performance of any client's portfolio or the level of success of a recommended strategy. Also, the Firm informs clients that investment decisions will not always be profitable. The Firm does seek to reduce and limit risk by investing in broadly diversified global equities, high quality fixed income securities, broadly diversified bond mutual funds, REITs, and low-correlated securities.

Nearly all the securities Dowling & Yahnke recommends offer daily liquidity with a maximum two-business day cash settlement. However, under the asset class of "Low-Correlated Securities," the Firm may recommend a reinsurance interval fund that invests in catastrophe bonds as well as "quota share" contracts with large reinsurance firms. Due to the nature of its underlying investments, this interval fund does not provide the same high degree of liquidity as the Firm's other recommended securities. The interval fund offers to repurchase up to five percent of its aggregate securities from investors on a quarterly basis. There is no guarantee that investors may sell their shares at any given time or in the desired amount. Additionally, this fund carries the risk of loss due to severe weather such as hurricanes, windstorms, and floods, and other natural and man-made disasters such as earthquakes, wildfires, plane crashes, commercial and industrial accidents or business interruptions. Because the risks in reinsurance-related securities are unlike those of traditional equities and debt markets, Dowling & Yahnke believes that investment in reinsurance-related securities may provide diversification benefits when added to traditional portfolios, and that these potential benefits outweigh the modest illiquidity of reinsurance investments.

When evaluating an investment strategy, Dowling & Yahnke works with its clients to identify risks and manage/minimize risk wherever possible. Types of risk can include:

- **Inflation risk** - The risk that investment returns will be below the general increase in prices due to inflation.
- **Investment style risk** - The chance that returns from one investment style will trail returns from another investment style.
- **Credit risk** - The chance that a bond issuer will fail to pay interest and principal in a timely manner.
- **Interest rate risk** - The chance that bond prices will change based on a move in interest rates (bond prices decline as interest rates rise). Relative to fixed income securities with near term maturities, longer maturity bonds will have a larger change in price for a move in interest rates.
- **Reinvestment risk** - The potential exposure that a bond investor will have to accept a lower yield upon receiving the interest or principal from a maturing bond.

- **Early redemption risk** - Some bonds have features that allow the bond issuer to repurchase or redeem the bond before maturity at a specific price. This risk is the chance that the borrower will do so; thus, expose the investor to a lower than expected return on that bond investment.
- **Systematic risk** - Also known as “market risk,” this is the chance of a severe drop of an entire financial market (e.g., political upheaval, natural disaster, etc.).
- **Unsystematic risk** - Also known as “specific risk,” this is the chance of a decline in the value of a particular asset (i.e., an individual stock declines while the overall stock market is not impacted).
- **Currency risk** - This is the chance that investments in a particular country will decrease in value if the U.S. dollar rises in value against that country’s currency.
- **Tax risk** - This is the chance that the taxing authority changes its tax rates or policies (e.g., rescind tax exempt status of particular bonds).
- **Liquidity risk** - This is the risk whereby the ability to buy or sell a security becomes more difficult and, therefore, negatively impacts the price at which one is able to transact in the security.

## ITEM 9. DISCIPLINARY INFORMATION

Dowling & Yahnke and its employees have **not** been involved in any legal or disciplinary events that would be material to the evaluation of the Firm or the integrity of its management.

## ITEM 10. OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATION

### No Other Registrations

Dowling & Yahnke strives to minimize potential conflicts of interest by maintaining its business focus as an independent registered investment advisor. More specifically, the Firm and its employees:

- Are **not** registered as a broker-dealer.
- Are **not** affiliated as a registered representative or associated person of a broker-dealer, or other securities entity.
- Do **not** have economic relationships or arrangements with any other related persons or entities that are material to its advisory business.

### No Other Material Relationships

Dowling & Yahnke does **not** recommend other investment advisors to its clients for which the Firm receives direct or indirect compensation.

## ITEM 11. CODE OF ETHICS, PARTICIPATION OR INTEREST IN CLIENT TRANSACTIONS AND PERSONAL TRADING

### Description

As a fiduciary, Dowling & Yahnke and its employees maintain an ongoing commitment to act solely in the best interests of its clients. This duty compels all employees to act with the utmost integrity in all dealings. To document such a policy, Dowling & Yahnke has adopted a Code of Ethics to which all its employees adhere. The key components of the Code of Ethics include:

- Employees are expected to act in the best interest of each of the Firm's clients, and the interests of clients will be placed ahead of the Firm's or any employee's own investment interests.
- Employees are expected to conduct themselves with the utmost integrity and to avoid any actual or perceived conflict with the Firm's clients.
- Employees will not take inappropriate advantage of their position with the Firm.
- Employees are expected to conduct their personal securities transactions in accordance with the Personal Securities Transactions section of the Code of Ethics.
- Employees are expected to exercise diligence and care in maintaining and protecting its clients' nonpublic, confidential information (see Additional Information).
- Employees are expected to comply with federal and applicable state securities laws and to promptly report violations to the Firm's Chief Compliance Officer.
- Individuals not in observance of the Code of Ethics will be subject to disciplinary action.

Dowling & Yahnke monitors compliance with the personal securities requirements of its Code of Ethics. More specifically,

- The Firm requires all employees who possess access to the Firm's advisory recommendations ("Access Persons") provide to the Firm's Chief Compliance Officer:
  - Quarterly reports detailing transaction activity for that period, and
  - A complete list of securities held at year-end.
- All employees of Dowling & Yahnke review and provide an electronic affirmation to adhere to the Firm's current Code of Ethics.

Dowling & Yahnke will provide a complete copy of its Code of Ethics to a client or a prospective client upon request.

### **Client Transactions**

Dowling & Yahnke does **not** recommend clients buy and sell any security in which it or any related person has a material financial interest. A related person includes the Firm's officers, Principals, directors, and all current employees with the exception of support staff.

### **Employee Security Purchases**

Dowling & Yahnke, its employees, and/or an employee's family may own shares of securities, directly or indirectly, that the Firm recommends to clients. Any beneficial ownership of securities which could reasonably be expected to influence, or bias objective advice is disclosed to clients prior to effecting transactions.

In general, employees of Dowling & Yahnke purchase for their own accounts mutual funds or readily marketable securities that have negligible market pricing impact. The Firm, however, requires all Access Persons to receive pre-approval of personal trades in those securities that could possibly result in a conflict of interest with clients.

### **Timing of Employee Security Purchases**

Dowling & Yahnke manages accounts on a client-by-client basis and rarely enacts transactions across all client accounts. As a result, it is impractical for the Firm to institute security-specific trading windows for its employees. To minimize potential conflicts, Firm employees enacting personal security transactions that could possibly result in a conflict are required to obtain pre-approval for the potential transaction. Once approved, the employee is required (i) to trade on the exchanges in the last hour of trading when substantially all client trades are completed for the day, or (ii) to include the transaction in a bundled market order submitted electronically to the trading custodian. The Firm believes that employee transactions are unlikely to have a material impact on the pricing of client security purchases or sales.

## **ITEM 12. BROKERAGE PRACTICES**

### **Brokerage Firm Selection (Custodian)**

**Dowling & Yahnke is independently owned and operated and is not affiliated with any broker dealer or investment company.**

Dowling & Yahnke utilizes the services of non-affiliated brokerage custodians to hold and safeguard client securities and implement securities transactions. Dowling & Yahnke will recommend that clients establish brokerage accounts with a broker-dealer that:

- Is registered with the Financial Industry Regulatory Authority (FINRA), the largest independent regulator for all securities firms doing business in the United States.
- Is a member of the Securities Investor Protection Corporation (SIPC), a federally mandated, nonprofit, member-funded, corporation that protects clients of brokerage firms that are forced into bankruptcy.
- Has access to institutional trading, custody services, mutual funds, and other investments that are otherwise generally not available to retail investors (or would require a significantly higher minimum initial investment).

While transaction costs are a primary consideration in selecting and recommending custodians, firm size, financial stability, years in business, execution, responsiveness, custodial services, and client reporting are also taken into consideration in the selection process.

### **Non-Participation in Soft Dollar Transactions**

Dowling & Yahnke does **not** receive research or other products (known as “Soft Dollars”) in connection with client security transactions.

### **Referrals**

Dowling & Yahnke does **not** currently receive referrals from any broker-dealer or custodian (see Item 14: Client Referrals and Other Compensation for past participation).

### **Brokerage Recommendation**

The Firm currently utilizes and recommends Charles Schwab & Co., Inc. (Schwab) Institutional Services as its primary brokerage custodian for client accounts. In some instances where client circumstances dictate, other custodians may be used. Although Dowling & Yahnke makes this recommendation, it is the client’s decision to custody assets with a particular broker-dealer.

The Firm's recommendation that clients establish accounts at Schwab to custody their investments is based upon both the brokerage services offered to the client and the availability of benefits received by Dowling & Yahnke. Benefits include access to (i) client account data, (ii) electronic duplicate statement and confirmations, (iii) pricing and market data, (iv) institutional, administrative, and trading staff, (v) practice management information and publications, (vi) conferences and educational sessions, and (vii) institutional mutual funds (e.g., Dimensional Fund Advisors) that are not available to retail investors. Such benefits may create a potential conflict of interest as clients may pay higher transaction fees than they might at other discount brokers.

While there are no known costs to clients as a result of these discounts and services provided to the Firm, there is financial benefit to Dowling & Yahnke. This may create an incentive for the Firm to recommend one custodial broker over another. It is the policy of Dowling & Yahnke that such services may not be a factor in recommending a broker or any investment. Rather, such recommendations may only be based on the full range and quality of the broker's services including execution capability, commission rates, financial condition, responsiveness, and the overall value and quality of custodial services provided to the client.

Although clients may be able to obtain lower fees at other custodians, Dowling & Yahnke has negotiated generally low fees. The Firm continues to monitor its custodians' fee structures relative to fees and services offered at other custodians. Given its investment approach of emphasizing low trading levels, the Firm believes that Schwab's fees are very competitive and not a significant factor in overall investment performance.

Where appropriate, the Firm will recommend clients maintain a Prime Brokerage account. Maintained at the client's custodian, a Prime Brokerage account will allow Dowling & Yahnke to execute trades, on the client's behalf, through other broker-dealers and settle the trades in the client's custodial brokerage account. This flexibility allows the Firm to shop for best pricing on securities with additional outside brokers. The custodial broker will charge a fee for each transaction utilizing the Prime Brokerage account. This fee will be taken into account by Dowling & Yahnke in evaluating the merits of trading through other brokers. In most cases, there is no additional net cost and often a net benefit to the client involved in such trades. For example, a specific bond may not be available through the client's custodial broker or a better price can be secured through another broker. The allocation of prime broker trades is based upon the specific needs of each individual client.

### **Aggregated Transactions**

As detailed below, the Firm evaluates trades on a client-by-client basis. On any given day, the number of securities traded that are common across clients will vary greatly. The Firm utilizes software programs to enhance its trading efficiency including the aggregating or "batching" of trades in securities across clients.

Upon execution, the pricing of such batched trades is averaged and proportionately allocated among the corresponding client accounts. Given normal trade size and depth of the market for such securities, the Firm's execution of aggregated trades is not expected to have a material impact on pricing.

## ITEM 13. REVIEW OF ACCOUNTS

The investment portfolio monitoring and reviewing is a continuous process. With the assistance of software programs, all reviews and updates are performed by the Principals or Lead Advisors of Dowling & Yahnke who together are responsible for all accounts and client relationships.

### Portfolio Reviews

The Firm maintains a disciplined, ongoing approach around portfolio reviews to:

- Rebalance the portfolios through time to the target asset class allocations set forth in each client's Investment Policy Statement. Rebalancing is implemented on an "as-needed" basis and not on any periodic schedule.
- Realize tax losses ("tax loss harvesting").
- Identify bonds maturing or being redeemed early so the proceeds can be efficiently and timely reinvested.
- Identify new funds deposited or assets transferred into the account for effective investment and allocation.
- Review and accommodate client's cash needs (in case cash is needed for the client to withdraw on a scheduled, periodic, or one-time basis).
- Implement decisions made by the Firm's Investment Committee to change portfolio composition.
- Accommodate client-directed modifications.

### Client Reports

The Firm provides clients with a quarterly report detailing the securities held in their investment portfolio, a summary of investment allocation, and a report detailing investment performance. Due to legislative action, custodians, such as Schwab, are taking an increased role in the reporting of cost basis data to the IRS. While custodians will become increasingly responsible for the reporting of clients' cost basis to the IRS, Dowling & Yahnke maintains an active role in this process.

## ITEM 14. CLIENT REFERRALS AND OTHER COMPENSATION

### Economic Benefit from Others

**Dowling & Yahnke does not accept referral fees from other professionals when a client is referred to another firm. The sole source of revenue for Dowling & Yahnke is its management fees.**

The Firm:

- Does **not** charge any markup on any securities purchased or sold for clients.
- Does **not** receive any compensation based on the securities used in the portfolios managed.
- Does **not** receive commissions of any kind from trades executed for its clients.

Custodian broker-dealers (see Item 12: Brokerage Practices) and mutual fund companies may also make available to the Firm other products and services that may directly benefit the Firm. These services may include (i) compliance, legal and business consulting; (ii) publications and conferences on practice management; and (iii) educational or business events. Dowling & Yahnke strives to avoid having such economic benefits impact either the selection of investments or its recommendation for custodial relationships.

### **Compensation to Others**

Dowling & Yahnke has received and will continue to receive client referrals from existing clients, accounting firms, law firms, business professionals, and other sources. The Firm does not currently pay for these referrals.

From March 2002 to August 2006, the Firm participated in the Schwab Advisor Network and received client referrals from Schwab. The Schwab Advisor Network service was designed to help investors find an independent investment advisor. (Schwab is a broker-dealer independent of and unaffiliated with Dowling & Yahnke.)

Under the program, Dowling & Yahnke agreed to pay Schwab a fee as long as the referred client's account remains at Schwab and is a client of Dowling & Yahnke. The fee paid by Dowling & Yahnke is a percentage of the investment management fees the client pays the Firm and does not result in any additional charges to the client. Although Dowling & Yahnke currently does not actively participate in the Schwab Advisor Network, the Firm continues to pay fees to Schwab for those clients referred during its participation.

### **ITEM 15. CUSTODY**

The Firm strives to create as many safeguards for its clients' assets as possible. Part of this effort is for the Firm to avoid possessing, or being "custodian," of client assets. It is the policy of Dowling & Yahnke **not** to accept custody of client securities. Schwab (or other custodians) physically maintain possession of securities included in client accounts, record and collect dividend and interest payments, redeem maturing securities, and affect receipt and delivery of securities and monies following purchases and sales. The custodian provides copies of all trade confirmations to the client upon trade execution, as well as monthly account statements, which show all account activity. In addition, clients have 24/7 online access to their accounts via Schwab's secure website.

With a client's written consent, Dowling & Yahnke can be provided with the authority to directly deduct management fees from a client's account(s). This can be efficient for both the client and the Firm, as well as potentially provide tax benefits for the client when fees are paid from certain tax-deferred accounts.

To allow consistency and transparency, Dowling & Yahnke provides quarterly reports to all its clients. The reports include account balances and account performance and may reflect additional information not contained in the monthly custodial statements. The Firm urges clients to carefully review such statements and compare custodial records to the account statements provided by the Firm. Dowling & Yahnke statements may vary slightly from custodial statements based on accounting procedures, accrued interest, reporting dates, or valuation methodologies of certain securities.

## ITEM 16. INVESTMENT DISCRETION

By utilizing limited discretionary authority, Dowling & Yahnke manages client accounts in a manner consistent with their stated investment objectives as described in their Investment Policy Statement. To allow the Firm to manage the accounts, clients grant the Firm discretion by signing Dowling & Yahnke's Investment Advisory Agreement and signing the custodians' limited power of attorney agreement contained in the new account forms (or a separate limited power of attorney document).

With this authority, Dowling & Yahnke has the discretion to determine and execute purchases and sales of securities, without obtaining specific client consent. This limited authority does **not** permit unauthorized withdrawals from client accounts. As with all investment recommendations, client investment objectives and constraints are identified and used as the overriding criteria in the investment selection process.

## ITEM 17. VOTING CLIENT SECURITIES

Unless the client designates otherwise by providing the Firm with sufficient advanced notice, Dowling & Yahnke votes proxies for securities over which it maintains discretionary authority. The Firm has established policies and procedures for voting proxies for its clients:

The Firm's policy is to vote proxies in the interest of maximizing shareholder value. Dowling & Yahnke has engaged a third-party vendor (currently Institutional Shareholder Services (ISS)) to vote proxies in the best interest of its clients, and promptly submit the proxy ballots. The Firm believes that engaging ISS is consistent with its fiduciary responsibilities. ISS has considerable resources to research and evaluate issuers, thereby making an informed decision on how to vote in the client's best interest.

During its due diligence of ISS, the Firm identified no significant conflicts of interest between its clients' interests and ISS.

If the voting members of the Investment Committee are not in agreement with ISS' vote recommendation, D&Y has the capability to overwrite their decision. If a client directs D&Y to vote in a particular way, D&Y has the ability to instruct ISS to vote the client's shares as directed by the client. Dowling & Yahnke's complete proxy voting policy and procedures are available for client review. In addition, the Firm's proxy voting record is available to clients upon written request.

## ITEM 18. FINANCIAL INFORMATION

Dowling & Yahnke is **not** required to provide financial information to its clients because:

- The Firm does **not** require the prepayment of more than \$1,200 in fees and six or more months in advance,
- The Firm does **not** take custody of client funds or securities,
- The Firm does **not** have a financial condition or commitment that impairs its ability to meet contractual and fiduciary obligations to clients.

The Firm has **never** been the subject of a bankruptcy proceeding.

## **ADDITIONAL INFORMATION**

### **Business Continuity Plan**

Dowling & Yahnke continuously reviews potential interruptions and risks that could threaten its business operations. Such threats could be from natural disasters (such as earthquakes, flooding, and fires) as well as man-made events (including loss of electrical power, bomb threats, chemical or biological disaster, and loss of network infrastructure). To anticipate and prepare for the possibility of such an event, the Firm has created a Business Continuity Plan (BCP). Key elements of the BCP include:

- The mechanism to address the orderly transition in the event of a loss of a Principal of the Firm.
- Ongoing business impact analysis to identify and prioritize key business processes and functions that could be impacted by a disaster, so they can be properly protected.
- Identification of key personnel who would maintain and implement the BCP in a disaster.
- Testing of the plan.
- Training of the Firm's employees regarding the BCP and its implementation.
- Maintenance and recovery of key business contacts, client records, documentation, and financial records.
- Hardware and software credentials and passwords.
- A process for the backing up of data, as well as, the recovery of data and network operations.

The BCP is a "living document" and is regularly reviewed and updated.

### **Confidentiality of Information**

Dowling & Yahnke is committed to safeguarding confidential information of all its present and former clients. The Firm has adopted policies in order to protect such personal information:

- Each employee is required to comply with Dowling & Yahnke's Code of Ethics, Privacy Statement, Privacy and Information Security Policy, Cybersecurity Policy, and Confidentiality and Non-Disclosure Agreement, which reiterate the confidentiality requirements and details the procedures surrounding client information.
- In complying with applicable laws and regulations, Dowling & Yahnke maintains physical, electronic, and procedural safeguards to protect personal information.

- In order to implement strategies and transactions, the Firm may be required to provide confidential information to non-affiliated third parties, such as broker-dealers, tax professionals, attorneys, bankers, and other investment related businesses with which clients conduct business. In such situations, the Firm provides only the information required to implement the strategy or transaction.
- All third-party service providers requiring access to confidential information must maintain appropriate security measures to protect such confidential information consistent with applicable state and federal regulations.
- The Firm continuously reviews the protection of confidential information and provides ongoing, firm-wide education and training regarding confidential information.

### **Security Claims Class Action Litigation**

Dowling & Yahnke has engaged a third-party service provider, Chicago Clearing Corporation (CCC), to monitor and file securities claims class action litigation paperwork with claims administrators on behalf of the Firm's clients. When a claim is settled, and payments are awarded to Dowling & Yahnke clients, it may be necessary to share client information, such as name and account number, with CCC in connection with this service.

Dowling & Yahnke does not receive any fees or remuneration in connection with this service nor does it receive any fees from the third-party provider(s). CCC earns a fee based on a flat percentage of all claims it collects on behalf of Dowling & Yahnke clients. This fee is collected and retained by CCC out of the claims paid by the claim administrator.

Clients may opt out of this service at any time. If a client opts out, Dowling & Yahnke does not have an obligation to advise or take any action on behalf of a client with regard to class action litigation involving investments held in or formerly held in a client's account.

### **Serving on Advisory Boards**

From time to time, Access Persons are asked to serve on advisory boards of major service providers utilized by the Firm. In such situations, all advisory board members enter into nondisclosure agreements under which they agree not to disclose confidential information shared amongst the board members. The Firm's policy is that the Access Person is not compensated for serving on an advisory board. Nonetheless, some vendors may pay for or reimburse the board members' travel, lodging, meals, and other incidental expenses associated with attending board meetings. Serving in an advisory board member role in no way influences the Firm's vendor selection process. Vendor selection is based on thorough analysis including cost, quality of service and support, business focus, and reputation. The Firm views advisory board positions as an opportunity to promote the Firm's objective to better serve its clients and to raise the standard of services across the industry.

Employees are encouraged to support the local community, including serving on boards, becoming a committee member, and being an officer of 501(c)3 nonprofit organizations. Nonetheless, employees serving in such a capacity must be aware of potential conflicts of interest, such as when the organization is evaluating potential investment advisors, and when one's responsibilities could impact the Firm's custody status (this would include the position's ability to disburse funds if the Firm is managing assets of the nonprofit organization). Therefore,

employees are required to inform the CCO of all involvement as a board member, officer, or decision maker at a nonprofit entity. Employees will recuse themselves from any decision making where there is a potential conflict of interest. Additionally, Employees will not assume responsibilities where they have the ability to disburse funds for organizations with assets managed by the Firm.

Employees also can be in positions of influence with for-profit firms, whether such relationship is financial or serving as a decision-maker at the firm. In situations where the Employee has more than a 10% ownership stake in the firm, is a director, and/or is an officer, such relationship will be disclosed to the CCO. Employees will recuse themselves from the decision making at the for-profit firm which would potentially put them in a conflict of interest with the Firm and avoid situations which could change the Firm's custody status due to the employee's ability to disburse funds.

**BROCHURE SUPPLEMENT**  
**(PART 2B OF FORM ADV)**

**SUPERVISED PERSONS**

Dale Edward Yahnke  
William Giles Beamer  
Alana Christine Asmussen  
Michael Scott Brown  
Raymond Mark Wernig, Jr.  
Gregory James Richardson  
Jacqueline Ann Bell  
Jacob Thomas Erlendson  
Brett Ryan Pernicano  
Grant Allan Webster  
Matthew Ross Adams  
Anna Elizabeth Diaz  
Kelly Ann Feldmann  
Aria Kojima Krumwiede  
Elias Franchesco Vera  
Jeffrey Michael Gohsler  
Hunter Pearson Daniel

**DOWLING & YAHNKE, LLC**

**12265 El Camino Real, Suite 300**  
**San Diego, CA 92130**

**(858) 509-9500**

**July 1, 2019**

This Brochure Supplement provides information on the above referenced supervised persons that supplements the Dowling & Yahnke, LLC (Firm or Dowling & Yahnke) Part 2A Form ADV: Firm Brochure. You should have received a copy of the Firm Brochure Material Changes. Please contact Karrol Gibbs at (858) 509-9500 if you did not receive Dowling & Yahnke's Brochure or if you have any questions about the contents of this supplement.

Additional information about Dale Yahnke, William Beamer, Alana Asmussen, Michael Brown, Jacqueline Bell, Jacob Erlendson, Gregory Richardson, Brett Pernicano, Grant Webster, Raymond Wernig, Jr., Matthew Adams, Anna Diaz, Kelly Feldmann, Aria Krumwiede, Elias Vera, Jeffrey Gohsler, and Hunter Daniel is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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# MINIMUM QUALIFICATIONS FOR PROFESSIONAL DESIGNATIONS

## **CFA - CHARTERED FINANCIAL ANALYST**

The Chartered Financial Analyst (CFA) charter is a globally respected, graduate-level investment credential established in 1962 and awarded by the CFA Institute, the largest global association of investment professionals.

There are currently more than 150,000 CFA charterholders working in 163 countries. To earn the CFA charter, candidates must (1) pass three sequential, six-hour examinations, (2) have at least four years of qualified professional investment experience, (3) join CFA Institute as members, and (4) commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct.

### **High Ethical Standards**

The CFA Institute Code of Ethics and Standards of Professional Conduct, enforced through an active professional conduct program, require CFA charterholders to:

- Place the integrity of the investment profession and the interests of clients ahead of their own personal interests
- Maintain independence and objectivity
- Act with integrity, competence, and respect
- Maintain and improve their professional competence
- Disclose conflicts of interest and legal matters

### **Global Recognition**

Passing the three CFA exams is a difficult feat that requires extensive study (successful candidates report spending over 300 hours of study per exam level). Earning the CFA charter demonstrates mastery of many of the advanced skills needed for investment analysis and decision making in today's quickly evolving global financial industry. As a result, employers and clients are increasingly seeking CFA charterholders, often making the charter a prerequisite for employment.

Additionally, regulatory bodies in 40 countries recognize the CFA charter as a proxy for meeting certain licensing requirements. More than 550 colleges and universities around the world have incorporated a majority of the CFA Program curriculum into their own finance courses.

### **Comprehensive and Current Knowledge**

The CFA Program curriculum provides a comprehensive framework of knowledge for investment decision making and is firmly grounded in the knowledge and skills used every day in the investment profession. The three levels of the CFA Program test a proficiency with a wide range of fundamental and advanced investment topics, including ethical and professional standards, fixed-income and equity analysis, quantitative methods, corporate finance, alternative and derivative investments, economics, financial reporting and analysis, portfolio management, and wealth planning.

The CFA Program curriculum is updated every year by experts from around the world. Such updates ensure that candidates learn the most relevant and practical new tools, ideas, and investment wealth management skills to reflect the dynamic and complex nature of the profession.

To learn more about the CFA charter, visit [www.cfainstitute.org](http://www.cfainstitute.org).

## **CFP® - CERTIFIED FINANCIAL PLANNER™**

The CERTIFIED FINANCIAL PLANNER™ (CFP®) certification is a voluntary certification that is recognized in the United States and a number of other countries for its (1) high standard of professional education, (2) stringent code of conduct and standards of practice, and (3) ethical requirements that govern professional engagements with clients. Currently, more than 83,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- **Education Requirement:** Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services and attain a bachelor's degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- **CFP® Certification Examination Requirement:** The examination, administered in two three-hour sessions over one day, includes case studies and client scenarios designed to assess one's ability to integrate and apply a broad base of financial planning knowledge in the context of real-life financial planning situations;
- **Experience Requirement:** Complete 6,000 hours of professional experience related to the financial planning process, or 4,000 hours of Apprenticeship experience that meets additional requirements; and
- **Ethics Requirement:** Agree to adhere to the high standards of ethics and practice outlined in the CFP Board's Standards of Professional Conduct and to acknowledge CFP Board's right to enforce them through its Disciplinary Rules and Procedures. This demonstrates to the public one's agreement to provide personal financial planning in the client's best interest and to act in accordance with the highest ethical and professional standards for the practice of financial planning.

### **Ethics and Continuing Education**

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Complete thirty hours of continuing education hours every two years, including two hours on the Code of Ethics and other parts of the Standards of Professional Conduct, to maintain competence and keep up with developments in the financial planning field;

- Complete a Certification Application every two years, which includes an acknowledgement of voluntary adherence to the terms and conditions of certifications with the CFP Board. The CFP Board monitors CFP® professionals' ongoing compliance with its ethical standards in addition to investigating consumer complaints, reviewing reports from other regulatory bodies and the press, and searching FINRA's Central Registration Depository system; and
- Pay an annual certification fee.

To learn more about the CFP® Certification, visit <http://www.cfp.net>.

## **CPA - CERTIFIED PUBLIC ACCOUNTANT**

Certified Public Accountant (CPA) is the statutory title of qualified accountants in the United States who have passed the Uniform Certified Public Accountant Examination (Uniform CPA Exam) and have met additional state education and experience requirements for certification as a CPA. The CPA was established in law in 1896.

The requirements for licensure as a CPA, which are set by each state's board of accountancy, include completing a program of study in accounting at a college or university, passing the Uniform CPA Exam, and obtaining a specific amount of professional work experience in public accounting (the required amount and type of experience varies according to licensing jurisdiction).

One of the world's leading licensing examinations, the Uniform CPA Examination, serves to protect the public interest by helping to ensure that only qualified individuals become licensed as CPAs. The Uniform CPA Exam is set by the American Institute of Certified Public Accountants and administered by the National Association of State Boards of Accountancy. Eligibility to sit for the Uniform CPA Exam is determined by individual state boards of accountancy. Typically, the requirement is a U.S. bachelor's degree including a minimum number of qualifying credit hours in accounting and business administration with an additional one-year study.

The subject matter areas covered by the Uniform CPA Exam include:

- **Auditing and Attestation** - Planning the engagement, internal controls, obtaining and documenting information, reviewing engagements and evaluating information, and preparing communications.
- **Financial Accounting and Reporting** - Concepts and standards for financial statements, typical items in financial statements, specific types of transactions and events, accounting and reporting for governmental agencies, and accounting and reporting for non-governmental and not-for-profit organizations.
- **Regulation** - Ethics and professional responsibility, business law, federal tax procedures and accounting issues, federal taxation of property transactions, federal taxation — individuals, and federal taxation — entities.
- **Business Environment and Concepts** - Business structures, economic concepts, financial management, information technology, and planning and measurement.

The Uniform CPA Exam tests primarily understanding and the ability to apply authoritative literature—such as auditing and accounting standards, the Uniform Commercial Code, and the Internal Revenue Code—that are universally adopted by all U.S. jurisdictions or are federal in nature.

### **Ethics and Continuing Professional Education (CPE)**

Approximately 35 of the state boards of accountancy now require applicants for CPA status to complete a special examination on ethics. Many states require that the ethics course include a review of that state's specific rules for professional practice.

CPAs are required to take continuing education courses in order to renew their license. Requirements vary by state, but the majority of states require 120 hours of CPE every three years with a minimum of 20 hours per calendar year. As part of the CPE requirement, most states require their CPAs to take an ethics course during every renewal period.

To learn more about the CPA designation, visit <http://www.AICPA.org>.

### **CDFA® - CHARTERED DIVORCE FINANCIAL ANALYST®**

The Chartered Divorce Financial Analyst® designation is issued by The Institute for Divorce Financial Analysts (IDFA™), which is a national organization dedicated to the certification, education, and promotion of the use of financial professionals in the divorce arena. This designation is awarded to individuals who successfully complete the IDFA™ initial and ongoing certification requirements.

Founded in 1993, IDFA™ provides specialized training to accounting, financial, and legal professionals in the field of pre-divorce financial planning. Over the years, IDFA™ has certified more than 5,000 professionals in the U.S. and Canada as Certified Divorce Financial Analyst® professionals.

The CDFA® designation is available to individuals who have a minimum of three years' experience as a financial professional, accountant, or matrimonial lawyer and a four-year bachelor's degree from an accredited university.

To acquire the designation, candidates must successfully pass all exams and be in good standing with their broker dealer (if applicable) and the FINRA/SEC or other licensing or regulatory agency.

To earn the designation, the participant must complete a series of self-study course modules and pass an examination for each module. The American module topics are:

- Fundamentals of divorce
- Financial issues of divorce
- Tax issues of divorce
- Working as a CDFA®: case studies

### **Continuing Education (CE)**

To retain the Certified Divorce Financial Analyst® designation, a CDFA® must obtain fifteen divorce-related hours of Continuing Education (CE) every two years, remain in good standing with the IDFA™, and keep his/her dues current.

To learn more about the CDFA® designation, visit [www.institutedfa.com](http://www.institutedfa.com).

### **CEPA – CERTIFIED EXIT PLANNING ADVISOR**

The Certified Exit Planning Advisor (CEPA) designation is an intensive 4-day executive MBA-style program and is the most widely accepted and endorsed professional exit planning program in the world. The Exit Planning Institute is the only organization that offers the Certified Exit Planning Advisor Program and qualifies for continuing education credits with twelve major professional associations, making it the most widely accepted and endorsed professional exit planning program in the world. Currently, more than 800 individuals worldwide have completed the curriculum and are certified.

#### **About the CEPA Program**

The Certified Exit Planning Advisor program was specifically designed for business advisors who work closely with owners of privately held companies. The organizing principle of the program is Master Planning, the alignment of the three legs of the stool (business, personal, financial), which is executed through the implementation of a process called the Value Acceleration Methodology™. Using an executive MBA-style format, the program includes a combination of lectures, group discussions, case studies and individual exercises to introduce participants to these concepts and to reinforce skills. The program is taught by the Exit Planning Institute's faculty of advisors, who are all sought after subject matter experts and authors.

To receive the CEPA designation, a candidate must complete a rigorous 4-day program that involves approximately one hundred hours of pre-course study, thirty hours of classroom instruction, and the successful completion of a 3-hour proctored exam.

#### **About the Exit Planning Institute**

The Exit Planning Institute delivers interactive education and training, performance-enhancing resources, and strategic tools designed to enhance the exit planning profession. Formed in 2005 to serve the educational and resource needs of wealth managers, financial planners, accountants, management consultants, attorneys, M&A advisors, commercial lenders, and other business advisors, the Institute is considered the standard trendsetter in the field of exit planning. It is the only organization that offers the Certified Exit Planning Advisor (CEPA) program which qualifies for continuing educational credits with twelve major professional associations, making it the most widely accepted and endorsed professional exit planning program in the world.

The Exit Planning Institute serves as a platform for creating awareness, advisor collaboration, innovative learning, continuing education, defining methodology, research, thought leadership, and practice development. Certified Exit Planning Advisors help to identify, protect, build, harvest and manage wealth to assist business owners and their families through an ownership transition.

To learn more about the Exit Planning Institute, please visit [www.Exit-Planning-Institute.org](http://www.Exit-Planning-Institute.org).

### **MPAS<sup>SM</sup> - MASTER PLANNER ADVANCED STUDIES<sup>SM</sup>**

Individuals who hold the MPAS<sup>SM</sup> designation have completed a Master of Science degree with a major in personal financial planning. The program consists of 36 to 43 semester credits and delves deeply into personal financial planning or investment-related content using research-based coursework and real-world case studies. Graduates of the program are required to demonstrate critical thinking skills and complex problem-solving techniques. Additionally, individuals must complete assignments, projects, research, and papers and meet all graduation requirements for the Master of Science degree.

#### **Ethics and Continuing Education**

All designees have agreed to adhere to the Standards of Professional Conduct and are subject to a disciplinary process.

Designees renew their designation every two years by completing 40 hours of content-specific continuing education, reaffirming adherence to the Standards of Professional Conduct, and complying with self-disclosure requirements.

To learn more about the MPAS<sup>SM</sup> designation, visit <http://www.cffpdesignations.com/Designation/MPAS>.

### **ChFC<sup>®</sup> - CHARTERED FINANCIAL CONSULTANT<sup>®</sup>**

The ChFC<sup>®</sup> designation has been a mark of excellence for financial planners for over thirty years and currently requires more courses than any other financial planning credential. The curriculum covers extensive education and application training in all aspects of financial planning, income taxation, investments, and estate and retirement planning.

To attain the right to use the ChFC<sup>®</sup> marks, an individual must satisfactorily fulfill the following requirements:

- **Education Requirements:** ChFC<sup>®</sup> candidates must complete eight college-level courses. The required courses include *Financial Planning: Process and Environment*; *Fundamentals of Insurance Planning*; *Income Taxation*; *Planning for Retirement Needs*; *Investments*; *Fundamentals of Estate Planning*; *Personal Financial Planning*; and *Contemporary Applications in Financial Planning*.
- **ChFC<sup>®</sup> Examination Requirements:** Eight closed-book, course-specific, proctored exams;
- **Experience Requirements:** Candidates are required to have three-years of full-time, relevant business experience; and
- **Ethics Requirements:** Must adhere to The American College's Code of Ethics, which includes the following professional pledge: "I shall, in light of all conditions surrounding those I serve, which I shall make every conscientious effort to ascertain and understand, render that service which, in the same circumstances, I would apply to myself."

### **Ethics and Continuing Education (CE)**

To retain the Chartered Financial Consultant® designation, a ChFC® must complete the Professional Recertification Program. Designees are required to obtain thirty hours of continuing education every two years, with at least one hour of ethics CE required as part of that total. Annually, designees must recommit to The American College of Financial Services standard of ethics, reconfirm client-facing status, update their contact information, and pay the membership fee.

To learn more about the ChFC® designation, visit [www.TheAmericanCollege.edu/ChFC](http://www.TheAmericanCollege.edu/ChFC).

### **CLU® - CHARTERED LIFE UNDERWRITER®**

The CLU® designation is one of the oldest and most respected credentials in financial services, dating back to the late 1920s. It represents a thorough understanding of a broad array of personal risk management and life insurance planning issues and stresses ethics, professionalism, and in-depth knowledge in the delivery of financial advice.

To attain the right to use the CLU® marks, an individual must satisfactorily fulfill the following requirements:

- **Education Requirements:** CLU® candidates must complete eight college-level courses, five required and three electives. The required courses include *Fundamentals of Insurance Planning*, *Individual Life Insurance*, *Life Insurance Law*, *Fundamentals of Estate Planning*, and *Planning for Business Owners and Professionals*. Elective topics cover financial planning, health insurance, income taxation, group benefits, investments, and retirement planning.
- **CLU® Examination Requirements:** Eight closed-book, course-specific proctored exams;
- **Experience Requirements:** Candidates are required to have three-years of full-time, relevant business experience; and
- **Ethics Requirements:** Must adhere to The American College's Code of Ethics, which includes the following professional pledge: "I shall, in light of all conditions surrounding those I serve, which I shall make every conscientious effort to ascertain and understand, render that service which, in the same circumstances, I would apply to myself."

### **Ethics and Continuing Education (CE)**

To retain the Chartered Life Underwriter® designation, a CLU® must complete the Professional Recertification Program. Designees are required to obtain thirty hours of continuing education every two years, with at least one hour of ethics CE required as part of that total. Annually, designees must recommit to The American College of Financial Services standard of ethics, reconfirm client-facing status, update their contact information, and pay the membership fee.

To learn more about the CLU® designation, visit [www.TheAmericanCollege.edu/CLU](http://www.TheAmericanCollege.edu/CLU).

DALE EDWARD YAHNKE, CFA, CFP®

Year of Birth: 1956

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BA Degree in Economics, Claremont McKenna College 1979

MBA with emphasis in Finance, San Diego State University 1985

CFP®, CERTIFIED FINANCIAL PLANNER™, College for Financial Planning 1986

CFA, Chartered Financial Analyst, Institute of Chartered Financial Analysts 1992

### **Business Experience:**

Chief Executive Officer, Dowling & Yahnke, LLC (September 2016 - Present)

Co-Founder/Principal, Dowling & Yahnke, LLC (May 1991 - Present)

Financial Analyst, Gray, Cary, Ames & Frye law firm (now known as DLA Piper)  
(June 1985 - June 1991)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Yahnke has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Yahnke is not actively engaged in any investment-related business or occupation. Additionally, Mr. Yahnke does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Yahnke does not receive an economic benefit from other business activities.

## **SUPERVISION**

Dale Yahnke is a principal of the Firm and, as such, does not have an immediate supervisor. His investment recommendations are monitored during the periodic compliance review process. Mr. Yahnke's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Yahnke's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

WILLIAM GILES BEAMER, CFA, CFP®

Year of Birth: 1970

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BA Degree in History, Duke University 1993

MBA Degree, Harvard University 1999

CFA, Chartered Financial Analyst, Association for Investment Management & Research (AIMR) 2003

CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 2005

### **Business Experience:**

President, Dowling & Yahnke, LLC (November 2013 - Present)

Chief Investment Officer, Dowling & Yahnke, LLC (October 2009 - Present)

Lead Advisor/Principal, Dowling & Yahnke, LLC (October 2007 - Present)

Portfolio Manager, Dowling & Yahnke, LLC (February 2002 - September 2007)

Consultant, Bain & Company, Inc. (August 1999 - January 2002)

Surface Warfare Officer (Lieutenant, junior grade), *USS David R. Ray* (DD971), United States Navy (May 1993 - May 1997)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Beamer has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Beamer is not actively engaged in any investment-related business or occupation. Additionally, Mr. Beamer does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Beamer does not receive an economic benefit from other business activities.

## **SUPERVISION**

William Beamer is a principal of the Firm and, as such, does not have an immediate supervisor. His investment recommendations are monitored during the periodic compliance review process. Mr. Beamer's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Beamer's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

ALANA CHRISTINE ASMUSSEN, CFA, CFP®

Year of Birth: 1969

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BBA Degree in Economics, University of Iowa 1992

MSBA Degree in Financial & Tax Planning, San Diego State University 1994

CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 1996

CFA, Chartered Financial Analyst, Association for Investment Management & Research (AIMR) 1999

### **Business Experience:**

Lead Advisor/Principal, Dowling & Yahnke, LLC (April 2015 - Present)

Director/Portfolio Manager, Dowling & Yahnke, LLC (December 2011 - March 2015)

Portfolio Manager, Dowling & Yahnke, LLC (January 1995 - December 2011)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Ms. Asmussen has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of her activities at Dowling & Yahnke, Ms. Asmussen is not actively engaged in any investment-related business or occupation. Additionally, Ms. Asmussen does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of her time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from her employment at Dowling & Yahnke, Ms. Asmussen does not receive an economic benefit from other business activities.

## **SUPERVISION**

Alana Asmussen reports to and is supervised by William Beamer (Principal; (858) 509-9500). Ms. Asmussen's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Ms. Asmussen's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Ms. Asmussen's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

MICHAEL SCOTT BROWN, CFA, CFP<sup>®</sup>, CPA

Year of Birth: 1974

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BS Degree in Accounting, summa cum laude, Oakland University 1997  
CPA, Certified Public Accountant (Michigan license 1999, Florida license 2005,  
California license 2014)

MBA Degree, Kellogg School of Management, Northwestern University 2008

CFA, Chartered Financial Analyst, CFA Institute 2011

CFP<sup>®</sup>, CERTIFIED FINANCIAL PLANNER<sup>™</sup>, Certified Financial Planner Board of  
Standards 2014

### **Business Experience:**

Lead Advisor/Principal, Dowling & Yahnke, LLC (April 2015 - Present)

Senior Portfolio Manager, Dowling & Yahnke, LLC (June 2012 - March 2015)

Partner, Deloitte & Touche LLP (September 1997 - June 2012)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Brown has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Brown is not actively engaged in any investment-related business or occupation. Additionally, Mr. Brown does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Brown does not receive an economic benefit from other business activities.

## **SUPERVISION**

Michael Brown reports to and is supervised by William Beamer (Principal; (858) 509-9500).

Mr. Brown's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Brown's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Brown's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

RAYMOND MARK WERNIG, JR., CFP®

Year of Birth: 1981

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BS Degree in Political Science, United States Naval Academy 2004

MPS Degree in Leadership, Education, and Development (LEAD), University of Maryland,  
College Park 2009

MA Degree in National Security and Strategic Studies, United States Naval War College 2011

CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 2016

MBA Degree in Finance, University of California, San Diego 2018

### **Business Experience:**

Lead Advisor/Principal, Dowling & Yahnke, LLC (July 2019 to Present)

Lead Advisor, Dowling & Yahnke, LLC (May 2017 – June 2019)

Portfolio Management Associate, Dowling & Yahnke, LLC (February 2015 - April 2017)

Surface Warfare Officer, United States Navy (May 2004 - April 2015)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Wernig has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Wernig is not actively engaged in any investment-related business or occupation. Additionally, Mr. Wernig does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Wernig serves as a Lieutenant Commander in the United States Navy Reserve and earns additional compensation in this capacity.

## **SUPERVISION**

Raymond Wernig, Jr. reports to and is supervised by Alana Asmussen (Principal; (858) 509-9500). Mr. Wernig's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Wernig's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Wernig's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

GREGORY JAMES RICHARDSON, CFP<sup>®</sup>, MPAS<sup>SM</sup>

Year of Birth: 1980

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

Spanish Language and Culture Program, Universidad Complutense de Madrid 2001

BA Degree in Economics, University of California, San Diego 2002

CFP<sup>®</sup>, CERTIFIED FINANCIAL PLANNER<sup>™</sup>, Certified Financial Planner Board of Standards 2005

MS in Personal Financial Planning, College for Financial Planning 2009

MPAS<sup>SM</sup>, Master Planner Advanced Studies<sup>SM</sup>, College for Financial Planning 2009

### **Business Experience:**

Lead Advisor/Principal, Dowling & Yahnke, LLC (July 2019 to Present)

Lead Advisor, Dowling & Yahnke, LLC (July 2014 - June 2019)

Wealth Advisor, Halpern Financial, Inc. (September 2010 - July 2014)

Financial Advisor, Harrison-de Charon, LLC (July 2008 - September 2010)

Partner/Financial Planner, Cullington Hill Advisors, Inc. (September 2002 - May 2008)

Tax Preparation Internship, Lindsay & Brownell, LLP (January 2002 - September 2002)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Richardson has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Richardson is not actively engaged in any investment-related business or occupation. Additionally, Mr. Richardson does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Richardson does not receive an economic benefit from other business activities.

## **SUPERVISION**

Gregory Richardson reports to and is supervised by Michael Brown (Principal; (858) 509-9500). Mr. Richardson's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Richardson's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Richardson's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

JACQUELINE ANN BELL, CFA, CFP®

Year of Birth: 1967

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BA Degree, magna cum laude, in History and Science, Harvard University 1989  
CFA, Chartered Financial Analyst, Institute of Chartered Financial Analysts 1994  
CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 2008

### **Business Experience:**

Lead Advisor, Dowling & Yahnke, LLC (December 2011 - Present)  
Portfolio Manager, Dowling & Yahnke, LLC (February 2007 - December 2011)  
Managing Director/Portfolio Manager, Merrill Lynch Investment Managers, investment management subsidiary of Merrill Lynch & Co., Inc. (now owned by BlackRock, Inc.) (September 1996 - August 2006)  
Vice President/Analyst, Harbor Capital Management (1994 - 1996)  
Analyst, The Boston Company (now a subsidiary of Mellon Financial Corp.) (1989 - 1994)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Ms. Bell has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of her activities at Dowling & Yahnke, Ms. Bell is not actively engaged in any investment-related business or occupation. Additionally, Ms. Bell does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of her time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from her employment at Dowling & Yahnke, Ms. Bell does not receive an economic benefit from other business activities.

## **SUPERVISION**

Jacqueline Bell reports to and is supervised by Alana Asmussen (Principal; (858) 509-9500). Ms. Bell's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Ms. Bell's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Ms. Bell's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

JACOB THOMAS ERLENDSON, CFA, CFP®

Year of Birth: 1981

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BA Degree in Economics, University of California San Diego 2005

CFA, Chartered Financial Analyst, CFA Institute 2012

CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 2013

### **Business Experience:**

Lead Advisor, Dowling & Yahnke, LLC (February 2014 - Present)

Assistant Portfolio Manager, Dowling & Yahnke, LLC (September 2008 - January 2014)

Investment Associate, Dowling & Yahnke, LLC (January 2006 - August 2008)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Erlendson has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Erlendson is not actively engaged in any investment-related business or occupation. Additionally, Mr. Erlendson does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Erlendson does not receive an economic benefit from other business activities.

## **SUPERVISION**

Jacob Erlendson reports to and is supervised by Michael Brown (Principal; (858) 509-9500). Mr. Erlendson's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Erlendson's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Erlendson's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

BRETT RYAN PERNICANO, CFA, CFP®, CDFIA®, CHFC®, CLU®  
Year of Birth: 1982

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BA Degree in Business Administration with emphasis in Finance, University of Washington, Seattle 2005

CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 2011

ChFC®, Chartered Financial Consultant®, The American College 2013

CLU®, Chartered Life Underwriter®, The American College 2013

CFA, Chartered Financial Analyst, CFA Institute 2018

CDFIA®, Certified Divorce Financial Analyst®, Institute for Divorce Financial Analysts 2018

### **Business Experience:**

Lead Advisor, Dowling & Yahnke, LLC (October 2014 - Present)

Financial Advisor, Burnham Gibson Financial (June 2010 - October 2014)

Financial Consultant, AXA Advisors (August 2005 - June 2010)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Pernicano has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Pernicano is not actively engaged in any investment-related business or occupation. Additionally, Mr. Pernicano does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Pernicano does not receive an economic benefit from other business activities.

## **SUPERVISION**

Brett Pernicano reports to and is supervised by Alana Asmussen (Principal; (858) 509-9500). Mr. Pernicano's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Pernicano's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Pernicano's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

GRANT ALLAN WEBSTER, CFP®, CDFA®

Year of Birth: 1985

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BS Degree in Business Administration with emphasis in Finance, University of Arizona 2008

MSBA Degree in Financial & Tax Planning, San Diego State University 2009

CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 2011

CDFA®, Certified Divorce Financial Analyst®, Institute for Divorce Financial Analysts 2018

### **Business Experience:**

Lead Advisor, Dowling & Yahnke, LLC (August 2016 - Present)

Senior Wealth Manager, AKT Wealth Advisors (February 2012 - July 2016)

Relationship Manager, United Capital Financial Advisers (November 2010 - February 2012)

Associate Advisor, Honeycutt Smith and Associates (May 2008 - October 2010)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Webster has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Webster is not actively engaged in any investment-related business or occupation. Additionally, Mr. Webster does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Webster does not receive an economic benefit from other business activities.

## **SUPERVISION**

Grant Webster reports to and is supervised by Michael Brown (Principal; (858) 509-9500). Mr. Webster's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Webster's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Webster's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

MATTHEW ROSS ADAMS, CFP<sup>®</sup>, CPA, CDF<sup>®</sup>

Year of Birth: 1980

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BA Degree in Business Economics and Accounting, cum laude, University of California, Santa Barbara 2002

CPA, Certified Public Accountant, California Board of Accountancy 2007

CFP<sup>®</sup>, CERTIFIED FINANCIAL PLANNER<sup>™</sup>, Certified Financial Planner Board of Standards 2015

CDFA<sup>®</sup>, Certified Divorce Financial Analyst<sup>®</sup>, Institute for Divorce Financial Analysts 2018

### **Business Experience:**

Lead Advisor, Dowling & Yahnke, LLC (June 2017 - Present)

Wealth Manager, Aspiriant (formerly Hokanson Associates) (February 2013 - May 2017)

Owner, Adams Advisory LLC (September 2011 - February 2013)

Finance Manager, CareFusion (April 2009 - September 2011)

Audit Manager, Deloitte & Touche LLP (September 2002 - January 2009)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Adams has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Adams is not actively engaged in any investment-related business or occupation. Additionally, Mr. Adams does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Adams does not receive an economic benefit from other business activities.

## **SUPERVISION**

Matthew Adams reports to and is supervised by Alana Asmussen (Principal; (858) 509-9500). Mr. Adams' work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Adams' compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Adams' security holdings and trades to ensure compliance with the Firm's Code of Ethics.

## ANNA ELIZABETH DIAZ, CFP®, CEPA

Year of Birth: 1980

### **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

#### **Educational Background:**

BA Degree in Financial Services, San Diego State University 2002

Executive Program in Investment Strategies and Portfolio Management, The Wharton School,  
University of Pennsylvania 2009

CFP®, Certified Financial Planner™, Certified Financial Planner Board of Standards 2011

CEPA, Certified Exit Planning Advisor, Exit Planning Institute 2019

#### **Business Experience:**

Lead Advisor, Dowling & Yahnke, LLC (November 2018 - Present)

Private Client Advisor, U.S. Trust (June 2007 - November 2018)

Private Client Manager, US Trust/Bank of America Private Wealth (September 2002 -  
June 2007)

Teller/Branch Operations Manager/Personal Banker, Bank of America (October 1997 -  
September 2002)

### **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Ms. Diaz has no information required to be disclosed under this Item.

### **OTHER BUSINESS ACTIVITIES**

Outside of her activities at Dowling & Yahnke, Ms. Diaz is not actively engaged in any investment-related business or occupation. Additionally, Ms. Diaz does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e. more than 10%) of her time or income.

### **ADDITIONAL COMPENSATION**

Outside of the compensation earned from her employment at Dowling & Yahnke, Ms. Diaz does not receive an economic benefit from other business activities.

### **SUPERVISION**

Anna Diaz reports to and is supervised by Michael Brown (Principal; (858) 509-9500). Ms. Diaz's work is monitored through office communications (written and verbal) and electronic review.

Work is further reviewed during periodic, company-wide investment performance reviews. Ms. Diaz's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Ms. Diaz's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

## ARIA KOJIMA KRUMWIEDE, CFA

Year of Birth: 1990

### **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

#### **Educational Background:**

BA Degree in Economics, Claremont McKenna College 2012

MA Degree in Finance, Claremont McKenna College 2013

CFA, Chartered Financial Analyst, CFA Institute 2018

#### **Business Experience:**

Lead Advisor, Dowling & Yahnke, LLC (June 2019 – Present)

Associate Advisor, Dowling & Yahnke, LLC (October 2018 - May 2019)

Investor Associate, J.P. Morgan Private Bank (July 2016 - September 2018)

Analyst, J.P. Morgan Private Bank (July 2013 - June 2016)

### **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Ms. Krumwiede has no information required to be disclosed under this Item.

### **OTHER BUSINESS ACTIVITIES**

Outside of her activities at Dowling & Yahnke, Ms. Krumwiede is not actively engaged in any investment-related business or occupation. Additionally, Ms. Krumwiede does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of her time or income.

### **ADDITIONAL COMPENSATION**

Outside of the compensation earned from her employment at Dowling & Yahnke, Ms. Krumwiede does not receive an economic benefit from other business activities.

### **SUPERVISION**

Aria Krumwiede reports to and is supervised by Alana Asmussen (Principal; (858) 509-9500). Ms. Krumwiede's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Ms. Krumwiede's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Ms. Krumwiede's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

KELLY ANN FELDMANN, CFP®

Year of Birth: 1987

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BS Degree in Business Administration with emphasis in Finance, San Diego State University 2009

MBA Degree, San Diego State University 2016

CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 2018

### **Business Experience:**

Financial Planner, Dowling & Yahnke, LLC (March 2018 - Present)

Financial Planner, Donnelly Wealth Advisors (July 2016 - March 2018)

Intern, Max L. Perlatti & Associates (January 2016 - May 2016)

Intern, Define Financial (January 2015 - December 2015)

Senior Recruiter, Daymon Worldwide (September 2009 - August 2014)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Ms. Feldmann has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of her activities at Dowling & Yahnke, Ms. Feldmann is not actively engaged in any investment-related business or occupation. Additionally, Ms. Feldmann does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of her time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from her employment at Dowling & Yahnke, Ms. Feldmann does not receive an economic benefit from other business activities.

## **SUPERVISION**

Kelly Feldmann reports to and is supervised by Gregory Richardson (Lead Advisor; (858) 509-9500). Ms. Feldmann's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Ms. Feldmann's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Ms. Feldmann's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

ELIAS FRANCHESCO VERA, CFA, CFP®

Year of Birth: 1977

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Educational Background:**

BA Degree in Business Economics, University of California, Los Angeles 1999

MSBA with emphasis in Finance, San Diego State University 2005

CFA, Chartered Financial Analyst, CFA Institute 2012

CFP®, CERTIFIED FINANCIAL PLANNER™, Certified Financial Planner Board of Standards 2015

### **Business Experience:**

Portfolio Management Analyst, Dowling & Yahnke, LLC (July 2011 - Present)

Investment Associate, Dowling & Yahnke, LLC (February 2007 - June 2011)

Equity Trader/Purchase & Sales Specialist, First Allied Securities, Inc. (April 2000 - February 2007)

## **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Vera has no information required to be disclosed under this Item.

## **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Vera is not actively engaged in any investment-related business or occupation. Additionally, Mr. Vera does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

## **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Vera does not receive an economic benefit from other business activities.

## **SUPERVISION**

Elias Vera reports to and is supervised by Jacob Erlendson (Lead Advisor; (858) 509-9500). Mr. Vera's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Vera's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Vera's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

## JEFFREY MICHAEL GOHSLER, CFA

Year of Birth: 1984

### **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

#### **Educational Background:**

BS Degree in Corporate Finance, San Diego State University 2006

CFA, Chartered Financial Analyst, CFA Institute 2012

#### **Business Experience:**

Portfolio Management Analyst, Dowling & Yahnke, LLC (July 2011 - Present)

Investment Associate, Dowling & Yahnke, LLC (February 2007 - June 2011)

### **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Gohsler has no information required to be disclosed under this Item.

### **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Gohsler is not actively engaged in any investment-related business or occupation. Additionally, Mr. Gohsler does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

### **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Gohsler does not receive an economic benefit from other business activities.

### **SUPERVISION**

Jeffrey Gohsler reports to and is supervised by Jacob Erlendson (Lead Advisor; (858) 509-9500). Mr. Gohsler's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Gohsler's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Gohsler's security holdings and trades to ensure compliance with the Firm's Code of Ethics.

## HUNTER PEARSON DANIEL, CFA

Year of Birth: 1987

### **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

#### **Educational Background:**

BS Degree in Finance, Humboldt State University 2011

CFA, Chartered Financial Analyst, CFA Institute 2018

#### **Business Experience:**

Portfolio Management Analyst, Dowling & Yahnke, LLC (October 2017 - Present)

Senior Analyst, Goldman Sachs (July 2014 - October 2017)

### **DISCIPLINARY INFORMATION**

Dowling & Yahnke is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each investment person providing advice to you. Mr. Daniel has no information required to be disclosed under this Item.

### **OTHER BUSINESS ACTIVITIES**

Outside of his activities at Dowling & Yahnke, Mr. Daniel is not actively engaged in any investment-related business or occupation. Additionally, Mr. Daniel does not engage in other business activities outside of this position at Dowling & Yahnke which represent a substantial source (i.e., more than 10%) of his time or income.

### **ADDITIONAL COMPENSATION**

Outside of the compensation earned from his employment at Dowling & Yahnke, Mr. Daniel does not receive an economic benefit from other business activities.

### **SUPERVISION**

Hunter Daniel reports to and is supervised by Jacob Erlendson (Lead Advisor; (858) 509-9500). Mr. Daniel's work is monitored through office communications (written and verbal) and electronic review. Work is further reviewed during periodic, company-wide investment performance reviews. Mr. Daniel's compliance-related activities are supervised by Karrol Gibbs (Chief Compliance Officer and Director of Operations; (858) 509-9500). Ms. Gibbs reviews Mr. Daniel's security holdings and trades to ensure compliance with the Firm's Code of Ethics.