

## Item 1 -Cover Page

### **Firm Brochure** (Part 2A of Form ADV)

**HIXON ZUERCHER, LLC**  
**DBA HIXON ZUERCHER CAPITAL MANAGEMENT**  
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This brochure provides information about the qualifications and business practices of Hixon Zuercher, LLC dba Hixon Zuercher Capital Management (hereafter "HZCM"). If you have any questions about the contents of this brochure, please contact us at: 419-425-2400, or by email at: [ahixon@hzcapital.com](mailto:ahixon@hzcapital.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission, or by any state securities authority.

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

March 28, 2019

## Item 2 -Material Changes

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### Annual Update

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

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### Material Changes since the Last Update

Since the last annual filing, dated March 12, 2018, the following material change has occurred:

- Address Change: Our suite number has changed from 202 to 301.
  - Item 5: Addition of Institutional and Trust Service Fee Schedules.
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### Full Brochure Available

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: 419-425-2400 or by email at: [ahixon@hzcapital.com](mailto:ahixon@hzcapital.com).

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## Item 4 - Advisory Business

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### Firm Description

Hixon Zuercher, LLC dba Hixon Zuercher Capital Management was founded in 2002. HZCM offers Investment Supervisory Services to clients which are tailored to their individual circumstances. The firm reviews client's assets (sometimes in conjunction with other services offered by the firm) and makes recommendations based upon client's individual needs and objectives. Clients are not required to utilize other services of the firm.

HZCM is strictly a fee-only investment management firm. The firm does not sell annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or other commissioned products. The firm is not affiliated with entities that sell financial products or securities. No commissions in any form are accepted. No finder's fees are accepted.

HZCM may directly or indirectly compensate for client referrals. From time to time, HZCM enters into written agreements with unrelated third parties ("solicitors") to use its best efforts on behalf of HZCM to solicit and refer as clients those individuals or entities which it believes are suitable and appropriate for the advisory services provided by HZCM. These agreements typically provide for a percentage of the fees collected by HZCM to be paid to the solicitors from those advisory clients who became clients as a result of the solicitor's efforts. Subject to existing federal and state securities laws and regulations, solicitors receive such fees on a fully vested basis, so long as the client's advisory agreement remains in effect. Generally, HZCM does not charge clients introduced by such solicitors any higher fee or additional amounts than what it would charge a new client that comes directly to HZCM without the benefit of a solicitor. Such agreements are usually for an unspecified duration and are terminable upon notice.

Investment advice is an integral part of financial planning. Therefore, HZCM may advise clients regarding cash flow, college planning, retirement planning, and estate planning. Clients, in consultation with HZCM, choose the investment strategy(ies) the firm is to employ. Most strategies primarily invest in mutual funds. However, in some circumstances, HZCM employs strategies that invest primarily in individual stocks, bonds, or Exchange Traded Fund (ETF) securities.

HZCM does not act as a qualified custodian of client assets. The client always maintains asset control. HZCM places trades for clients under a limited power of attorney.

Other professionals (e.g., lawyers, accountants, insurance agents, etc.) are engaged directly by the client on an as-needed basis. Conflicts of interest will be disclosed to the client in the unlikely event they should occur.

The initial meeting, which may be by telephone, is free of charge and is considered an exploratory interview to determine the extent to which our services may be beneficial to the client.

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#### Principal Owners

Adam C. Zuercher and Anthony J. Hixon are members of Hixon Zuercher, LLC dba Hixon Zuercher Capital Management.

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#### Types of Advisory Services

Hixon Zuercher, LLC dba Hixon Zuercher Capital Management provides investment supervisory services, also known as asset management services; furnishes investment advice through consultations; issues special reports about securities; and issues, charts, graphs, formulas, or other devices which clients may use to evaluate securities.

On an occasional basis, HZCM furnishes advice to clients on matters not involving securities, such as financial planning matters.

As of 12/31/2018, HZCM manages approximately \$125.42 Million in assets on a discretionary basis and \$1.98 Million on a non-discretionary basis.

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#### Tailored Relationships

The goals and objectives for each client are documented in our client relationship management system. In addition to an exploratory discussion of a client's investment goals and objectives a risk tolerance questionnaire is completed by the client that helps us choose the investment strategy that best reflects the stated goals and objectives. Clients may impose restrictions on investing in certain securities or types of securities.

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#### Types of Agreements

The following agreements define the typical client relationships.

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#### Financial Planning Agreement

A financial plan is designed to help the client with all aspects of financial planning without ongoing investment management after the financial plan is completed.

The financial plan may include, but is not limited to: a net worth statement; a cash flow statement; a review of investment accounts, including reviewing asset allocation and providing repositioning recommendations; a review of retirement accounts and plans including recommendations; a review of

insurance policies and recommendations for changes, if necessary; one or more retirement scenarios; estate planning review and recommendations; and education planning with funding recommendations.

Detailed investment advice and specific recommendations are provided as part of a financial plan. Implementation of the recommendations is at the discretion of the client.

The fee for a financial plan is hourly, and may be in addition to the Investment Management Fee, unless otherwise agreed upon.

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#### Investment Advisory Agreement

Most clients choose to have HZCM manage their assets in order to obtain ongoing in-depth advice and life planning. Client's financial affairs are reviewed, often including those of their children. Realistic and measurable goals are set and objectives to reach those goals are defined. As goals and objectives change over time, suggestions are made and implemented on an ongoing basis.

The scope of work and fee for an Investment Advisory Agreement is provided to the client in writing prior to the start of the relationship.

Although the Investment Advisory Agreement is an ongoing agreement, the length of service to the client is at the client's discretion. The client or the investment manager may terminate an Agreement by written notice to the other party. At termination, fees will be billed on a pro rata basis for the portion of the quarter completed. The portfolio value at the completion of the prior full billing quarter is used as the basis for the fee computation, adjusted for the number of days during the billing quarter prior to termination.

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#### Retainer Agreement

In some circumstances, a *Retainer Agreement* is executed in lieu of an *Investment Advisory Agreement* when it is more appropriate to work on a fixed-fee basis. The annual fee for a *Retainer Agreement* is determined by the amount of work involved in the project.

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#### Hourly Planning Engagements

HZCM provides hourly planning services for clients who need advice on a limited scope of work. The hourly rate for limited scope engagements is \$150.

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#### Asset Management

Assets are invested primarily in no-load mutual funds, stocks and exchange-traded funds, usually through discount brokers or fund companies. Fund



companies charge each fund shareholder an investment management fee that is disclosed in the fund prospectus. Discount brokerages may charge a transaction fee for the purchase of some funds.

Stocks and bonds may be purchased or sold through a brokerage account when appropriate. The brokerage firm charges a fee for stock and bond trades. HZCM does not receive any compensation, in any form, from fund companies.

Investments may also include: equities (stocks), warrants, corporate debt securities, commercial paper, certificates of deposit, municipal securities, investment company securities (mutual funds shares), U. S. government securities, options contracts, futures contracts, and interests in partnerships. Initial public offerings (IPOs) are not available through HZCM.

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#### Termination of Agreement

A Client may terminate any of the aforementioned agreements at any time by notifying HZCM in writing and paying the rate for the time spent on the investment advisory engagement prior to notification of termination. If the client made an advance payment, HZCM will refund any unearned portion of the advance payment.

HZCM may terminate any of the aforementioned agreements at any time by notifying the client in writing. If the client made an advance payment, HZCM will refund any unearned portion of the advance payment.

## Item 5 - Fees and Compensation

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#### Description

HZCM bases its fees on a percentage of assets under management and hourly charges.

Some *Retainer Agreements* may be priced based on the complexity of work, especially when asset management is not the most significant part of the relationship.

While fees are negotiable, HZCM has adopted the following fee schedules for new clients.

#### Standard Fee Schedule

This fee schedule applies to those client accounts where HZCM has investment authority over the assets, including, but not limited to, Brokerage accounts, Trust accounts, Individual Retirement Accounts or any accounts where HZCM has delegated investment responsibility, but still has the responsibility for oversight.

- 1.50% of the first \$500,000
- 1.25% of the next \$500,000
- 1.00% of the next \$500,000
- 0.75% of the next \$500,000
- 0.50% on all amounts thereafter

#### Institutional Fee Schedule

This fee schedule applies to those client accounts where HZCM has investment authority over the assets, either whole or part, of an Institutional investor. Institutional investors include, but are not limited to, banks, insurance companies, pensions, hedge funds, REITs, investment advisors, endowments and mutual funds.

- 0.50% of the first \$10 million
- 0.30% on all amounts thereafter

Unless waived, clients utilizing the Institutional Fee Schedule pay a minimum fee of \$5,000.

#### Trust Service Fee Schedule

This fee schedule applies to those clients where associated persons of HZCM act as Trustee.

- 1.45% of the first \$1 million
- 1.15% of the next \$2 million
- 0.90% of the next \$2 million
- 0.70% on all amounts thereafter

Unless waived, clients utilizing the Trust Service Fee Schedule pay a minimum fee of \$5,000.

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#### Fee Billing

Investment management fees are billed quarterly, in advance, meaning that we invoice you before the three-month billing period has begun. Payment in full is expected upon invoice presentation. Fees are usually deducted from a designated client account to facilitate billing. The client must consent in advance to direct debiting of their investment account.

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#### Other Fees

Custodians may charge transaction fees on purchases or sales of certain mutual funds and exchange-traded funds. These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

HZCM, in its sole discretion, may charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

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#### Expense Ratios

Mutual funds generally charge a management fee for their services as investment managers. The management fee is called an expense ratio. For example, an expense ratio of 0.50 means that the mutual fund company charges 0.5% for their services. These fees are in addition to the fees paid by you to HZCM.

Performance figures quoted by mutual fund companies in various publications are after their fees have been deducted.

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#### Past Due Accounts and Termination of Agreement

HZCM reserves the right to stop work on any account that is more than 60 days overdue. In addition, HZCM reserves the right to terminate any financial planning engagement where a client has willfully concealed or has refused to provide pertinent information about financial situations when necessary and appropriate, in HZCM's judgment, to providing proper financial advice. Any unused portion of fees collected in advance will be refunded within 30 days.

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## Item 6 - Performance-Based Fees

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#### Sharing of Capital Gains

Fees are not based on a share of the capital gains or capital appreciation of managed securities.

HZCM does not use a performance-based fee structure.

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## Item 7 - Types of Clients

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#### Description

HZCM generally provides investment advice to individuals, investment companies, pension and profit sharing plans, trusts, estates, charitable organizations, corporations or business entities.

Client relationships vary in scope and length of service.

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#### Account Minimums

Beginning in May of 2007, HZCM implemented a minimum investable asset level of \$100,000 before being considered as a new client. On March 1,

2013, the minimum increased to \$250,000 for our Mutual Fund Portfolios, and remained \$250,000 for inclusion to our Stock and ETF Portfolios. On August 1, 2014, HZCM implemented a minimum investable asset level of \$500,000 before being considered as a new client. With the improvement in technology and the ability to add staff, HZCM was able to lower the minimum on March 29, 2016 back down to \$250,000. HZCM reserves the right to waive that minimum on a case by case basis.

The minimum account size of \$250,000 of assets under management equates to an annual fee of \$3,750. When an account falls below \$250,000 in value, no minimum annual fee is charged.

HZCM has the discretion to waive the account minimum. Accounts of less than \$250,000 may be set up when the client and the advisor anticipate the client will add additional funds to the accounts bringing the total to \$250,000 within a reasonable time. Other exceptions will apply to employees of HZCM and their relatives, or relatives of existing clients, or at the firm's discretion.

Clients with assets below the minimum account size may pay a higher percentage rate on their annual fees than the fees paid by clients with greater assets under management.

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

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### Methods of Analysis

Security analysis methods may include charting, fundamental analysis, technical analysis, and cyclical analysis.

The main sources of information include financial newspapers and magazines, inspections of corporate activities, research materials prepared by others, corporate rating services, timing services, annual reports, prospectuses, filings with the Securities and Exchange Commission, and company press releases.

Other sources of information that HZCM may use include Morningstar, Fidelity, Advisor Intelligence, and the World Wide Web.

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### Investment Strategies

Strategies that primarily invest in mutual funds seek either portfolio growth, portfolio income or a combination of portfolio growth and income. Within the context of these objectives (growth, income or a combination thereof), client may select an asset allocation strategy that focuses on the issue of market risk. It is expected that the great majority of the firm's clients will employ this strategy which will from time to time seek to reduce the market

risk associated with equity and fixed income investments by reducing or eliminating certain investment positions in mutual funds or separate accounts that primarily invest in equity, debt, or ETF securities. This strategy may be considered by some to be a market timing strategy.

Other strategies may include long-term purchases, short-term purchases, trading, short sales, margin transactions, and option writing (including covered options, uncovered options or spreading strategies).

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#### Risk of Loss

All investment programs have certain risks that are borne by the investor. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks:

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** When any type of inflation is present, a dollar today will not buy as much as a dollar next year, because purchasing power is eroding at the rate of inflation.
- **Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- **Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.

- **Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.
- **Financial Risk:** Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

## Item 9 - Disciplinary Information

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### Legal and Disciplinary

The firm and its employees have not been involved in legal or disciplinary events related to past or present investment clients.

## Item 10 - Other Financial Industry Activities and Affiliations

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### Financial Industry Activities

HZCM is not registered as a securities broker-dealer, or a futures commission merchant, commodity pool operator or commodity trading advisor.

### Affiliations

HZCM has no arrangements that are material to its advisory or its clients with a related person who is a broker-dealer, investment company, other investment advisor, financial planning firm, commodity pool operator, commodity trading adviser or futures commission merchant, banking or thrift institution, accounting firm, law firm, insurance company or agency, pension consultant, real estate broker or dealer, or an entity that creates or packages limited partnerships.

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

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### Code of Ethics

The employees of HZCM have committed to a Code of Ethics that is available for review by clients and prospective clients upon request. The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

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#### Participation or Interest in Client Transactions

HZCM and its employees may buy or sell securities that are also held by clients. Employees may not trade their own securities ahead of client trades. Employees comply with the provisions of the HZCM *Compliance Manual*.

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#### Personal Trading

The Chief Compliance Officer of HZCM is Anthony J. Hixon. For accounts under management at HZCM, he reviews all employee trades each day. For accounts held outside our management, employees are required to submit a monthly statement which is reviewed by Anthony J. Hixon. His trades are reviewed by Adam C. Zuercher. The personal trading reviews ensure that the personal trading of employees does not affect the markets, and that clients of the firm receive preferential treatment. Since most employee trades are small mutual fund trades, stock or exchange-traded fund trades, the trades do not affect the securities markets.

## Item 12 - Brokerage Practices

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#### Selecting Brokerage Firms

HZCM has an arrangement with National Financial Services LLC and Fidelity Brokerage Services LLC (collectively, and together with all affiliates, "Fidelity") through which Fidelity provides HZCM with "institutional platform services." The institutional platform services include, among others, brokerage, custody, and other related services. Fidelity's institutional platform services that assist HZCM in managing and administering clients' accounts include software and other technology that (i) provide access to client account data (such as trade confirmations and account statements); (ii) facilitate trade execution and allocate aggregated trade orders for multiple client accounts; (iii) provide research, pricing and other market data; (iv) facilitate payment of fees from its clients' accounts; and (v) assist with back-office functions, recordkeeping and client reporting.

Fidelity also offers other services intended to help HZCM manage and further develop its advisory practice. Such services include, but are not limited to, performance reporting, financial planning, contact management systems, third party research, publications, access to educational conferences, roundtables and webinars, practice management resources, access to consultants and other third party service providers who provide a wide array of business related services and technology with whom HZCM may contract directly.

HZCM is independently operated and owned and is not affiliated with Fidelity.

Fidelity generally does not charge its advisor clients separately for custody services but is compensated by account holders through commissions and other transaction-related or asset-based fees for securities trades that are executed through Fidelity or that settle into Fidelity accounts (i.e., transactions fees are charged for certain no-load mutual funds, commissions are charged for individual equity and debt securities transactions). Fidelity provides access to many no-load mutual funds without transaction charges and other no-load funds at nominal transaction charges.

Similar arrangements are held with American Funds.

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#### Best Execution

HZCM reviews the execution of trades at each custodian each year. The review is documented in the HZCM *Compliance Manual*. Trading fees charged by the custodians is also reviewed on a quarterly basis. HZCM does not receive any portion of the trading fees.

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#### Soft Dollars

Fidelity is providing HZCM with certain brokerage and research products and services that qualify as "brokerage or research services" under Section 28(e) of the Securities Exchange Act of 1934 ("Exchange Act").

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#### Order Aggregation

Most trades are mutual funds where trade aggregation does not garner any client benefit. In most cases, individual equities and ETFs are aggregated (known as a "Block Trade") to receive one price for all clients that are buying or selling the security.

## Item 13 - Review of Accounts

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#### Periodic Reviews

Account reviews are performed quarterly by advisors Anthony J. Hixon, Joshua W. Robb and Adam C. Zuercher. Account reviews are performed more frequently when market conditions dictate.

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#### Review Triggers

Other conditions that may trigger a review are changes in the tax laws, new investment information, and changes in a client's own situation.



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### Regular Reports

Account reviewers are members of the firm's Investment Committee. They are instructed to consider the client's current security positions and the likelihood that the performance of each security will contribute to the investment objectives of the client.

Clients receive periodic communications on at least a quarterly basis. *Investment Advisory Agreement* clients, receive written quarterly updates. The written updates may include a portfolio appraisal, performance report, *Insights* newsletter, and a Portfolio Update.

## Item 14 - Client Referrals and Other Compensation

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### Incoming Referrals

HZCM has been fortunate to receive many client referrals over the years. The referrals came from current clients, estate planning attorneys, accountants, employees, personal friends of employees and other similar sources. Unless there is a signed Solicitor's Agreement, the firm does not compensate referring parties for these referrals.

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### Referrals Out

HZCM does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

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### Other Compensation

HZCM does not accept any other form of compensation.

## Item 15 - Custody

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### Account Statements

All assets are held at qualified custodians, which means the custodians provide account statements directly to clients at their address of record at least quarterly.

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### Performance Reports

Clients are urged to compare the account statements received directly from their custodians to the performance report statements provided by HZCM.

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### Standing Letters of Authorization

HZCM does maintain a standing letter of authorization (SLOA) where the funds or securities are being sent to a third party, and the following conditions are met:

- a) The client provides an instruction to the qualified custodian, in writing, that includes the client's signature, the third party's name, and either the third party's address or the third party's account number at a custodian to which the transfer should be directed.
- b) The client authorizes HZCM, in writing, either on the qualified custodian's form or separately, to direct transfers to the third party either on a specified schedule or from time to time.
- c) The client's qualified custodian performs appropriate verification of the instruction, such as a signature review or other method to verify the client's authorization and provides a transfer of funds notice to the client promptly after each transfer.
- d) The client has the ability to terminate or change the instruction to the client's qualified custodian.
- e) HZCM has no authority or ability to designate or change the identity of the third party, the address, or any other information about the third party contained in the client's instruction.
- f) The client's qualified custodian sends the client, in writing, an initial notice confirming the instruction and an annual notice reconfirming the instruction.
- g) HZCM maintains records showing that the third party is not a related party of HZCM or located at the same address as HZCM.

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#### Custody Due to Trustee Services

HZCM undergoes an annual surprise examination by an independent public accountant to verify client funds and securities for account(s) over which Mr. Adam C. Zuercher and Mr. Richard P. Zunkiewicz, acts as trustee and has custody.

## Item 16 - Investment Discretion

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#### Discretionary Authority for Trading

HZCM accepts discretionary authority to manage securities accounts on behalf of clients. HZCM has the authority to determine, without obtaining specific client consent, the securities to be bought or sold, and the amount of the securities to be bought or sold.

The client approves the custodian to be used and the commission rates paid to the custodian. HZCM does not receive any portion of the transaction fees or commissions paid by the client to the custodian on certain trades.

Discretionary trading authority facilitates placing trades in your accounts on your behalf so that we may promptly implement the investment strategy that you have approved.

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#### Limited Power of Attorney

A limited power of attorney is a trading authorization for this purpose. You sign a limited power of attorney so that we may execute the trades that you have approved.

## Item 17 - Voting Client Securities

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#### Proxy Votes

HZCM does not vote proxies on securities. Clients are expected to vote their own proxies.

When assistance on voting proxies is requested, HZCM will provide recommendations to the Client. If a conflict of interest exists, it will be disclosed to the Client.

## Item 18 - Financial Information

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#### Financial Condition

HZCM does not have any financial impairment that will preclude the firm from meeting contractual commitments to clients.

A balance sheet is not required to be provided because HZCM does not serve as a custodian for client funds or securities, and does not require prepayment of fees of more than \$1,200 per client, and six months or more in advance.

## Brochure Supplement (Part 2B of Form ADV)

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### Education and Business Standards

HZCM requires that advisors in its employ have a bachelor's degree and further coursework demonstrating knowledge of investments and financial planning. Examples of acceptable coursework include: an MBA, a CFP®, a CFA, CIMA®, ChFC, JD, CTFA, EA, RFC® or CPA. Additionally, advisors must have work experience that demonstrates their aptitude for financial planning and investment management.

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### Professional Certifications

Employees have earned certifications and credentials that are required to be explained in further detail.

#### **What is a CFP®?**

An expert who holds the GOLD STANDARD of personal financial planning certification. CFP® and Certified Financial Planner™ are certification marks owned by Certified Financial Planner Board of Standards Inc. (CFP Board), which can help you identify financial planners who are committed to competent and ethical behavior when providing financial planning. Individuals certified by CFP Board have taken the extra step to demonstrate their professionalism by voluntarily submitting to the rigorous CFP® certification process that includes demanding education, examination, experience and ethical requirements. These standards are called “the four Es,” and they are four important reasons why the financial planning practitioner you select should display the CFP certification marks.

#### **What is a CIMA®?**

The Certified Investment Management Analyst® (CIMA®) certification demonstrates that individuals have completed and adhered to the “four E’s”: experience, education, examination and ethics. In order to earn CIMA certification, candidates must:

- Demonstrate at least three years of broad experience in the field of investment management consulting or financial services by the completion of certification.
- Pass an extensive background check and qualification examination.
- Complete an education program at The University of Chicago Booth School of Business, or The Wharton School, University of Pennsylvania.
- Successfully pass a comprehensive certification examination.

- Agree to adhere to an ethical code of professional responsibility and to complete 40 hours of continuing education every two years, including two hours of ethics continuing education.

### **What is an RFC®?**

The Registered Financial Consultant (RFC) is a professional designation awarded by the International Association of Registered Financial Consultants to those financial advisors who can meet the high standards of education, experience and integrity that are required of all its members. The IARFC is a non-profit professional credential organization of proven financial professionals formed to foster public confidence in the financial planning profession, to help financial advisors exchange planning techniques, and to give deserved recognition to those practitioners who are truly committed to ethical standards and continuous professional education.

The IARFC removes the designation from anyone who fails to maintain proficiency through substantial continuing education, or who betrays the public trust by failing to live up to its Code of Ethics or by having a professional license revoked or suspended for misconduct or any reason. Public inquirers may obtain a list of designation holders, including complete contact information at [www.iarfc.org](http://www.iarfc.org).

### **What is a CPA?**

To become a Certified Public Accountant (CPA), one must take and pass a series of rigorous tests administered by the American Institute of Certified Public Accountants. To maintain their license, every three years CPAs must take 120 hours of continuing education courses in order to stay abreast of changes in their profession.

What do these three letters (CPA) mean to the professional world? They mean you have received a broad-based education. They mean you have passed all parts of a very difficult exam. They mean you have the knowledge, skills and ability to be a trusted business advisor to your clients or employer. They mean you feel comfortable with the latest technology. They mean you are an ethical individual who can provide an independent viewpoint.

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Hixon, Anthony J., CIMA®, RFC®

Date of Birth: April 7, 1977

Education

2002-2004 Kaplan College, Davenport, Iowa (Certificate in Financial Planning)  
1995-1999 Ohio Northern University, Ada, Ohio (B.S.B.A., Accounting)  
1991-1995 Pandora-Gilboa High School, Pandora, Ohio (General High School Diploma)

Business Background

2003-Present Hixon Zuercher Capital Management, Findlay, Ohio  
Chief Operating Officer  
1999-2003 Thomas and Ridge CPAs, Findlay, Ohio  
Staff Accountant  
1997-1999 The First National Bank of Pandora, Pandora, Ohio  
Personal Banker

Professional Designations and Examinations

Certified Investment Management Analyst - 2018  
Registered Financial Consultant - 2004

Licenses

NASD Series 65 Registered Investment Advisor

Disciplinary Information: None

Other Business Activities: None

Additional Compensation: None

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None

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Robb, Joshua W.

Date of Birth: February 18, 1983

Education

2001-2005 Huntington University, Huntington, Indiana (B.S., Business Management, Minor Accounting and Entrepreneurship / Small Business)  
1997-2001 Liberty Benton High School, Findlay, Ohio (General High School Diploma)

Business Background

2013-Present Hixon Zuercher Capital Management, Findlay, Ohio

2011-2013 Associate Investment Advisor  
Findlay Area Youth for Christ, Findlay, Ohio  
Operations Manager  
2009-2011 Youth for Christ, Auburn, Indiana  
Campus Life Middle School Director  
2005-2009 Youth for Christ, Auburn, Indiana  
Campus Life Middle School Coordinator

Professional Designations and Examinations

N/A

Licenses

NASD Series 65 Registered Investment Advisor

Disciplinary Information: None

Other Business Activities: None

Additional Compensation: None

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None

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Wilson, Austin A.

Date of Birth: September 5, 1991

Education

2010-2014 University of Findlay, Findlay, Ohio (B.S., Finance and International  
Business, Minor Business Economics and Operations and Logistics)  
2006-2010 West Liberty-Salem High School, West Liberty, Ohio (General High  
School Diploma)

Business Background

2018-Present Hixon Zuercher Capital Management, Findlay, Ohio  
Research Analyst  
2016-2018 Cooper Tire & Rubber Company, Findlay, Ohio  
Plant Accountant  
2014-2016 Cooper Tire & Rubber Company, Findlay, Ohio  
Financial Analyst

Professional Designations and Examinations

N/A

Licenses

NASD Series 65 Registered Investment Advisor

Disciplinary Information: None

Other Business Activities: None

Additional Compensation: None

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None

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Zuercher, Adam C., CPA/PFS, CFP®

Date of Birth: June 9, 1977

Education

1995-1999 The University of Toledo, Toledo, Ohio (B.B.A., Accounting, Minor Information Systems)

1991-1995 Pandora-Gilboa High School, Pandora, Ohio (General High School Diploma)

Business Background

2002-Present Hixon Zuercher Capital Management, Findlay, Ohio  
Chief Investment Officer

2002-2003 FSC Securities Corporation, Atlanta, Georgia  
Registered Representative / Advisory Representative

1999-2002 Pry Financial Management LLC, Findlay, Ohio  
Financial Advisor

1999-2002 Pry CPA Services, Inc., Findlay, Ohio  
Staff Accountant

1998-1999 St. Luke's Hospital, Maumee, Ohio  
Project Accounting Department

Professional Designations and Examinations

Certified Public Accountant - 2000 (Ohio)

Certified Financial Planner - 2002 (CFP Board of Standards)

Disciplinary Information: None

Other Business Activities: None



Additional Compensation: None

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None

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Zunkiewicz, Richard P.

Date of Birth: September 13, 1946

Education

1968-1970 Bowling Green State University, Bowling Green, Ohio (Master of Business Administration)

1964-1968 Bowling Green State University, Bowling Green, Ohio (B.B.A., Finance)

Business Background

2013-Present Hixon Zuercher Capital Management, Findlay, Ohio  
Business Development Officer

2003-2013 The Blanchard Valley Health Foundation, Findlay, Ohio  
Planned Giving Officer

1981-2003 Fifth Third Bank, Findlay, Ohio  
Vice President

1971-1981 Sylvania Savings Bank, Sylvania, Ohio  
Senior Vice President and Trust Officer

Professional Designations and Examinations

National Graduate Trust School, Specialty Degree in Trust Administration from American Bankers Association / Northwestern University

Licenses

NASD Series 65 Registered Investment Advisor

Disciplinary Information: None

Other Business Activities: None

Additional Compensation: None

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None