



**Falco Wealth Planning, LLC**  
**dba**  
**Falco Wealth Management**

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This brochure provides information about the qualifications and business practices of Falco Wealth Planning, LLC (“Falco Wealth”). If you have any questions about the contents of this brochure, please contact us at the phone number listed above. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or any state securities authority. Registration (e.g., “registered investment advisor”) does not imply a certain level of skill or training.

Additional information about Falco Wealth Planning, LLC. is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## ***ITEM 2 MATERIAL CHANGES***

Pursuant to Pennsylvania and SEC rules, Falco Wealth Planning, LLC, dba Falco Wealth Management (“Falco Wealth” or the “Firm”) will ensure that clients receive a summary of any material changes to this and subsequent disclosure brochures within 120 days after the Firm’s fiscal year-end, December 31. This means that if there were any material changes over the past year, clients would receive a summary of those changes no later than April 30. At that time, Falco Wealth will also offer a copy of its most current disclosure brochure and may also provide other ongoing disclosure information about material changes as necessary. No notices will be sent if there are no material changes over the past year.

In July 2024, Falco Wealth Planning, LLC underwent an ownership restructuring while maintaining operational control. The firm is now owned by Falco Wealth Management, LLC, a holding company Michael Falco, Sr. owns.

Clients and prospective clients can receive the most current disclosure brochure for Falco Wealth anytime by contacting Michael Falco, Jr., Chief Compliance Officer, at (610) 640-5822 or [mfalcojr@falcowealth.com](mailto:mfalcojr@falcowealth.com).

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## **ITEM 4 ADVISORY BUSINESS**

### ***Firm Description***

Falco Wealth Planning, LLC (“Falco Wealth”) is registered as an investment advisor with the Commonwealth of Pennsylvania. Falco Wealth was founded in 2023 and underwent an ownership restructuring in July 2024 that maintained operational control. The firm is now owned by Falco Wealth Management, LLC, a holding company Michael Falco, Sr., owns.

### ***Types of Advisory Services***

Falco Wealth provides comprehensive financial planning and wealth management solutions to individuals, families, trusts, estates, and small businesses. Falco Wealth delivers advice in investments, retirement and social security planning, budgeting, cash management, debt management, college savings, employee benefits, estate planning, tax planning, insurance and risk management, and charitable giving. As part of the financial planning process, Falco Wealth helps clients identify goals, risk preferences, and limitations. As part of the investment management process, Falco Wealth helps clients with asset location and allocation, portfolio design, and portfolio rebalancing.

### ***Financial Planning***

Falco Wealth provides comprehensive financial planning services for a flat fee without necessitating investment management services. This service is designed for those who want to manage their own investments or may have most of their investments allocated to their employer’s retirement plan (like a 401(k) or 403(b).) Clients electing this service will receive the following:

- A comprehensive written financial plan and portal access
- Plan monitoring and updates
- A risk tolerance profile
- An Investment Policy Statement tying the financial plan to the investment portfolio (the client is responsible for IPS implementation)
- Personalized investment guidance twice annually
- Annual meeting with Adviser
- Ad hoc advice on plan-related topics

Financial planning clients are encouraged to update their Adviser when meaningful life changes occur. A financial plan is a living document meant to adapt when life changes. As described later in this brochure, Falco Wealth charges financial planning clients a range-bound flat fee based on the complexity of the financial plan.

### ***Wealth Management***

Falco Wealth provides wealth management services encompassing financial planning and investment management services. This service is designed for those who want to outsource their investments and financial planning needs. Clients electing this service will receive the following:

- A comprehensive written financial plan and portal access
- Plan monitoring and updates
- An Investment Policy Statement tying the financial plan to the investment portfolio
- A risk tolerance profile
- Asset allocation and location
- An account at Altruist Financial with portal access
- Discretionary investment management services:
  - Investment selection
  - Daily portfolio monitoring
  - Periodic portfolio rebalancing
  - Changes when necessary
  - Annual meeting with Adviser
  - Ad hoc advice as needed

Wealth management clients are encouraged to update their Adviser when meaningful life changes occur. A financial plan is a living document meant to adapt when life changes. Changes to the financial plan can necessitate changes to the investment portfolio. Regular communication with the Adviser increases the probability of the plan's success. The client's fee for this service includes any necessary updates to the financial plan and the investment portfolio. Fees for this service are described later in the brochure.

#### Discretionary Investment Management Services

Falco Wealth manages clients' portfolios on a discretionary basis as part of its wealth management service. Falco Wealth can recommend various securities to meet clients' needs; however, client assets are typically invested in exchange-traded funds (ETFs) and no-load institutional mutual funds. In some cases, when appropriate, Falco Wealth may recommend individual bonds or private investments to clients. As part of the discretionary investment management service, clients receive investment selection, daily portfolio monitoring, rebalancing when appropriate, and investment changes when necessary.

#### *Hourly Services*

Falco Wealth offers hourly financial planning and investment management services in particular situations. The fee for this service is non-negotiable, at \$300 per hour, and is collected at the time of service. This service is designed for those with a temporary need for financial advice that doesn't necessitate an in-depth financial plan.

#### *Educational Seminars and Workshops*

Falco Wealth may occasionally provide educational seminars and workshops on financial planning, retirement planning, and investing. These workshops are impersonal and do not focus on participants' individual needs, and Falco Wealth does not charge a fee for them.

### *Services Tailored to Clients' Needs*

Clients may restrict Falco Wealth from purchasing some securities on their behalf based on the client's values. Falco Wealth can improve portfolio holdings along the lines of environmental, social, and governance (ESG) preferences. When evaluating these restrictions, Falco Wealth balances the tradeoffs of cost, diversification, expected returns, and client preferences. Falco Wealth does not charge an additional fee when accommodating these preferences; however, investment managers typically charge a higher expense ratio to implement these preferences. Falco Wealth strongly considers and monitors these investment-related expenses.

### *Wrap-Fee Programs*

Falco Wealth does not participate in a wrap fee program.

### *Assets Under Management*

As of July 15, 2024, Falco Wealth managed regulatory assets totaling \$20,289,781, all on a discretionary basis.

## **ITEM 5 FEES AND COMPENSATION**

Currently, we offer the following investment advisory services, personalized to each client:

- Financial Planning
- Wealth Management
- Hourly Advice

The following paragraphs describe our fees. Each investment advisory service is listed below and describes how we tailor our services to your needs. Also, you may see the term Associated Person throughout this brochure. As used in this brochure, this term refers to anyone from our firm who is an officer, employee, or any individual providing investment advice on behalf of our firm. Such persons are properly registered as investment adviser representatives in all required jurisdictions.

### *Fees and Other Charges*

#### Financial Planning

Falco Wealth charges financial planning clients a range-bound flat fee based on the complexity of the financial plan. Complexity is determined by the extent of estate and tax planning necessary, potential large asset or business transactions, and other personal circumstances. Our initial planning fee is collected in full upon delivery of the financial plan. The initial cost of the plan will range from \$8,500 to \$15,500 and will be disclosed to the client before the completion of the initial financial plan. Financial planning clients will be charged an ongoing range-bound financial planning fee. After 15 months (one year and one quarter), Falco Wealth will send the first quarterly bill, in arrears, for ongoing planning services. Our minimum quarterly planning fee is \$1,375, and the maximum quarterly planning fee is \$2,500. This fee will also be disclosed before the initial plan is delivered. Financial planning clients will receive an ongoing quarterly bill delivered in arrears. These bills describe services rendered and can be paid via credit card, check, or ACH.

## Wealth Management

Falco Wealth charges wealth management clients an annual fee based on their assets managed by Falco Wealth. All asset-based fees are deducted by the qualified custodian of record every quarter in advance or as otherwise indicated in the client agreement. Client statements for prior deductions will be provided every quarter.

To open and maintain an account, Falco Wealth requires minimum investable assets of \$750,000; however, if a client does not meet the minimum asset requirement, a minimum annual fee of \$8,500 will be charged for this service. Clients on the minimum fee schedule will be charged the \$8,500 annual fee in arrears in 4 quarterly installments of \$2,125 and can pay via ACH, check, or credit card. Falco Wealth will not deduct these fees from the clients' invested assets. Clients will receive a written bill/invoice for the services rendered. The minimum fee schedule is designed for high-income earners with less than \$750,000 in investable assets who seek our complete wealth management services. Falco Wealth has the right to waive the minimum fee at the Firm's discretion, and it may do so in certain circumstances. In addition, family and friends of Falco Wealth's principals may have their fees reduced or waived.

The fees for our wealth management service are based on the level of assets in the client's *Individually Managed Accounts*:

Fees for individually managed accounts are tier-priced as follows:

<b>Account Size</b>	<b>Fee (Annual Percentage) *</b>
First \$500,000	1.25%
Next \$1,000,000 (\$500,000 to \$1,500,000)	1.00%
Next \$1,500,000 (\$1,500,000 to \$3,000,000)	0.75%
Next \$2,000,000 (\$3,000,000 to \$5,000,000)	0.50%
Over \$5,000,000	0.30%

All fees paid to the Adviser for investment advisory services are separate and distinct from the expenses charged by third-party managers and investment companies to their shareholders. These fees and expenses are described to the client in separate disclosures. These fees will generally include third-party management fees, an investment company management fee, other fund expenses, and a possible distribution fee in some situations. As Falco Wealth primarily invests clients' assets in ETFs and open-ended no-load mutual funds, we strongly consider investment company management fees. In aggregate, we strive to keep mutual fund and ETF expense ratios below 0.25% of invested assets.

The adviser will provide investment advisory services and portfolio management services but will not provide custodial or other administrative services. The adviser will never accept or maintain custody of a client's funds or securities except for authorized fee deduction. The client may contact the custodian directly for disbursements or account record changes and may also do so in writing. The adviser may act at the client's convenience to facilitate such written communications to the custodian, provided such action is not construed as custody of client assets.

The client is responsible for all custodial and securities execution fees charged by the custodian and executing broker-dealer. Fees paid to the Adviser are separate and distinct from the custodian and

execution fees. Falco Wealth strives to help clients minimize fees incurred by custodians. The ETFs primarily used in Falco Wealth's client portfolios do not incur a trading fee on the Altruist platform.

Clients may request to terminate their advisory contract with Falco Wealth, in whole or part, by providing advance written notice. Upon termination, any fees paid in advance will be prorated to the date of termination, and any excess will be refunded to the client through the custodian. The client's advisory agreement with the Advisor is non-transferable without the client's written approval.

### ***Fee Deduction Disclosure for the State of Pennsylvania:***

Where the Adviser deducts its management fee from client accounts utilizing a qualified custodian, the State of Pennsylvania requires the firm to meet the following requirements.

- a. Possess written authorization from the client to deduct advisory fees from an account held by a qualified custodian;
- b. The firm must send the qualified custodian a written invoice detailing the fee amount to be deducted from the client account; and,
- c. The firm must send the client a written invoice itemizing the fee; the invoice must detail any formulae used to calculate the fee, the period covered by the fee, and the amount of assets under management on which the fee was based. This may be included in the client's quarterly performance report.

### ***Fixed Fees***

In some circumstances, Falco Wealth may negotiate fixed fees for its wealth management service that are commensurate with and replace the asset-based fees described above. They are established as fixed fees where the client intends that fees are not variable automatically with changes in asset values every quarter. Fixed fee arrangements under the client agreement are for a period of one year and then convert automatically to asset-based fees unless a new fixed fee agreement is established. Fixed fees may be deducted and invoiced in the same fashion as asset-based fees for investment services or billed and processed via ACH, check, or credit card.

All fixed fees for services offered by the firm will be determined in advance based on the agreement between the client and the firm and the information provided by the client at that time.

Should the client terminate their relationship with Falco Wealth, the fixed fees paid in advance will be prorated to the date of termination, and the excess will be refunded to the client by check as soon as practicable.

### ***Hourly Services***

Falco Wealth offers hourly financial planning and investment management services in particular situations. The fee for this service is non-negotiable, at \$300 per hour, and is collected at the time of service. This service is designed for those with a temporary need for financial advice that doesn't necessitate an in-depth financial plan.



### *Additional Compensation*

During the financial planning process, Falco Wealth may identify insurance needs. Michael Falco, Sr. is separately licensed as an independent insurance agent. As such, Mr. Falco, Sr. may conduct insurance product transactions for Falco Wealth clients in his capacity as a licensed insurance agent and will receive customary commissions for these transactions in addition to any compensation received from investment advisory and financial planning fees received as an Investment Advisor Representative of Falco Wealth Planning. Commissions from the sale of insurance products will not be used to offset or as a credit against advisory fees. Falco Wealth, therefore, has an incentive to recommend insurance products based on the compensation to be received rather than on a client's needs. The receipt of additional fees for insurance commissions is, therefore, a conflict of interest, and clients should be aware of this conflict when considering whether to engage Falco Wealth to implement any insurance recommendations. Falco Wealth attempts to mitigate this conflict of interest by disclosing the conflict to clients and informing them that they are always free to purchase insurance products through other agents not affiliated with Falco Wealth or to determine not to purchase the insurance product at all. Falco Wealth also attempts to mitigate the conflict of interest by requiring employees to acknowledge in the firm's Code of Ethics their individual fiduciary duty to the clients of Falco Wealth Planning, which requires that employees put clients' interests ahead of their own. Clients are not obligated to purchase insurance products through Falco Wealth; however, you will not benefit from our advice and other services when purchasing these products elsewhere.

From time to time, we may receive expense reimbursement for travel expenses from distributors of insurance products. Travel expense reimbursements are typically a result of attendance at a due diligence meeting or practice management training hosted by insurance product sponsors. We also receive complementary support from insurance product sponsors for branding, graphic design, website design and maintenance, and marketing. Although receipt of these benefits is not predicated upon specific sales quotas, the support is typically made by those sponsors for whom sales have been made or for whom it is anticipated sales will be made. Distributors of certain insurance products may offer incentives or awards upon meeting certain sales quotas or targets. Any incentives are offered to our advisory representatives in their capacity as licensed insurance agents working for Falco Insurance Services, LLC, and not Falco Wealth Planning, LLC, the investment adviser. We always strive to put your interests first as a part of our fiduciary duty; however, you should be aware that receiving additional compensation through expense reimbursements, incentive awards, etc., creates a conflict of interest that may impact the judgment of our representatives when making advisory recommendations. Falco Wealth Planning has supervisory and oversight processes in place to monitor and mitigate these types of conflicts.

### *Right of Cancellation*

In addition to the right to terminate an agreement pursuant to its terms, a client may cancel an agreement with the Adviser within seven (7) business days of first receiving a copy of this disclosure brochure and supplement without penalty or fee.

Adviser's investment management fees are payable quarterly in advance (subject to meeting minimum AUM requirements), based on the account balance on the last day of the previous quarter, with adjustments for additional deposits of funds, if any were made in a quarter already billed, which will be billed in arrears at the beginning of the next quarter for the additional cash flow. Upon

termination, any fees paid in advance will be prorated to the date of termination, and any excess will be refunded to the client by check issued to the customer as soon as practicable.

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

Falco Wealth does not charge performance-based fees or for side-by-side management.

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

Falco Wealth serves individuals, families, trusts, estates, and small businesses with financial planning and wealth management solutions. For its wealth management service, Falco Wealth requires a minimum investment account balance of \$750,000; however, clients with account balances below this minimum can pay the minimum annual flat advisory fee of \$8,500. There is no minimum investment account balance for financial planning clients. Falco Wealth does not charge any fees over 3%.

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

### ***Methods of Analysis***

Falco Wealth believes that global capital markets price securities quite efficiently. The current price of a stock or bond incorporates the forward-looking wisdom of tens of millions of market participants each day. Evidence indicates it is remarkably difficult to outsmart the global markets consistently after fees and expenses. This is called the Efficient Markets Hypothesis. For this reason, Falco Wealth does not focus its investment efforts on outsmarting the market, as we believe that investors can have a better investment experience by not trying to outsmart the market. Instead, Falco Wealth takes a long-term view and focuses on the controllable fundamentals of investing: each investment portfolio is monitored daily to ensure it reflects the client's unique financial plan, risk preferences, and time horizons; portfolios are diversified by security, industry, and geography; investment manager and trading fees are kept low; and portfolios are designed and implemented tax-efficiently.

Falco Wealth takes a long-term strategic approach to investing. Falco Wealth does not attempt to time markets or geographies or speculate on individual securities. Clients with short-term goals or investment horizons will hold more cash, cash alternatives, and short-term, high-quality bonds. By having a long-term view and maintaining rigorous discipline, Falco Wealth believes it can tilt portfolios toward securities exhibiting factors or characteristics that have high probabilities of market outperformance over longer periods. These factors are supported by decades of rigorous, Nobel Prize-winning academic research and industry scrutiny. Within equities, client portfolios maintain strategic, long-term overweighting to stocks with smaller market capitalizations, lower relative price metrics, and higher profitability. Falco Wealth believes equity portfolios should be as fully invested in equities as possible to capture the equity premium associated with owning stocks over cash for the long term. Within fixed income, Falco Wealth seeks liquidity and high-quality issuers. Fixed-income portfolios are managed to emphasize the term and credit premiums across global bond issues. Fixed-

income instruments are implemented in portfolios to reduce aggregate portfolio risk and to create income and liquidity.

Falco Wealth primarily implements this investment strategy through exchange-traded funds (ETFs) offered by Dimensional Fund Advisors. Dimensional has a long, outstanding track record of focusing daily on the premiums associated with the abovementioned factors for equity and fixed-income portfolios. Falco Wealth seeks to reduce the number of ETF or mutual fund tickers in client portfolios without sacrificing diversification, rebalancing opportunities, or pursuing premiums. Client portfolios can be managed more cost-effectively and tax-efficiently by minimizing the number of tickers. Falco Wealth performs regular due diligence on Dimensional's continued ability to pursue and deliver these premiums to investors after costs. Falco Wealth monitors the investment universe for alternatives demonstrating the long-term ability to pursue the premiums more effectively. Falco Wealth stays current on the latest research about capital markets and factor investing.

Falco Wealth believes the client plays a critical role in their investment experience. Investing can be an emotional experience for many investors. Falco Wealth believes that educating clients on basic financial market concepts can create confidence to stay the course during the inevitable turbulent times. Discipline is a critical component of Falco Wealth's investment philosophy. Clients increase their odds of investment success meaningfully by demonstrating discipline around a long-term view of capital markets and investing.

### Fundamental Review

Fundamental analysis is a method of evaluating a company or security by attempting to measure its intrinsic value. Fundamental analysis attempts to determine the true value of a company or security by looking at all aspects of the company or security, including both tangible factors (e.g., machinery, buildings, land, etc.) and intangible factors (e.g., patents, trademarks, "brand" names, etc.). Fundamental analysis also involves examining related economic factors (e.g., overall economy and industry conditions, etc.), financial factors (e.g., company debt, interest rates, management salaries and bonuses, etc.), qualitative factors (e.g., management expertise, industry cycles, labor relations, etc.), and quantitative factors (e.g., debt-to-equity and price-to-equity ratios).

The goal of performing fundamental analysis is to produce a value that an investor can compare with the security's current price to determine what position to take with that security (e.g., if underpriced, the security should be bought; if overpriced, the security should be sold). Fundamental analysis uses real data to evaluate a security's value. Although most analysts use fundamental analysis to value stocks, this valuation method can be used for many types of securities.

### Technical Review

Technical analysis is a method of evaluating securities that analyzes statistics generated by market activity, such as past prices and volume. It does not attempt to measure a security's intrinsic value but instead uses past market data and statistical tools to identify patterns that can suggest future activity. Historical performance of securities and the markets can indicate future performance.

### Economic Review

An economic analysis determines the economic environment over a specific time horizon. This involves following and updating historical economic data, such as the U.S. gross domestic product

and consumer price index, and monitoring key economic drivers, such as employment, inflation, and money supply, for the world's major economies.

### ***Risk of Loss***

Investing inherently involves risk, up to and including loss of the principal sum. Further, any security's past performance does not necessarily indicate future results. Therefore, the future performance of any specific investment or investment strategy based on past performance should not be assumed as a guarantee. Falco Wealth does not provide any representation or guarantee that clients' financial goals will be achieved.

The potential return or gain and potential risk or loss of an investment varies, generally speaking, with the type of securities invested in. Below is an overview of the types of securities available on the market and their associated risks.

### **General Risks**

Investing in securities always involves a risk of loss that you should be prepared to bear. We do not represent or guarantee that our services or analysis methods can or will predict future results, successfully identify market tops or bottoms, or insulate clients from losses due to market corrections or declines. We cannot guarantee that your financial goals and objectives will be met. Past performance is in no way an indication of future performance. We also cannot assure that the required custodian and the managers of the funds we select will satisfy their obligations promptly or perform as expected or marketed.

### **General Market Risk**

Investment returns will fluctuate based on changes in the value of portfolio securities. Certain securities held may be worth less than the price initially paid for them or less than they were worth earlier.

### **Common Stocks**

Investments in common stocks, both directly and indirectly through investment in shares of ETFs, may fluctuate in value in response to many factors, including, but not limited to, the activities of the individual companies, general market and economic conditions, interest rates, and specific industry changes. Such price fluctuations subject certain strategies to potential losses. During temporary or extended bear markets, the value of common stocks will decline, which could also result in losses for each strategy. Common stocks may pay dividends, the reduction or elimination of which may adversely affect the value of the security.

### **Model Risk**

Financial and economic data series are subject to regime shifts, meaning past information may lack value under future market conditions. Models are based upon assumptions that may prove invalid or incorrect under many market environments. We may use specific model outputs to help identify market opportunities and/or to make certain asset allocation decisions.

There is no guarantee that any model will work under all market conditions. For this reason, we include model-related results in our investment decision process, but we often weigh professional judgment more heavily when making trades or asset allocations.

#### ETF Risks, including Net Asset Valuations and Tracking Error

An ETF's performance may not exactly match the performance of the index or market benchmark that the ETF is designed to track because 1) the ETF will incur expenses and transaction costs not incurred by any applicable index or market benchmark; 2) certain securities comprising the index or market benchmark tracked by the ETF may, from time to time, temporarily be unavailable; and 3) supply and demand in the market for either the ETF and/or for the securities held by the ETF may cause the ETF shares to trade above (premium) or below (discount) the actual net asset value of the securities owned by the ETF and an ETF purchased at a premium may ultimately be sold at a discount. Certain ETF strategies may, from time to time, include the purchase of fixed income, commodities, foreign securities, American Depository Receipts, or other securities for which expenses and commission rates could be higher than normally charged for exchange-traded equity securities and for which market quotations or valuation may be limited or inaccurate.

Clients should be aware that to the extent they invest in ETF securities, they will pay two levels of advisory compensation - advisory fees charged by Falco Wealth plus the internal advisory fees charged by the issuer of the ETF. This scenario causes a higher advisory cost (and lower investment returns) than if a client purchased the ETF directly. An ETF typically includes embedded expenses charged against the ETF's net asset value, which reduce returns, directly affect the ETF's performance, and indirectly affect a client's portfolio performance or an index benchmark comparison. Expenses of the ETF include investment advisor management fees, custodian fees, brokerage commissions, and legal and accounting fees. ETF expenses may change from time to time at the sole discretion of the ETF issuer. ETF tracking error and expenses may vary.

#### Inflation, Currency, and Interest Rate Risks

Security prices and portfolio returns will likely vary in response to changes in inflation and interest rates. Inflation causes the value of future dollars to be worth less and reduces the purchasing power of an investor's future interest payments and principal. Inflation also leads to higher prevailing interest rates, which may cause the value of many fixed-income investments to decline. In addition, the relative value of the U.S. dollar-denominated assets primarily managed by Falco Wealth may be affected by the risk that currency devaluations affect Client purchasing power.

#### Legislative and Tax Risk

Performance may directly or indirectly be affected by government legislation or regulation, which may include, but is not limited to: changes in investment advisor or securities trading regulation; changes in the U.S. government's guarantee of ultimate payment of principal and interest on certain government securities; and changes in the tax code that could affect interest income, income characterization and/or tax reporting obligations, particularly for options, swaps, master limited partnerships, Real Estate Investment Trust, Exchange Traded Products/Funds/Securities. We do not engage in tax planning, and in certain circumstances, a Client may incur taxable income on their investments without a cash distribution to pay the tax due. Clients and their tax advisors are

responsible for how the transactions in their accounts are reported to the IRS or any other taxing authority.

### Foreign Investing and Emerging Markets Risk

Foreign investing involves risks not typically associated with U.S. investments, which may be exacerbated further in emerging market countries. These risks may include, among others, adverse fluctuations in foreign currency values and adverse political, social, and economic developments affecting one or more foreign countries.

In addition, foreign investing may involve less publicly available information and more volatile or less liquid securities markets, particularly in markets that trade a small number of securities, have unstable governments, or involve limited industry. Investments in foreign countries could be affected by factors not present in the U.S., such as restrictions on receiving the investment proceeds from a foreign country, foreign tax laws or tax withholding requirements, unique trade clearance or settlement procedures, and potential difficulties in enforcing contractual obligations or other legal rules that jeopardize shareholder protection. Foreign accounting may be less transparent than U.S. accounting practices, and foreign regulations may be inadequate or irregular.

### Information Security Risk

We may be susceptible to risks to the confidentiality and security of its operations and proprietary and customer information. Information risks, including theft or corruption of electronically stored data, denial of service attacks on our website or websites of our third-party service providers, and the unauthorized release of confidential information are a few of the more common risks faced by other investment advisers and us. Data security breaches of our electronic data infrastructure could disrupt our operations and compromise our customers' confidential and personally identifiable information. Such breaches could result in an inability to conduct business, potential losses, including identity theft and theft of investment funds from customers, and other adverse consequences to customers. We have taken and will continue to take steps to detect and limit the risks associated with these threats.

### Tax Risks

Tax laws and regulations applicable to an account with Falco Wealth may be subject to change, and an investor may incur unanticipated tax liabilities due to such changes. In addition, customers may experience adverse tax consequences from the early assignment of options purchased for a customer's account. Customers should consult their tax advisers and counsel to determine the potential tax-related implications of investing.

### Advisory Risk

Our judgment or investment decisions for any particular account are not guaranteed to produce the intended results.

Our judgment may prove to be incorrect, and an account might not achieve her investment objectives. In addition, we may experience computer equipment failure, loss of internet access, viruses, or other events that may impair access to accounts' custodians' software. Falco Wealth and

its representatives are not responsible for any account for losses unless caused by Falco Wealth breaching our fiduciary duty.

## ***ITEM 9 DISCIPLINARY INFORMATION***

Registered investment advisers must disclose any legal or disciplinary events that are material to a client's or prospective client's evaluation of the advisory business or the integrity of the Firm's management.

Falco Wealth and its management persons have no disciplinary disclosures.

## ***ITEM 10 OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS***

### ***Insurance Sales***

Michael Falco, Sr. is independently licensed to sell insurance products through various insurance companies. He may receive fees or commissions for selling these products when acting in this capacity. You are not obligated to direct insurance transactions to insurance companies with which he may be licensed. Suitable insurance and investment products may be available from other companies.

### ***Tax Preparation***

Michael Falco, Sr., is a practicing Certified Public Accountant (CPA) and owns a tax preparation practice. In this capacity, Mr. Falco, Sr. sometimes prepares tax returns for clients of Falco Wealth. Fees for tax preparation and other tax services with Mr. Falco, Sr. are separate from those fees for advisory services through Falco Wealth Planning. Clients of Falco Wealth are under no obligation to use the tax preparation services offered by Mr. Falco, Sr.

### ***Selection of Other Advisors***

Falco Wealth does not utilize any Other Advisors to provide advisory services.

## ***ITEM 11 CODE OF ETHICS, CONFLICTS OF INTEREST, AND PERSONAL TRADING***

According to Pennsylvania law, an investment advisor is considered a fiduciary. As a fiduciary, an investment advisor must provide fair and full disclosure of all material facts. In addition, an investment advisor has a duty of utmost good faith to act solely in the best interest of each of its clients. Falco Wealth and its representatives have a fiduciary duty to all clients.

Falco Wealth and its representatives' fiduciary duty to clients is considered the core underlying principle for Falco Wealth's Code of Ethics and represents the expected basis for all representatives' dealings with clients. Falco Wealth is responsible for ensuring that the client's interests are placed ahead of its or its representatives' investment interests. All representatives will conduct business that

doesn't front-run or disadvantage clients. All representatives will always comply with all federal and state securities laws. All material facts will be disclosed to clients before services are conducted. All representatives are responsible for avoiding circumstances that might negatively affect or appear to affect the representatives' duty of complete loyalty to their clients.

Falco Wealth and its investment advisory representatives may, from time to time, purchase or sell products or investments that they recommend to clients. These transactions are conducted to avoid front-running or disadvantageous trading for clients. Falco Wealth has adopted a Code of Ethics that sets forth the basic ethical conduct policies for all adviser managers, officers, and employees.

In addition, the Code of Ethics governs personal trading by each Falco Wealth employee deemed an Access Person. It is intended to ensure that securities transactions effected by Access Persons of Falco Wealth are conducted to avoid any conflicts of interest between such persons and clients of the adviser or its affiliates.

Falco Wealth collects and maintains records of securities holdings and transactions affected by Access Persons. These records are reviewed to avoid frontrunning or disadvantaging clients. Falco Wealth's Code of Ethics is available upon request.

As a Certified Financial Planner™, Michael Falco, Jr. must abide by the Code of Ethics and Standards of Conduct set forth by the CFP® Board. A CFP® professional must:

1. Act with honesty, integrity, competence, and diligence.
2. Act in the client's best interests.
3. Exercise due care.
4. Avoid or disclose and manage conflicts of interest.
5. Maintain the confidentiality and protect the privacy of client information.
6. Act in a manner that reflects positively on the financial planning profession and CFP® certification.

Contact our office to obtain a copy of the Code of Ethics and Standards of Conduct established by the CFP® Board.

As a CFA charterholder, Michael Falco, Jr. must abide by The CFA Institute Code of Ethics and Standards of Professional Conduct. Enforced through an active professional conduct program, CFA charterholders must:

- Place their clients' interests ahead of their own.
- Maintain independence and objectivity.
- Act with integrity.
- Maintain and improve their professional competence.
- Disclose conflicts of interest and legal matters.

Contact our office to obtain a copy of the Code of Ethics and Standards of Conduct established by the CFA Institute.



## **ITEM 12 BROKERAGE PRACTICES**

### ***Selection and Recommendation***

Falco Wealth has an established relationship with Altruist Financial, LLC, in which the Advisor will recommend Altruist to clients for custody and client transactions. Falco Wealth suggests this broker-dealer/custodian be used based on execution and custodial services offered, cost, quality of service, and industry reputation. Falco Wealth has also considered factors such as commission price, speed and quality of execution, client management tools, and convenience of access for both the Advisor and client in making its suggestion.

As an investment adviser, Falco Wealth has a fiduciary duty to seek best execution for client transactions. While best execution is difficult to define and measure, there is some consensus that it does not solely mean achieving the best price on a given transaction. Instead, it appears to be a collective consideration of factors concerning the trade in question. Such factors include the security being traded, the price of the trade, the execution speed, apparent market conditions, and the client's specific needs.

Falco Wealth utilizes a custodian that it believes offers a competitive price based on the custodian's market access, transaction confirmation and account statement practices, execution, clearance, and settlement capabilities, and the reasonableness of the commission or its equivalent for the specific transaction. Falco Wealth will monitor the custodian's services and make any appropriate changes.

### ***Research and Other Soft Dollar Benefits***

Soft dollar practices are arrangements whereby an investment adviser directs transactions to a custodian in exchange for certain products and services that are allowable under SEC and Pennsylvania rules. Client commissions may be used to pay for brokerage and research services and products as long as they are eligible under Section 28(e) of the Exchange Act of 1934. Section 28(e) sets forth a "safe harbor," which provides that an investment adviser who has discretion over a client account is not in breach of its fiduciary duty when paying more than the lowest commission rate available if the adviser determines in good faith that the rate paid is commensurate with the value of brokerage and research services provided by the custodian. Falco Wealth is not engaged in any soft dollar programs.

### **Brokerage and Custody Costs**

For our clients' accounts that Altruist maintains, Altruist generally does not charge you separately for custody services but is compensated by charging you commissions or other fees on trades that it executes or that settle into your account. Certain trades (e.g., mutual funds or ETFs) do not incur Altruist commissions or transaction fees.

### **Products and Services Available to Us From Altruist**

Altruist serves independent investment advisory firms like ours. They provide our clients with access to their institutional brokerage services (trading, custody, reporting, and related services). Altruist also offers various support services. Some of those services help us manage and grow our business. Altruist's support services are generally available on an unsolicited business basis (we do not have to

request them) and at no cost to us. The following material provides a more detailed description of Altruist support services.

### Services That Benefit You

Altruist institutional brokerage services include access to a broad range of investment products, execution of securities transactions, and custody of client assets. The investment products made available through Altruist include some that you might not otherwise have access to, or that would require a significantly higher minimum initial investment by our clients. Altruist's services described in this paragraph generally benefit you and your account.

### Services That Do Not Directly Benefit You

Altruist allows us to use other products and services that benefit us but do not directly benefit you and/or your account. These products and services assist us in managing and administering our clients' accounts and operating our firm. Altruist also makes available software and other technology that:

- Provide access to client account data (such as duplicate trade confirmations and account statements)
- Facilitate trade execution and allocate aggregated trade orders for multiple client accounts
- Provide pricing and other market data
- Facilitate payment of our fees from other clients' accounts
- Assist with back-office functions, recordkeeping, and client reporting

### *Brokerage for Client Referrals*

Falco Wealth does not receive third-party client referrals for recommending specific custodian brokerage services.

### *Directed Brokerage*

Falco Wealth does not maintain custody of the assets we manage. However, we may be deemed to have custody of your assets if you give us authority to withdraw assets from your account to pay us our advisory fees (see Item 15—Custody, below). Your assets must be maintained in an account at a “qualified custodian,” generally a broker-dealer or bank. Falco Wealth recommends that our clients use Altruist, an SEC-registered broker-dealer and FINRA/SIPC member, as the qualified custodian. Falco Wealth is independently owned and operated and is not affiliated with Altruist. Falco Wealth maintains an institutional relationship with Altruist whereby Altruist provides certain benefits to Falco Wealth, including a fully digital account opening process, a variety of available investments, and integration with software tools that can benefit Falco Wealth and its clients.

Altruists will hold your assets in a brokerage account and buy and sell securities when Falco Wealth instructs them to do so. Conflicts of interest associated with this arrangement are described in Item 14 (Client referrals and other compensation). You should consider these conflicts of interest when selecting your custodian. Falco Wealth does not open your account for you, although we may assist you in opening it.

Falco Wealth seeks to recommend a custodian/broker that will hold your assets and execute transactions. When considering whether the terms that Altruist provides are, overall, most advantageous to you when compared with other available providers and their services, we consider a wide range of factors: combination of transaction execution services and asset custody services (generally without a separate fee for custody); capability to execute, clear, and settle trades (buy and sell securities for your account); capability to facilitate transfers and payments to and from accounts (wire transfers, check requests, bill payment, etc.); breadth of available investment products (stocks, bonds, mutual funds, exchange-traded funds [ETFs], etc.); quality of services; competitiveness of the price of those services (commission rates, margin interest rates, other fees, etc.); reputation, financial strength, security, and stability; availability of other products and services that benefit Falco Wealth, as discussed below.

For our clients' accounts that Altruist maintains, Altruist generally does not charge you separately for custody services but is compensated by charging you commissions or other fees on trades that it executes or that settle into your account. Certain trades (for example, many mutual funds and U.S. exchange-listed equities and ETFs) may not incur Altruist commissions or transaction fees. Altruist is also compensated by earning interest on the uninvested cash in your account. Altruist requires that about 1% of invested assets remain in such a cash account.

We are not required to select the broker or dealer with the lowest transaction cost, even if that broker provides execution quality comparable to other brokers or dealers. Although we are not required to execute all trades through Altruist, we have determined that having Altruist execute most trades is consistent with our duty to seek "best execution" of your trades. Best execution means the most favorable terms for a transaction based on all relevant factors, including those listed above. By using another broker or dealer, you may pay lower transaction costs.

### *Order Aggregation*

The Adviser may combine orders into block trades when more than one account is participating in the trade. This blocking or bunching technique must be equitable and potentially advantageous for each account (e.g., reducing brokerage commissions or obtaining a more favorable execution price).

Block trading is performed when it is consistent with the duty to seek best execution and the terms of the Adviser's investment advisory agreements. Equity trades are blocked based upon fairness to clients, both in the participation of their accounts and in allocating orders for the accounts of more than one client. All orders are allocated in a timely and efficient manner. All managed accounts participating in a block execution receive the same execution price (average share price) for the securities purchased or sold in a trading day.

Any portion of an order that remains unfilled at the end of a given day will be rewritten on the following day as a new order with a new daily average price to be determined at the end of the following day. Due to the low liquidity of particular securities, broker availability may be limited. Open orders are worked until they are completely filled, which may span several days. If an order is filled in its entirety, securities purchased in the aggregated transaction will be allocated among the accounts participating in the trade in accordance with the allocation statement.

If an order is partially filled, the securities will be allocated pro rata based on the allocation statement. The Adviser may allocate trades differently from those indicated on the allocation statement (non-pro rata) only if all managed accounts receive fair and equitable treatment.

### ***Trade Error Policy***

Falco Wealth records any trading errors concerning its clients' investment activities. Both gains and losses that result from a trading error made by Falco Wealth will be borne or realized by Falco Wealth.

Per Altruist's trade error policy, Falco Wealth will follow these steps:

- Falco Wealth will identify the erroneous trade and the responsible party and fill out Altruist's appropriate form(s). Falco Wealth will provide any additional information necessary to correct an erroneous trade.
- Falco Wealth, through Altruist, will investigate the erroneous trade and correct it based on the available information.

## ***ITEM 13 REVIEW OF ACCOUNTS***

### ***Periodic Reviews***

Michael Falco, Jr., Chief Compliance Officer, regularly reviews client accounts. Financial Planning clients are encouraged to meet with Falco Wealth at least annually (in-person or virtually) to discuss changes or updates to their plan. While annual updates are recommended at a minimum, Falco Wealth conducts internal quarterly reviews of the plan. Falco Wealth encourages financial planning clients to communicate with us regularly. We update financial plans whenever the client experiences a life change that meaningfully impacts the plan. Such changes include changes in cash flow, significant unexpected expenses, potential large purchases, insurance claims, health changes, getting off-budget, etc.

Michael Falco, Jr. monitors the investment portfolios of wealth management clients daily using state-of-the-art technology for financial advisors. Daily monitoring considers relative returns, drift from intended asset allocation targets, upcoming cash flows, and any necessary trades, among other items. Changes to asset allocation targets are reviewed at least annually as part of the financial planning process. Unexpected life changes can also impact these targets before an annual review can be conducted. Falco Wealth encourages clients to inform us when these changes occur.

### ***Intermittent Review Factors***

Substantial market fluctuations, economic or political events, or changes in the client's financial status (such as retirement, termination of employment, relocation, inheritance, etc.) may trigger intermittent reviews. Clients are advised to notify Falco Wealth promptly if there are any material changes in their financial situation or investment objectives or if they wish to place restrictions on their accounts.

## *Reports*

As billing occurs quarterly, Falco Wealth provides clients with quarterly written reporting. Falco Wealth prefers to send a paperless quarterly report; however, clients can request a hard copy. In addition to the custodian(s)' quarterly reporting (for holistic wealth management clients), quarterly reports from Falco Wealth include a summary of global markets from the previous quarter and Falco Wealth's most recent thoughts on a relevant topic.

## **ITEM 14 CLIENT REFERRALS AND OTHER COMPENSATION**

We receive economic benefits from Altruist through the support products and services available to us and other independent investment advisors whose clients maintain their accounts at Altruist. We benefit from the products and services provided because the cost of these services would otherwise be borne directly by us, creating a conflict. You should consider these conflicts of interest when selecting a custodian. These products and services, how they benefit us, and the related conflicts of interest are described above (see Item 12—Brokerage Practices).

### *Other Compensation*

Falco Wealth does not engage in any other compensation for referrals with third parties.

## **ITEM 15 CUSTODY**

### *Custodian of Assets*

The adviser exercises constructive custody over the client's funds by directly debiting management fees from the account. Where the Adviser deducts its management fee from client accounts utilizing a qualified custodian, the State of Pennsylvania requires the firm to meet the following requirements:

- a. Adviser must possess written authorization from the client to deduct advisory fees from an account held by a qualified custodian;
- b. Adviser must send the qualified custodian a written invoice detailing the fee amount to be deducted from the client account; and,
- c. Adviser must send the client a written invoice itemizing the fee. The invoice must detail any formulae used to calculate the fee, the time period covered by the fee, and the amount of assets under management on which the fee was based. This may be included in the client's quarterly performance report.

The custodian will also send the client written statements at least quarterly. The Adviser encourages clients to review their account statements carefully for inaccuracies and immediately bring any discrepancies to the firm's attention.

## ***ITEM 16 INVESTMENT DISCRETION***

The adviser has discretion over the selection and amount of securities to be bought or sold in client accounts without obtaining prior consent or approval from the client. However, these purchases or sales may be subject to specified investment objectives, guidelines, or limitations previously set forth by the client and agreed to by the Adviser in an investment policy statement.

Discretionary authority will only be authorized upon full disclosure to the client. The granting of such authority will be evidenced by the client's execution of an investment advisory agreement containing all applicable limitations to such authority. All discretionary trades the Adviser makes will be consistent with each client's investment objectives, goals, and the investment policy statement.

The Client must understand that gains and losses realized by discretionary activity could be taxable and that the Client has authorized such activity by granting discretion.

## ***ITEM 17 VOTING CLIENT SECURITIES***

The Firm does not perform proxy voting services on the client's behalf. Clients are encouraged to read through the information in the proxy voting documents and make decisions based on that information. Upon the client's request, Firm representatives may provide limited clarifications of the issues presented in the proxy voting materials based on the Adviser's understanding. However, clients have the ultimate responsibility for making all proxy voting decisions.

For accounts subject to the provisions of the Employee Retirement Income Security Act of 1974 ("ERISA"), the plan fiduciary specifically keeps the authority and responsibility for voting on any proxies for securities held in plan accounts.

The Firm can answer any questions that do not require an opinion.

## ***ITEM 18 FINANCIAL INFORMATION***

### ***Balance Sheet Requirement***

Adviser does not require or solicit prepayment of more than \$1,200 in fees per client, six months or more in advance.

### ***Financial Condition***

Falco Wealth has no financial impairment that would preclude the Firm from meeting contractual client commitments.

### ***Bankruptcy Petition***

Falco Wealth has not been the subject of a bankruptcy petition during the last ten years.

## **ITEM 19 REQUIREMENTS FOR STATE-REGISTERED ADVISORS**

### ***Principal Executive Officers and Management Persons***

Please refer to Item 2 of our Form ADV Part 2B supplement for information about our principals' education and business background.

### ***Outside Business Activities***

Please refer to Item 10 of this Brochure for more information about our principals' outside business activities.

### ***Performance Based Fees***

We and our Associated Persons do not accept performance-based fees. Performance-based fees are based on a share of capital gains on or capital appreciation of the client's assets.

### ***Disciplinary Information***

Falco Wealth and its representatives have not been involved in any reportable disciplinary events.

### ***Other Relationships or Arrangements With Issuers of Securities***

Our firm and related persons do not have any relationships or arrangements with any issuer of securities.

