



Transition FAQ's

1. Transition to RIA Basics:

○ *What has changed?*

- We have launched our own independent, registered investment advisory (RIA) firm called Bare Wealth Advisors, registered directly with the SEC.
- Your client agreement will be with Bare Wealth Advisors - previously it was with Securities America
- The custodian has changed to Charles Schwab - previously it was with National Financial Services (NFS)

○ *What hasn't changed?*

- Our mission and care for our clients.
- Your relationship with Bare Wealth Advisors team
- The individual attention we provide for everyone. How you contact us: mailing address, email addresses, phone number

2. How will Bare Wealth replace some of the services Securities America provided?

○ *We have partnered with Eversource Wealth Advisors to provide:*

- Back office and operational assistance.
- Compliance resources to be sure all SEC regulations are thoroughly followed.
- Financial planning and stewardship related resources
- Wealth management assistance, having access to a Chartered Financial Analyst (CFA). The CFA is one of the most respected designations in finance and is widely considered the gold standard in the field of investment analysis.

3. Will my account login process change?

- In most cases, no. If you have been using the Client Portal as a login to view your account balances, you can still do so. Please keep in mind during the transition the account values will not update daily until the transfers to Schwab have been completed.
- If you have been using Wealthscape to view your accounts this WILL change and can be replaced with a login to the Schwab portal if desired.

- We will be rolling out new options as we transition that we believe will enhance your log-in process in the future.

4. What is a registered investment advisor (RIA)

- **What are the key benefits of working with an independent advisor?**
 - *Freedom of choice:* Independent advisors are free to make decisions that are best for them and their clients without the restrictions of a larger parent company. So, whether clients need help with retirement planning, a tax situation, estate planning, or managing assets at multiple places, independent advisors have the freedom to choose from a wide range of investment options and have more flexibility with the services they provide.
 - *Personalized guidance and expertise:* Independent advisors can help investors address the variety of complex investment needs that arise with the accumulation of significant wealth. While specific services vary from firm to firm, independent advisors are often described as financial “quarterbacks,” with the expertise necessary to focus on your total financial picture. Some advisors are specialists in certain investment strategies. Others can assist you with comprehensive services, such as estate planning or borrowing, the sale of a business, complicated tax situations, trusts, and intergenerational wealth transfer.
 - *Simple and transparent fee structure:* Independent advisors typically charge a fee based on a percentage of assets managed. It’s a fee structure that’s easy to understand and also gives your advisor an incentive to help grow your assets.
 - *Purpose-built technology platform:* Designed with advisors and clients in mind, this powerful, flexible trading platform makes it easy for us to work with our clients, integrate our technology, and offer a seamless mobile experience.
 - *Culture:* As an independent advisor, we can establish our own leadership style based on our ideals and ideas, creating a culture we believe in.
- **What do you mean by “fiduciary”?**
 - As a “fiduciary”, we must always serve the client’s best interest, and all of our decisions are guided by our commitment to preserve the trust and confidence clients place in us. We have abided by a fiduciary duty in the past but now we are legally bound to do this.
- **Are independent advisors subject to regulatory oversight?**
 - In the independent investment advisor model, advisors must register with either the SEC or the state depending on the size of the firm. These regulators have compliance, reporting and books and records requirements. We also are relying on Eversource Wealth Advisors for third-party compliance assistance to ensure we’re fulfilling the more stringent regulatory requirements of this model. In addition, RIAs

leverage a third-party custodian to hold and safeguard client assets which is why we selected Schwab.

- **Do independent advisors have more flexibility with how they serve clients?**
 - It is not uncommon for complex clients to require more sophisticated investment solutions, especially those clients who own their own businesses or represent significant family wealth. RIAs are able to craft customized solutions for clients based on their unique risk profile. With the flexibility to select and hire a team of legal and compliance experts that understand the needs of high-net-worth families, RIAs can structure a service and investment model that matches the needs of their specific client base. This team works with the RIA to understand and define their risk profile, which is then used to develop an investment due-diligence process and a methodology to identify the ramifications of a strategy that is deemed too risky.
 - This process allows RIAs to expand their services to take advantage of specific background or expertise in areas such as real estate, philanthropy, legal and estate planning.

5. Data Safety and Security

- **In accordance with our privacy policy, we only share personal information with third parties as necessary to provide services. The data security policies and procedures employed by these third parties are reviewed and monitored on a regular basis for adherence to strict industry standards.**
- **Bare Wealth Advisors realizes data security is an ongoing process and not a steady state. Our processes and systems are consistently upgraded and subject to monitoring in real time, at all hours, by a third party.**
- **Multi-level, multi-factor security measures are employed to provide the highest level of assurance that your sensitive data is protected and transmitted within an encrypted virtual network.**
- **Your data is not shared with any third parties for advertising purposes.**
- **Who will help me if you are not in the office?**
 - Outside of regular business hours, you'll also have access to Schwab Alliance, a platform that allows you to access your account and take care of routine service tasks online, over the phone, or through a mobile app, whenever we're out of the office or otherwise unavailable. Access is available at no cost to you. You can find details at www.schwaballiance.com, or by contacting the Schwab Alliance Service Team at 800-515-2157.

6. About the transition

- **Since we're changing custodians, we'll need to establish the same types of accounts you had at Securities America/NFS with Schwab.**
- **This paperwork will facilitate the account opening and transfer of assets process for you. To the extent possible, the forms will be prepopulated and will require your signatures and additional information.**
- **You will receive this Schwab paperwork soon, if you haven't already, along with detailed instructions.**
- ***What's the account transfer process going to look like?***
 - If you sign physical paperwork, when your paperwork from Schwab arrives, please sign and date where indicated and return the completed package to our office using the pre-paid mailing envelope.
 - If you sign via DocuSign, you will receive a few emails depending on your types of accounts. The first email you receive will be from a Bare Wealth team member with instructions on completing the DocuSign envelope.
 - We will submit it to Schwab, and they will start the transfer process, which typically takes 5-7 business days.
 - You will receive confirmation from Schwab that the account(s) have been opened and will be able to set up online access to your accounts. Once your transfer is complete, you can access your accounts through Schwab.
 - Client portal values will not change during the transition. Do not be alarmed, these will update once accounts are transferred and re-linked.
- ***I received the package of paperwork. Can you tell me what is going to change?***
 - Once you complete and return the paperwork, we will work with Schwab to open your new accounts and transfer your assets. We will continue managing your finances as we've done in the past, but now your accounts will be maintained at Schwab
- ***What happens to me if I don't sign this? Who will take care of me?***
 - If you choose not to move forward and sign the new paperwork, your accounts will remain at Securities America and will not be able to advise you on these accounts after we leave Securities America.
- ***How long will it take to move my account?***
 - As soon as we submit your paperwork to Schwab, the account(s) will be opened and submitted for transfer, which typically takes 5-7 business days (for ACAT transfers).

- **Will my billing change?**
 - We will be changing to quarterly billing in advance (previously we billed monthly). Depending on the timing of your transfer, your first billing debit may be larger as your fee will be pro-rated from the date your account is received at Schwab.
- **Are there any tax consequences to the transition?**
 - We will transfer your account “as is” so there will be no tax consequences.
- **What about my distribution/monthly check, etc.?**
 - Any distributions/ACH/money movements will be set up exactly as they currently are. We will work with you if you miss a distribution (due to timing of transfer) to ensure you get the funds you need.
- **What if I need a check? What do I need to do? How long will it take?**
 - You have several options:
 - Call me and I can arrange a check to be mailed in 5-7 business days.
 - If your need is more urgent, we could request overnight delivery.
 - Schwab offers ACH and the ability to wire funds
- **Why do I need to log on to the Schwab site to select paperless?**
 - Paperless statement enrollment is an activity that we cannot complete for clients. Because we are an independent firm and not employees of Schwab, there are specific safeguards in place for your account log-in information. This provides additional protection for your personal and private information.
 - I can send you an email with simple instructions that will help you enroll for paperless statements, or you can initiate the process on your own by logging into your account online.
 - You can also find instructions by visiting <http://content.schwab.com/learningcenter/index.html>

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