# FlightPath Financial Planning LLC

### Form ADV Part 2A Brochure

## June 17, 2022

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This brochure provides information about the qualifications and business practices of FlightPath Financial Planning LLC. If you have any questions about the contents of this brochure, please contact us at the telephone number or email address listed above. 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. FlightPath Financial Planning LLC is a registered investment adviser, but registration does not imply a certain level of skill or training.

Additional information about FlightPath Financial Planning is also available on the SEC's website at <u>www.adviserinfo.sec.gov</u> and by searching for CRD# 318701.

#### Item 2: Material Changes

In this Item, FlightPath Financial Planning LLC is required to identify and discuss material changes since the last filing of its annual amendment. Since this brochure was prepared as part of FlightPath Financial LLC's initial application for registration as an investment adviser, there are no such material changes to identify or discuss.

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#### Item 4: Advisory Business

- A. FlightPath Financial Planning LLC ("Adviser") is an investment adviser founded in 2022, principally registered in the state of California, and is principally owned by Michael Farrow.
- B. Adviser offers the following types of advisory services:
  - i. <u>Discretionary Investment Management</u>. Adviser provides ongoing discretionary investment management services to its clients based upon each client's current financial condition, goals, risk tolerance, income, liquidity requirements, investment time horizon, and other information that is relevant to the management of clients' account(s). This information will then be used to make investment decisions that reflect clients' individual needs and objectives on an initial and ongoing basis. Adviser's investment decisions will allocate portions of clients' account(s) to various asset classes classified according to historical and projected risks and rates of return. Adviser will retain the discretion to buy, sell, or otherwise transact in securities and other investments in a client's accounts without first receiving the client's specific approval for each transaction. Such discretionary authority is granted by a client in his or her investment management agreement with Adviser. Clients may impose restrictions on investing in certain securities or types of securities so long as such restrictions may reasonably be implemented by Adviser.

Adviser generally implements its investments strategy by allocating clients' investable assets across a diversified risk-based portfolio of no-load mutual funds and/or exchange traded funds ("ETFs"), stocks, bonds, and real estate investment trusts ("REITs"). This portfolio is rebalanced periodically to remain in-line with the client's agreed-upon asset allocation, though the asset allocation may be changed from time to time based on changes to a client's specific situation.

ii. <u>Financial Planning.</u> When rendering financial planning services (which may be provided either in connection with investment management services or as a standalone service), Adviser will evaluate and make recommendations with respect to various financial planning topics that are relevant to a particular client's personal finances. Such topics can include, for example, Investments, Insurance and Risk Assessment, Retirement Planning, Student Loan and other Debts Repayment, Tax Planning, Goal Assessment, Estate Planning, Employee Benefits Optimization, Education Planning, Cash Flow Management, and Small Business Planning. Implementation of Adviser's recommendations will be at the discretion of the client.

When rendering financial planning services, a conflict exists between Adviser's interests and the interests of its clients; clients are under no obligation to act upon Adviser's financial planning recommendations. If a client elects to act on any of the recommendations made by Adviser, the client is under no obligation to effect the transaction through Adviser or any of its personnel.

- C. Adviser tailors its advisory services to the individual needs of its clients by taking the time to understand clients' current financial condition, goals, risk tolerance, income, liquidity requirements, investment time horizon, and other information that is relevant to the management of clients' account(s). This information will then be used to make investment decisions or recommendations that reflect clients' individual needs and objectives on an initial and ongoing basis.
- D. Adviser does not participate in any wrap fee programs.

E. Since this brochure was filed as part of Adviser's initial registration, Adviser does not yet manage any discretionary or non-discretionary client assets.

#### Item 5: Fees and Compensation

A. Adviser is compensated for its financial planning services by an initial flat fee, plus a flat annual fee divided into equal monthly payments. The initial flat fee ranges from \$400 - \$2,000 and is due upon execution of the advisory agreement. The initial fee covers the cost of developing the financial plan. The initial fee is 25% of the annual fee and is only paid once in the first year. The flat annual fee ranges from \$1,200 - \$10,000 per year, and is charged in monthly installments in arrears. The flat annual fee is based on a client's financial complexity (e.g. number of persons in the household, type of employment, type of compensation, debt composition, etc.). Clients that retain Adviser for ongoing financial planning services pursuant to the flat annual fee described above also receive investment management services at no additional charge; in other words, investment management services are generally included as part of ongoing financial planning services.

Financial planning advice may also be rendered separately on an hourly basis at a rate of \$300 per hour, charged monthly in arrears.

Financial Planning fees are generally payable electronically via ACH or debit/credit card via Advice Pay (an independent and unaffiliated third-party payment processor). Financial Planning fees shall be automatically increased by 3% each year as an inflationary adjustment, and Adviser shall provide a courtesy reminder to the client in advance of each such annual inflationary increase. While Advice Pay will collect and store client card information, Adviser itself does not collect or store such information, and does not have access to view it.

- B. Fees are negotiable, and each client's specific fee schedule is included as part of the advisory agreement signed by Adviser and the client. Lower fees for comparable services may be available from other sources.
- C. In addition to the fees charged by Adviser, clients will incur brokerage and other transaction costs. Please refer to Item 12: Brokerage Practices, for further information on such brokerage and other transaction-related practices. Clients will also typically incur additional fees and expenses imposed by independent and unaffiliated third-parties, which can include qualified custodian fees, mutual fund or exchange traded fund fees and expenses, mark-ups and mark-downs, spreads paid to market makers, wire transfer fees, check-writing fees, early-redemption charges, certain deferred sales charges on previously-purchased mutual funds, margin fees, charges or interest, IRA and qualified retirement plan fees, and other fees and taxes on brokerage accounts and securities transactions. These additional charges are separate and apart from the fees charged by Adviser.
- D. The initial financial planning fee is nonrefundable. Financial planning and investment management agreements may be terminated by either Adviser or a client upon written notice. If a Client terminates their advisory agreement before having made at least six (6) full monthly payments in consideration of the annual flat fee, then the client shall remain responsible for paying the outstanding monthly payments remaining until a total of six (6) monthly fee payments have been made. For example, if a client terminates their advisory agreement after 4 (four) monthly payments, the client would still owe the remaining 2 (two) monthly payments.
- E. Neither Adviser nor any of its supervised persons accepts compensation for the sale of securities or other investment products.

# Item 6: Performance-Based Fees & Side-By-Side Management

Neither Adviser nor any of its supervised persons accepts performance-based fees (fees based on a share of capital gains or capital appreciation of the assets of a client).

Adviser generally provides its services to individuals and high-net-worth individuals. There is no minimum account value required to open and maintain an account with Adviser.

#### Item 8: Methods of Analysis, Investment Strategies & Risk of Loss

A. Adviser takes a strong academic approach to its investing, and believes in using time tested strategies to build passively managed, diversified, and low cost investment portfolios. During the data gathering process, Adviser determines the client's objectives, time horizon of goals, appetite for risk, liquidity needs, tax considerations, prior experience and knowledge with investments. Adviser then selects one of its prebuilt portfolios, or, in some cases, customizes a portfolio that is designed to help the client achieve the stated goals. Clients may request or impose reasonable restrictions in certain securities, types of securities or industry sectors.

Investing in securities involves risk of loss that clients should be prepared to bear. Past performance does not guarantee future returns.

- B. Like any investment strategy, passively-managed, low cost investment portfolios involve material risks. Such material risks are described in further detail below:
  - i. Investing for the long term means that a client's account will be exposed to short-term fluctuations in the market and the behavioral impulse to make trading decisions based on such short-term market fluctuations. Adviser does not condone short-term trading in an attempt to "time" the market, and instead coaches clients to remain committed to their financial goals. However, investing for the long term can expose clients to risks borne out of changes to interest rates, inflation, general economic conditions, market cycles, geopolitical shifts, and regulatory changes.
  - ii. Inflation risk is the risk that the value of a client's portfolio will not appreciate at least in an amount equal to inflation over time. General micro- and macro-economic conditions may also affect the value of the securities held in a client's portfolio, and general economic downturns can trigger corresponding losses across various asset classes and security types. Market cycles may cause overall volatility and fluctuations in a portfolio's value, and may increase the likelihood that securities are purchased when values are comparatively high and/or that securities are sold when values are comparatively high and/or that securities are sold when values are comparatively low. Geopolitical shifts may result in market uncertainty, lowered expected returns, and general volatility in both domestic and international securities. Regulatory changes may have a negative impact on capital formation and increase the costs of doing business, and therefore result in decreased corporate profits and corresponding market values of securities.
  - iii. Investing in mutual funds does not guarantee a return on investment, and shareholders of a mutual fund may lose the principal that they've invested into a particular mutual fund. Mutual funds invest into underlying securities that comprise the mutual fund, and as such clients are exposed to the risks arising from such underlying securities. Mutual funds charge internal expenses to their shareholders (which can include management fees, administration fees, shareholder servicing fees, sales loads, redemption fees, and other fund fees and expenses, e.g.), and such internal expenses subtract from its potential for market appreciation. Shares of mutual funds may only be traded at their stated net asset value ("NAV"), calculated at the end of each day upon the market's close.

Investing in ETFs bears similar risks and incurs similar costs to investing in mutual funds as described above. However, shares of an ETF may be traded like stocks on the open market and are not redeemable at an NAV. As such, the value of an ETF may fluctuate throughout the day and investors will be subject to the cost associated with the bid-ask spread (the difference between the price a buyer is willing to pay (bid) for an ETF and the seller's offering (asking) price).

Clients are encouraged to carefully read the prospectus of any mutual fund or ETF to be purchased for investment to obtain a full understanding of its respective risks and costs.

- iv. Investing in common stocks means that a client will be subject to the risks of the overall market as well as risks associated with the particular company or companies whose stock is owned. These risks can include, for example, changes in economic conditions, growth rates, profits, interest rates and the market's perception of these securities. Common stocks tend to be more volatile and more risky than certain other forms of investments, especially as compared to fixed income products like bonds.
- v. Investing in bonds means that a client will be subject to the market prices of such debt securities, which typically fluctuate depending on interest rates, credit quality, and maturity. In general, market prices of debt securities decline when interest rates rise and rise when interest rates fall. The longer the time to a bond's maturity, the greater its interest rate risk. Bonds are also subject to inflation risk, reinvestment risk, redemption risk, and valuation risk.
- vi. Investing in REITs means that clients will be subject to the risks associated with investments in mortgages and their related activities in addition to the general risk of equity and financial markets. Among the factors that the REIT industry is vulnerable to are: (1) change in government regulation, primarily the pass-through tax treatment of REIT income, (2) the market for residential mortgage assets, (3) the general level and term structure for interest rates. The common equity prices of REITs have historically been more closely correlated with changes in interest rates than other non-REIT equity securities. Additionally, REITs tend to be more illiquid in nature, may contain additional fees, and may experience disruptions in distributions in comparison to other types of securities.

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of Adviser's advisory business or the integrity of Adviser's management.

#### Item 10: Other Financial Industry Activities & Affiliations

- A. Neither Adviser nor any of its management persons are registered, or have an application pending to register, as a broker-dealer or a registered representative of a broker-dealer.
- B. Neither Adviser nor any of its management persons are registered, or have an application pending to register, as a futures commission merchant, commodity pool operator, a commodity trading advisor, or an associated person of the foregoing entities.
- C. Neither Adviser nor any of its management persons have any relationship or arrangement with any related person below:
  - i. broker-dealer, municipal securities dealer, or government securities dealer or broker
  - ii. investment company or other pooled investment vehicle (including a mutual fund, closed-end investment company, unit investment trust, private investment company or "hedge fund," and offshore fund)
  - iii. futures commission merchant, commodity pool operator, or commodity trading advisor
  - iv. banking or thrift institution
  - v. accountant or accounting firm
  - vi. insurance company or agency
  - vii. pension consultant
  - viii. real estate broker or dealer
  - ix. sponsor or syndicator of limited partnerships
- D. Michael Farrow is temporarily dually registered with Next Gen Financial Planning, LLC, a registered investment adviser based in California. This is not expected to create a conflict of interest as Mr. Farrow's registration with Next Gen Financial Planning, LLC is planned to terminate before the end of June 2022.
- E. The spouse of Michael Farrow is an attorney, and is the partial owner of an independent and unaffiliated divorce and mediation business (West Coast Family Mediation Center or "WCFMC"). From time to time and when appropriate for a particular client, Adviser will refer its clients in need of divorce and mediation services to WCFMC, and WCFMC will refer its clients in need of financial planning and/or investment management services to Adviser. Though these cross-referrals are not compensated, they do create a conflict of interest due to the additional compensation that Adviser, WCFMC, and their respective spousal owners stand to earn as a result of such referrals. Adviser addresses this conflict of interest by fully disclosing it in this brochure, by only making referrals that are in a client's best interests, and by advising clients that they are under no obligation to retain WCFMC for any services.

#### Item 11: Code of Ethics, Participation or Interest in Client Transactions & Personal Trading

- A. Adviser has adopted a code of ethics that will be provided to any client or prospective client upon request. Adviser's code of ethics describes the standards of business conduct that Adviser requires of its supervised persons, which is reflective of Adviser's fiduciary obligations to act in the best interests of its clients. The code of ethics also includes sections related to compliance with securities laws, reporting of personal securities transactions and holdings, reporting of violations of the code of ethics to Adviser's Chief Compliance Officer, pre-approval of certain investments by access persons, and the distribution of the code of ethics and any amendments to all supervised persons followed by a written acknowledgement of their receipt.
- B. Neither Adviser nor any of its related persons recommends to clients, or buys or sells for client accounts, securities in which Adviser or any of its related persons has a material financial interest.
- C. From time to time, Adviser or its related persons will invest in the same securities (or related securities such as warrants, options or futures) that Adviser or a related person recommends to clients. This has the potential to create a conflict of interest because it affords Adviser or its related persons the opportunity to profit from the investment recommendations made to clients. Adviser's policies and procedures and code of ethics address this potential conflict of interest by prohibiting such trading by Adviser or its related persons if it would be to the detriment of any client and by monitoring for compliance through the reporting and review of personal securities transactions. In all instances Adviser will act in the best interests of its clients.
- D. From time to time, Adviser or its related persons will buy or sell securities for client accounts at or about the same time that Adviser or a related person buys or sells the same securities for its own (or the related person's own) account. This has the potential to create a conflict of interest because it affords Adviser or its related persons the opportunity to trade either before or after the trade is made in client accounts, and profit as a result. Adviser's policies and procedures and code of ethics address this potential conflict of interest by prohibiting such trading by Adviser or its related persons if it would be to the detriment of any client and by monitoring for compliance through the reporting and review of personal securities transactions. In all instances Adviser will act in the best interests of its clients.

#### Item 12: Brokerage Practices

- A. Adviser considers several factors when recommending a custodial broker-dealer for client transactions and determining the reasonableness of such custodial broker-dealer's compensation. Such factors include the custodial broker-dealer's industry reputation and financial stability, service quality and responsiveness, execution price, speed and accuracy, reporting abilities, and general expertise. Assessing these factors as a whole allows Adviser to fulfill its duty to seek best execution for its clients' securities transactions. However, Adviser does not guarantee that the custodial broker-dealer recommended for client transactions will necessarily provide the best possible price, as price is not the sole factor considered when seeking best execution. After considering the factors above, Adviser recommends Charles Schwab & Co., Inc. ("Schwab") as the custodial broker-dealer for client accounts.
  - i. Adviser does not receive research and other soft dollar benefits in connection with client securities transactions, which are known as "soft dollar benefits". However, the custodial broker-dealer(s) recommended by Adviser do provide certain products and services that are intended to directly benefit Adviser, clients, or both. Such products and services include (a) an online platform through which Adviser can monitor and review client accounts, (b) access to proprietary technology that allows for order entry, (c) duplicate statements for client accounts and confirmations for client transactions, (d) invitations to the custodial broker-dealer(s)' educational conferences, (e) practice management consulting, and (f) occasional business meals and entertainment. The receipt of these products and services creates a conflict of interest to the extent it causes Adviser to recommend Schwab as opposed to a comparable broker-dealer. Adviser addresses this conflict of interest by fully disclosing it in this brochure, evaluating Schwab based on the value and quality of its services as realized by clients, and by periodically evaluating alternative broker-dealers to recommend.
  - ii. Adviser does not consider, in selecting or recommending custodial broker-dealers, whether Adviser or a related person receives client referrals from a custodial broker-dealer or third-party.
  - iii. Adviser does not routinely recommend, request, or require that a client direct Adviser to execute transactions through a specified custodial broker-dealer.
- B. Adviser retains the ability to aggregate the purchase and sale of securities for clients' accounts with the goal of seeking more efficient execution and more consistent results across accounts. Aggregated trading instructions will not be placed if it would result in increased administrative and other costs, custodial burdens, or other disadvantages. If client trades are aggregated by Adviser, such aggregation will be done so as to not to disadvantage any client and to treat all clients as fairly and equally as possible.

#### Item 13: Review of Accounts

- A. The President and Chief Compliance Officer of Adviser monitors client accounts on an ongoing basis, and typically reviews client accounts at least annually. Such reviews are designed to ensure that the client is still on track to achieve his or her financial goals, and that the investments remain appropriate given the client's risk tolerance, investment objectives, major life events, and other factors. Clients are encouraged to proactively reach out to Adviser to discuss any changes to their personal or financial situation. During this review, adjustments are made for clients' objectives, time horizon of goals, appetite for risk, liquidity needs, and tax considerations. Portfolios are rebalanced regularly, but not necessarily on a predetermined schedule.
- B. Other factors that may trigger a review include, but are not limited to, material developments in market conditions, material geopolitical events, and changes to a client's personal or financial situation (the birth of a child, preparing for a home purchase, plans to attend higher education, a job transition, impending retirement, death or disability among family members, etc.).
- C. The custodial broker-dealer will send account statements and reports directly to clients no less frequently than quarterly. Such statements and reports will be mailed to clients at their address of record or delivered electronically, depending on the client's election. If agreed to by Adviser and client, Adviser or a third-party report provider will also send clients reports to assist them in understanding their account positions and performance, as well as the progress toward achieving financial goals.

#### Item 14: Client Referrals and Other Compensation

- A. Nobody other than clients provides an economic benefit to Adviser for providing investment advice or other advisory services to clients. However, as described above in Item 12, the custodial broker-dealer(s) recommended for client accounts provides certain products and services that are intended to directly benefit Adviser, clients, or both. In addition, please refer to Item 10 for a description of Adviser's relationship with WCFMC.
- B. Neither Adviser nor a related person directly or indirectly compensates a person who is not Adviser's supervised person for client referrals.

#### Item 15: Custody

Adviser does not accept any automatic fee debiting authority from clients, and thus is not deemed to have custody in this respect. For clients that have not provided Adviser with any standing letters of authorization to distribute funds from their account(s), Adviser will further not have any custody of client funds or securities. For clients that have provided Adviser with discretion as to amount and timing of disbursements pursuant to a standing letter of authorization to disburse funds from their account(s), Adviser will typically be deemed to have limited custody over such clients' funds or securities pursuant to the SEC's custody rule and subsequent guidance thereto. At no time will Adviser accept full custody of client funds or securities in the capacity of a custodial broker-dealer, and at all times client accounts will be held by a third-party qualified custodian as described in Item 12, above.

If a client receives account statements from both the custodial broker-dealer and Adviser or a third-party report provider, client is urged to compare such account statements and advise Adviser of any discrepancies between them.

#### Item 16: Investment Discretion

Adviser accepts discretionary authority to manage securities accounts on behalf of clients only pursuant to the mutual written agreement of Adviser and the client through a power-of-attorney, which is typically contained in the advisory agreement signed by Adviser and the client. This includes the authority to buy, sell, and otherwise transact in securities and other investment products in client's account(s) without necessarily consulting with clients in advance. Clients may place reasonable limitations on this discretionary authority so long as it is contained in a written agreement and/or power-of-attorney.

#### Item 17: Voting Client Securities

- A. Adviser does not have and will not accept authority to vote client securities.
- B. Clients will receive their proxies or other solicitations directly from their custodial broker-dealer or a transfer agent, as applicable, and should direct any inquiries regarding such proxies or other solicitations directly to the sender.

#### Item 18: Financial Information

- A. Adviser does not require or solicit prepayment of more than \$500 in fees per client, six months or more in advance.
- B. Adviser has no financial condition that is reasonably likely to impair its ability to meet contractual commitments to clients.
- C. Adviser has not been the subject of a bankruptcy petition at any time during the past ten years.

#### Item 19: Requirements for State-Registered Advisers

- A. Please refer to the ADV Part 2B Brochure Supplement for the formal education and business background of Adviser's principal executive officers and management persons.
- B. Adviser is not actively engaged in any other businesses not otherwise described herein.
- C. Neither Adviser nor any of its supervised persons are compensated for advisory services with performance-based fees.
- D. Neither Adviser nor any of its management persons has been involved in any of the events required to be disclosed in this Item 19(D), including any award or liability as part of arbitration, civil proceeding, self-regulatory organization proceeding, or administrative proceeding.
- E. Neither Adviser nor any of its management persons have any relationship or arrangement with any issuer of securities.
- F. Adviser has strived to disclose any material conflict of interest relating to it or its representatives and employees that could be reasonably expected to impair the rendering of unbiased or objective advice. Conflicts of interest may include, but are not limited to, (a) compensation arrangements connected with advisory services which are in addition to the advisory fees, (b) other financial industry activities or affiliations, or (c) participation of interest in client transactions. Material conflicts of interest in these and other areas of Adviser's business have been disclosed in this brochure.