

BACKGROUND & EXPERIENCE

1. What is your educational background?

- **College degree** – Bachelor of Science in Business Administration, cum laude, with a concentration in Accounting, from Bowling Green State University

- **CERTIFIED FINANCIAL PLANNER™ (CFP®) practitioner** – A voluntary certification, recognized in the United States and a number of other countries for its:
 - high standard of professional education;
 - stringent code of conduct and standards of practice; and
 - ethical requirements that govern professional engagements with clients.

To attain this certification, an individual must satisfactorily fulfill the following requirements:

1. **Education** – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor's Degree from a regionally accredited college or university. CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
2. **Examination** – Pass the comprehensive CFP® Certification Examination. The examination includes case studies and client scenarios designed to test one's ability to correctly diagnose financial planning issues and apply one's knowledge of financial planning to real world circumstances;
3. **Experience** – Complete at least 3 years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
4. **Ethics** – Agree to be bound by CFP Board's Standards of Professional Conduct, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain their certification:

1. **Continuing Education** – Complete 30 hours of continuing education hours every 2 years, including 2 hours on the Code of Ethics and other parts of the Standards of Professional Conduct, to maintain competence; and
2. **Ethics** – Renew an agreement to be bound by the Standards of Professional Conduct. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

2. What are your financial planning credentials/designations and affiliations?

- Certified Financial Planner (CFP) -- (criteria as stated above)*
- Financial Planning Association (FPA) -- (continuing education not required)*

Kara Downing currently serves as President of the Financial Planning Association (FPA®) of Northeast Ohio Board of Directors, a voluntary, non-profit organization that supports high standards of professional competence, ethical conduct, and growth of the financial planning profession as a whole. She has served on the Board of Directors since January 2011.

3. How long have you been offering financial planning services?

More than 14 years.

4. Do you have clients who might be willing to speak with me about your services?

Yes, we would be glad to provide you with references.

5. Will you provide me with references from other professionals?

Yes, we would be glad to provide you with references.

6. Have you ever been cited by a professional or regulatory governing body for disciplinary reasons?

No.

7. Describe your financial planning work experience:

Kara Downing joined the financial planning industry in 2002. Her professional experience includes trading, investment and financial planning research, investment analysis, and serving as Chief Compliance Officer regarding regulatory requirements, and internal policies and procedures. She has extensive experience managing portfolios and developing complex financial plans for a variety of clients in different life phases. She created Younity Wealth to bring a deeply individualized, more balanced and holistic approach to wealth management, grounded in both personal experience and interdisciplinary expertise.

BUSINESS PRACTICE

1. How many clients do you work with?

Less than 30. We are committed to managing a practice that serves a limited number of clients extremely well. Our goal is not growth for growth's sake, but to develop trusting and long-term relationships with clients who likewise desire this type of relationship with an advisor who is totally in their corner.

2. Are you currently engaged in any other business, either as a sole proprietor, partner, officer, employee, trustee, agent or otherwise? (Exclude non-investment related activities which are exclusively charitable, civic, religious or fraternal and are recognized as tax-exempt.)

No.

3. Will you or an associate of yours work with me?

Kara Downing works directly with clients of the firm.

4. Will you sign the Fiduciary Oath below?

Yes, Yunity Wealth acts a fiduciary on behalf of its clients. As a Registered Investment Advisor, we have a legal obligation to put our clients' interests ahead of our own. Brokers do not have this same obligation and are instead held only to a "Suitability" standard. We provide comprehensive and continuous investment advice, which also differs from the transactional mindset of brokers and bankers.

FIDUCIARY OATH

The advisor shall exercise his/her best efforts to act in good faith and in the best interests of the client. The advisor shall provide written disclosure to the client prior to the engagement of the advisor, and thereafter throughout the term of the engagement, of any conflicts of interest which will or reasonably may compromise the impartiality or independence of the advisor.

The advisor, or any party in which the advisor has a financial interest, does not receive any compensation or other remuneration that is contingent on any client's purchase or sale of a financial product. The advisor does not receive a fee or other compensation from another party based on the referral of a client or the client's business.

1. Do you have a business continuity plan?

Yes.

COMPENSATION

Financial planning costs include what a client pays in fees and commissions. Comparison between advisors requires full information about potential total costs. It is important to have this information before entering into any agreement.

1. How is your firm compensated, and how is your compensation calculated?

- Fee-Only (as calculated below):*
 - Financial planning services may be billed in two ways:*
 - A flat project fee, which is determined based upon the level of detail and complexity involved in the plan. The minimum fee for comprehensive financial planning is \$2,500. Depending on the services requested and the time involved in delivering those services, your fee may be more or less than this amount.*
 - An hourly rate of \$225 for certain planning projects.*
 - For Wealth Management Services (those that include both comprehensive financial planning and asset management)*
 - Up to \$500,000 in assets under management @ 1.25% (\$6,250 minimum annual fee, negotiable depending on complexity of services needed)*
 - \$500,001 to \$1,000,000 @ 1.00%*

- \$1,000,001 to \$2,000,000 @ 0.95%
 - \$2,000,001 to \$3,000,000 @ 0.85%
 - Over \$3,000,000, negotiated
- ~~Commissions only; from securities, insurance, and/or other products that clients buy from a firm with which you are associated.~~
- ~~Fee and Commissions (fee based)~~
- ~~Fee Offset, (charging a flat fee against which commissions are offset.)
If the commissions exceed the fee, is the balance credited to me?~~

Prior to engaging Younity Wealth to provide planning or consulting services, clients are generally required to enter into a Financial Planning Agreement with the Firm setting forth the terms and conditions of the engagement, describing the scope of the services to be provided, and the portion of the fee that is due from the client prior to commencing services. Younity Wealth is a Fee-Only Firm and does not accept any other sources of revenue, such as commissions.

2. Do you have an agreement describing your compensation and services that will be provided in advance of the engagement?

Yes.

3. Do you have a minimum fee?

Generally speaking, Younity Wealth's minimum fees are described in #1 above. In our sole discretion, we may waive our minimum fee and/or charge a lesser fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

4. If you earn commissions, approximately what percentage of your firm's commission income comes from?

- 0% Insurance products
- 0% Annuities
- 0% Mutual funds
- 0% Limited partnerships
- 0% Stocks and bonds
- 0% Coins, tangibles, collectibles
- 0% - We do not accept commissions.

As stated in #1 above, Younity Wealth is strictly a "fee-only" financial planning and investment management firm. We do not receive commissions for purchasing or selling annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or other commissioned products. We are not affiliated with entities that sell financial products or securities. No commissions in any form are accepted, and no finder's fees are accepted.

5. Does any member of your firm act as a general partner, participate in, or receive compensation from investments you may recommend to me?

No.

6. Do you receive referral fees from attorneys, accountants, insurance professionals, mortgage brokers, or others?

No.

7. Do you receive on-going income from any of the mutual funds that you recommend in the form of "12(b)1" fees, "trailing" commissions, or other continuing payouts?

No.

8. Are there financial incentives for you to recommend certain financial products?

No.

SERVICES

Financial planners provide a range of services. It is important to match client needs with services provided.

1. Do you offer advice on: (check all that apply.)

- ✓ Goal setting
- ✓ Cash flow management & budgeting
- ✓ Tax planning
- ✓ Investment research, review & planning
- ✓ Estate planning
- ✓ Insurance needs in the areas of life, disability, long-term care, health and property/casualty
- ✓ Education funding
- ✓ Retirement & employee benefits planning
- ✓ Other: Family legacy & charitable gift planning.
- ✓ Other: Planning during & after divorce.
- ✓ Other: Investment advisory services & portfolio management.

Our approach includes working closely with all the other trusted advisors in your life (e.g., tax advisors, legal advisors, insurance advisors, etc.). We want to create a comprehensive, dynamic plan that addresses your needs now and in the future.

2. Do you provide a comprehensive written analysis of my financial situation and recommendations?

Yes, as part of a comprehensive financial planning arrangement and/or Wealth Management Services.

3. Does your financial planning service include recommendations for specific investments or investment products?

Usually, but it depends. Younity Wealth works with its clients to determine their specific planning needs, which may or may not include specific investment recommendations.

4. Do you offer assistance with implementation with the plan?

Usually, but it depends. Younity Wealth works with its clients to determine whether assistance is needed with implementation of specific recommendations. Some clients prefer to execute these on their own, while others rely on Younity Wealth to carry them out on their behalf.

5. Do you offer continuous, on-going advice regarding my financial affairs, including advice on non-investment related financial issues?

Yes, continuous and on-going advice is a service we offer. We also offer stand-alone, one-time financial planning services. We can help you determine which services are most appropriate for your situation.

6. Do you take custody of, or have access to my assets?

We do not provide custodial services to our clients, however, based upon the definition of "custody" provided by the Securities and Exchange Commission (SEC), Younity Wealth is deemed to have custody due to its ability to deduct management fees in accordance with the advisory agreement, but does not otherwise have any access to client funds, bank accounts, or securities. All funds, securities and other assets for which we have discretion or are advising without discretion will be held in the custody of appropriate banks and other qualified custodians.

7. If you were to provide me on-going investment advisory services, do you require "discretionary" trading authority over my investment accounts?

In most cases, yes. Younity Wealth usually receives discretionary authority from the client at the outset of an advisory relationship to select the identity, timing, and amount of securities to be bought or sold. In all cases, however, such discretion is to be exercised in a manner consistent with the stated investment objectives for the particular client account.

REGULATORY COMPLIANCE

Federal and state laws require that, under most circumstances, individuals or firms holding themselves out to the public as providing investment advisory services are required to be registered with either the U. S. Securities & Exchange Commission (SEC) or the regulatory agency of the state in which the individual/firm conducts business.

*I (or my firm) is registered as an Investment Advisor: **With the state of Ohio.***

Please provide your Form ADV Part II or brochure being used in compliance with the Investment Advisors Act of 1940. If not registered with either the SEC or any state, please indicate the allowable reason for non-registration.



Kara Downing, CFP®, President
Younity Wealth Partners, LLC

11/17/2016

Date