# Exian Capital Advisors LLC Firm Brochure - Form ADV Part 2A

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This brochure provides information about the qualifications and business practices of Exian Capital Advisors LLC. If you have any questions about the contents of this brochure, please contact us at (803) 370-9481 or by email at: contact@exiancapital.com. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Exian Capital Advisors LLC is registered as an Investment Adviser with the states of South Carolina. Registration of an Investment Adviser does not imply any level of skill or training.

Additional information about Exian Capital Advisors LLC is also available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>. Exian Capital Advisors LLC's CRD number is: 325784.

# **Item 2: Material Changes**

Exian Capital Advisors LLC has not yet filed an annual updating amendment using the Form ADV Part 2A. Therefore, there are no material changes to report.

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# **Item 4: Advisory Business**

### A. Description of the Advisory Firm

Exian Capital Advisors LLC (hereinafter "ECA") is a Limited Liability Company organized in the State of South Carolina. The firm was formed in March 2023, and the principal owner is John Tyler Williamson.

### **B.** Types of Advisory Services

### Portfolio Management Services

ECA offers ongoing portfolio management services based on the individual goals, objectives, time horizon, and risk tolerance of each client. ECA creates an Investment Policy Statement for each client, which outlines the client's current situation (income, tax levels, and risk tolerance levels) and then constructs a plan to aid in the selection of a portfolio that matches each client's specific situation. Portfolio management services include, but are not limited to, the following:

Investment strategy
Personal investment policy

Asset allocation
Asset selection

Risk tolerance
Regular portfolio monitoring

ECA evaluates the current investments of each client with respect to their risk tolerance levels and time horizon. ECA will request discretionary authority from clients in order to select securities and execute transactions without permission from the client prior to each transaction. Risk tolerance levels are documented in the Investment Policy Statement, which is given to each client.

ECA seeks to provide that investment decisions are made in accordance with the fiduciary duties owed to its accounts and without consideration of ECA's economic, investment or other financial interests. To meet its fiduciary obligations, ECA attempts to avoid, among other things, investment or trading practices that systematically advantage or disadvantage certain client portfolios, and accordingly, ECA's policy is to seek fair and equitable allocation of investment opportunities/transactions among its clients to avoid favoring one client over another over time. It is ECA's policy to allocate investment opportunities and transactions it identifies as being appropriate and prudent among its clients on a fair and equitable basis over time.

# Financial Planning

Financial plans and financial planning may include but are not limited to: investment planning; life insurance; tax concerns; retirement planning; college planning; and debt/credit planning. Financial planning is offered as a onetime project-based plan or on an ongoing basis. Ongoing financial planning includes check in calls and updates throughout the year as applicable.

### Services Limited to Specific Types of Investments

ECA generally limits its investment advice to mutual funds, fixed income securities, insurance products including annuities, equities, ETFs (including ETFs in the gold and precious metal sectors) and treasury inflation protected/inflation linked bonds, although ECA primarily recommends ETFs and fixed income. ECA may use other securities as well to help diversify a portfolio when applicable.

### Written Acknowledgement of Fiduciary Status

When we provide investment advice to you regarding your retirement plan account or individual retirement account, we are fiduciaries within the meaning of Title I of the Employee Retirement Income Security Act and/or the Internal Revenue Code, as applicable, which are laws governing retirement accounts. The way we make money creates some conflicts with your interests, so we operate under a special rule that requires us to act in your best interest and not put our interest ahead of yours. Under this special rule's provisions, we must:

- Meet a professional standard of care when making investment recommendations (give prudent advice);
- Never put our financial interests ahead of yours when making recommendations (give loyal advice);
- Avoid misleading statements about conflicts of interest, fees, and investments;
- Follow policies and procedures designed to ensure that we give advice that is in your best interest;
- Charge no more than is reasonable for our services; and
- Give you basic information about conflicts of interest.

### C. Client Tailored Services and Client Imposed Restrictions

ECA will tailor a program for each individual client. This will include an interview session to get to know the client's specific needs and requirements as well as a plan that will be executed by ECA on behalf of the client. ECA may use model allocations together with a specific set of recommendations for each client based on their personal restrictions, needs, and targets. Clients may impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs. However, if the restrictions prevent ECA from properly servicing the client account, or if the restrictions would require ECA to deviate from its standard suite of services, ECA reserves the right to end the relationship.

# D. Wrap Fee Programs

A wrap fee program is an investment program where the investor pays one stated fee that includes management fees and transaction costs. ECA does not participate in wrap fee programs.

### E. Assets Under Management

ECA has the following assets under management:

Discretionary Amounts:	Non-discretionary Amounts:	Date Calculated:
\$0	\$0	March 2023

# **Item 5: Fees and Compensation**

#### A. Fee Schedule

### Portfolio Management Fees

<b>Total Assets Under Management</b>	Annual Fees
\$0 - \$1,000,000	1.00%
\$1,000,001 - \$2,000,000	0.90%
\$2,000,001 - \$3,000,000	0.80%
\$3,000,001 - \$4,000,000	0.70%
\$4,000,001 - \$5,000,000	0.60%
\$5,000,001 - AND UP	0.50%

ECA uses an average of the daily balance in the client's account throughout the billing period, after taking into account deposits and withdrawals, for purposes of determining the market value of the assets upon which the advisory fee is based.

These fees are generally negotiable, and the final fee schedule will be memorialized in the client's advisory agreement. Clients may terminate the agreement without penalty for a full refund of ECA's fees within five business days of signing the Investment Advisory Contract. Thereafter, clients may terminate the Investment Advisory Contract generally with 30 days' written notice.

### Financial Planning Fees

#### **Fixed Fees**

The negotiated fixed rate for one time project based financial plans is between \$300 and \$5,000.

The negotiated fixed rate for ongoing financial planning is between \$1,118 and \$8,988 annually, paid monthly at a rate between \$99 and \$749 per month.

#### **Hourly Fees**

The negotiated hourly rate for *ad hoc* financial planning services is between \$150 and \$300 per hour.

All fees will be agreed upon before any work begins. Clients may terminate the agreement without penalty, for full refund of ECA's fees, within five business days of signing the Financial Planning Agreement. Thereafter, clients may terminate the Financial Planning Agreement generally upon written notice.

#### **B.** Payment of Fees

### Payment of Portfolio Management Fees

Asset-based portfolio management fees are withdrawn directly from the client's accounts with client's written authorization on a quarterly basis or may be invoiced and billed directly to the client on a quarterly basis. Clients may select the method in which they are billed. Fees are paid in arrears.

#### Payment of Financial Planning Fees

Financial planning fees are paid via check, cash, credit card, and wire.

Fixed one time project based financial planning fees are paid in arrears upon completion.

Fixed ongoing financial planning fees are paid monthly in arrears.

# C. Client Responsibility For Third Party Fees

Clients are responsible for the payment of all third party fees (i.e. custodian fees, brokerage fees, mutual fund fees, transaction fees, etc.). Those fees are separate and distinct from the fees and expenses charged by ECA. Please see Item 12 of this brochure regarding broker-dealer/custodian.

### D. Prepayment of Fees

ECA collects its fees in arrears. It does not collect fees in advance.

# E. Outside Compensation For the Sale of Securities to Clients

Neither ECA nor its supervised persons accept any compensation for the sale of investment products, including asset-based sales charges or service fees from the sale of mutual funds.

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

ECA does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

# **Item 7: Types of Clients**

ECA generally provides advisory services to the following types of clients:

- Individuals
- High-Net-Worth Individuals

There is no account minimum for any of ECA's services.

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

### A. Methods of Analysis and Investment Strategies

#### Methods of Analysis

ECA's methods of analysis include Cyclical analysis, Fundamental analysis, Modern portfolio theory, Quantitative analysis and Technical analysis.

**Cyclical analysis** involves the analysis of business cycles to find favorable conditions for buying and/or selling a security.

**Fundamental analysis** involves the analysis of financial statements, the general financial health of companies, and/or the analysis of management or competitive advantages.

**Modern portfolio theory** is a theory of investment that attempts to maximize portfolio expected return for a given amount of portfolio risk, or equivalently minimize risk for a given level of expected return, each by carefully choosing the proportions of various asset.

**Quantitative analysis** deals with measurable factors as distinguished from qualitative considerations such as the character of management or the state of employee morale, such as the value of assets, the cost of capital, historical projections of sales, and so on.

**Technical analysis** involves the analysis of past market data; primarily price and volume.

# **Investment Strategies**

ECA uses long term trading.

Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

#### B. Material Risks Involved

### Methods of Analysis

Cyclical analysis assumes that the markets react in cyclical patterns which, once identified, can be leveraged to provide performance. The risks with this strategy are two-fold: 1) the markets do not always repeat cyclical patterns; and 2) if too many investors begin to implement this strategy, then it changes the very cycles these investors are trying to exploit.

**Fundamental analysis** concentrates on factors that determine a company's value and expected future earnings. This strategy would normally encourage equity purchases in stocks that are undervalued or priced below their perceived value. The risk assumed is that the market will fail to reach expectations of perceived value.

**Modern portfolio theory** assumes that investors are risk averse, meaning that given two portfolios that offer the same expected return, investors will prefer the less risky one. Thus, an investor will take on increased risk only if compensated by higher expected returns. Conversely, an investor who wants higher expected returns must accept more risk. The exact trade-off will be the same for all investors, but different investors will evaluate the trade-off differently based on individual risk aversion characteristics. The implication is that a rational investor will not invest in a portfolio if a second portfolio exists with a more favorable risk-expected return profile – i.e., if for that level of risk an alternative portfolio exists which has better expected returns.

**Quantitative analysis** Investment strategies using quantitative models may perform differently than expected as a result of, among other things, the factors used in the models, the weight placed on each factor, changes from the factors' historical trends, and technical issues in the construction and implementation of the models.

**Technical analysis** attempts to predict a future stock price or direction based on market trends. The assumption is that the market follows discernible patterns and if these patterns can be identified then a prediction can be made. The risk is that markets do not always follow patterns and relying solely on this method may not take into account new patterns that emerge over time.

### **Investment Strategies**

**Long term trading** is designed to capture market rates of both return and risk. Due to its nature, the long-term investment strategy can expose clients to various types of risk that will typically surface at various intervals during the time the client owns the investments. These risks include but are not limited to inflation (purchasing power) risk, interest rate risk, economic risk, market risk, and political/regulatory risk.

Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

### C. Risks of Specific Securities Utilized

Clients should be aware that there is a material risk of loss using any investment strategy. The investment types listed below (leaving aside Treasury Inflation Protected/Inflation Linked Bonds) are not guaranteed or insured by the FDIC or any other government agency.

**Mutual Funds:** Investing in mutual funds carries the risk of capital loss and thus you may lose money investing in mutual funds. All mutual funds have costs that lower investment returns. The funds can be of bond "fixed income" nature (lower risk) or stock "equity" nature.

**Equity** investment generally refers to buying shares of stocks in return for receiving a future payment of dividends and/or capital gains if the value of the stock increases. The value of equity securities may fluctuate in response to specific situations for each company, industry conditions and the general economic environments.

**Fixed income** investments generally pay a return on a fixed schedule, though the amount of the payments can vary. This type of investment can include corporate and government debt securities, leveraged loans, high yield, and investment grade debt and structured products, such as mortgage and other asset-backed securities, although individual bonds may be the best known type of fixed income security. In general, the fixed income market is volatile and fixed income securities carry interest rate risk. (As interest rates rise, bond prices usually fall, and vice versa. This effect is usually more pronounced for longer-term securities.) Fixed income securities also carry inflation risk, liquidity risk, call risk, and credit and default risks for both issuers and counterparties. The risk of default on treasury inflation protected/inflation linked bonds is dependent upon the U.S. Treasury defaulting (extremely unlikely); however, they carry a potential risk of losing share price value, albeit rather minimal.

Exchange Traded Funds (ETFs): An ETF is an investment fund traded on stock exchanges, similar to stocks. Investing in ETFs carries the risk of capital loss (sometimes up to a 100% loss in the case of a stock holding bankruptcy). Areas of concern include the lack of transparency in products and increasing complexity, conflicts of interest and the possibility of inadequate regulatory compliance. Risks in investing in ETFs include trading risks, liquidity and shutdown risks, risks associated with a change in authorized participants and non-participation of authorized participants, risks that trading price differs from indicative net asset value (iNAV), or price fluctuation and disassociation from the index being tracked. With regard to trading risks, regular trading adds cost to your portfolio thus counteracting the low fees that one of the typical benefits of ETFs. Additionally, regular trading to beneficially "time the market" is difficult to achieve. Even paid fund managers struggle to do this every year, with the majority failing to beat the relevant indexes. With regard to liquidity and shutdown risks, not all ETFs have the same level of liquidity. Since ETFs are at least as liquid as their underlying assets,

trading conditions are more accurately reflected in implied liquidity rather than the average daily volume of the ETF itself. Implied liquidity is a measure of what can potentially be traded in ETFs based on its underlying assets. ETFs are subject to market volatility and the risks of their underlying securities, which may include the risks associated with investing in smaller companies, foreign securities, commodities, and fixed income investments (as applicable). Foreign securities in particular are subject to interest rate, currency exchange rate, economic, and political risks, all of which are magnified in emerging markets. ETFs that target a small universe of securities, such as a specific region or market sector, are generally subject to greater market volatility, as well as to the specific risks associated with that sector, region, or other focus. ETFs that use derivatives, leverage, or complex investment strategies are subject to additional risks. Precious Metal ETFs (e.g., Gold, Silver, or Palladium Bullion backed "electronic shares" not physical metal) specifically may be negatively impacted by several unique factors, among them (1) large sales by the official sector which own a significant portion of aggregate world holdings in gold and other precious metals, (2) a significant increase in hedging activities by producers of gold or other precious metals, (3) a significant change in the attitude of speculators and investors. The return of an index ETF is usually different from that of the index it tracks because of fees, expenses, and tracking error. An ETF may trade at a premium or discount to its net asset value (NAV) (or indicative value in the case of exchange-traded notes). The degree of liquidity can vary significantly from one ETF to another and losses may be magnified if no liquid market exists for the ETF's shares when attempting to sell them. Each ETF has a unique risk profile, detailed in its prospectus, offering circular, or similar material, which should be considered carefully when making investment decisions.

Annuities are a retirement product for those who may have the ability to pay a premium now and want to guarantee they receive certain monthly payments or a return on investment later in the future. Annuities are contracts issued by a life insurance company designed to meet requirement or other long-term goals. An annuity is not a life insurance policy. Variable annuities are designed to be long-term investments, to meet retirement and other long-range goals. Variable annuities are not suitable for meeting short-term goals because substantial taxes and insurance company charges may apply if you withdraw your money early. Variable annuities also involve investment risks, just as mutual funds do.

Past performance is not indicative of future results. Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

# **Item 9: Disciplinary Information**

#### A. Criminal or Civil Actions

There are no criminal or civil actions to report.

### **B.** Administrative Proceedings

There are no administrative proceedings to report.

#### C. Self-regulatory Organization (SRO) Proceedings

There are no self-regulatory organization proceedings to report.

# Item 10: Other Financial Industry Activities and Affiliations

# A. Registration as a Broker/Dealer or Broker/Dealer Representative

Neither ECA nor its representatives are registered as, or have pending applications to become, a broker/dealer or a representative of a broker/dealer.

# B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor

Neither ECA nor its representatives are registered as or have pending applications to become either a Futures Commission Merchant, Commodity Pool Operator, or Commodity Trading Advisor or an associated person of the foregoing entities.

# C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests

John Tyler Williamson has a blog at OptimizedPortfolio.com and YouTube channel which discuss finance and investing topics. As the publisher, he receives advertising revenue from these outside business activities. The parent company of these media channels is Search Solutions LLC, of which John Tyler Williamson is the managing member. Approximately 10% of his time is spent on this other business activity.

ECA is affiliated with Search Solutions LLC - the parent company of OptimizedPortfolio.com - by virtue of common ownership. Occasionally, ECA may refer clients and prospective clients to Search Solutions LLC for supplemental educational material like blog posts or videos to explain financial concepts. Search Solutions LLC

may refer its audience to ECA for advisory services. Neither Search Solutions LLC nor ECA will receive a fee for making such referrals.

John Tyler Williamson offers consulting services for digital marketing to small businesses. Approximately 10% of his time is spent on this other business activity.

# D. Selection of Other Advisers or Managers and How This Adviser is Compensated for Those Selections

ECA does not utilize nor select third-party investment advisers.

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

#### A. Code of Ethics

ECA has a written Code of Ethics that covers the following areas: Prohibited Purchases and Sales, Insider Trading, Personal Securities Transactions, Exempted Transactions, Prohibited Activities, Conflicts of Interest, Gifts and Entertainment, Confidentiality, Service on a Board of Directors, Compliance Procedures, Compliance with Laws and Regulations, Procedures and Reporting, Certification of Compliance, Reporting Violations, Compliance Officer Duties, Training and Education, Recordkeeping, Annual Review, and Sanctions. ECA's Code of Ethics is available free upon request to any client or prospective client.

### **B.** Recommendations Involving Material Financial Interests

ECA does not recommend that clients buy or sell any security in which a related person to ECA or ECA has a material financial interest.

### C. Investing Personal Money in the Same Securities as Clients

From time to time, representatives of ECA may buy or sell securities for themselves that they also recommend to clients. This may provide an opportunity for representatives of ECA to buy or sell the same securities before or after recommending the same securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest. ECA will always document any transactions that could be construed as conflicts of interest and will never engage in trading that operates to the client's disadvantage when similar securities are being bought or sold.

# D. Trading Securities At/Around the Same Time as Clients' Securities

From time to time, representatives of ECA may buy or sell securities for themselves at or around the same time as clients. This may provide an opportunity for representatives of ECA to buy or sell securities before or after recommending securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest; however, ECA will never engage in trading that operates to the client's disadvantage if representatives of ECA buy or sell securities at or around the same time as clients.

# **Item 12: Brokerage Practices**

#### A. Factors Used to Select Custodians and/or Broker/Dealers

Custodians/broker-dealers will be recommended based on ECA's duty to seek "best execution," which is the obligation to seek execution of securities transactions for a client on the most favorable terms for the client under the circumstances. Clients will not necessarily pay the lowest commission or commission equivalent, and ECA may also consider the market expertise and research access provided by the broker-dealer/custodian, including but not limited to access to written research, oral communication with analysts, admittance to research conferences and other resources provided by the brokers that may aid in ECA's research efforts. ECA will never charge a premium or commission on transactions, beyond the actual cost imposed by the broker-dealer/custodian.

ECA will require clients to use Altruist Financial LLC ("Altruist") as custodian.

ECA offers investment advisory services through the custodial platform offered by Altruist Financial LLC ("Altruist"), an unaffiliated SEC-registered broker-dealer and FINRA/SIPC member. Custody, clearing, and execution services are provided by Altruist Financial LLC as a self-clearing broker-dealer. ECA's clients establish brokerage accounts through Altruist. ECA maintains an institutional relationship with Altruist whereby Altruist provides certain benefits to ECA, including a fully digital account opening process, a variety of available investments, and integration with software tools that can benefit ECA and its clients. ECA is not affiliated with Altruist. Altruist does not supervise ECA, its agents, activities, or its regulatory compliance.

ECA participates in the Model Marketplace [and/or uses tax management tools] of Altruist LLC, an SEC-registered investment adviser and affiliate of Altruist Financial LLC. Through the Model Marketplace, ECA has access to model portfolios, including Altruist LLC-generated portfolios and Third-Party Portfolios, to assist it in managing or advising ECA client accounts. ECA also has the ability to create custom model portfolios and has access to tax management tools for use with Altruist LLC-generated portfolios, Third-Party Portfolios, and custom model portfolios to assist ECA in managing or advising its client accounts. Altruist LLC's Model Marketplace fees and tax management tool fees – each of which range between 0.00% and 1.00% and are listed in the Altruist LLC Fee Schedule available at altruist.com/legal – are automatically deducted from ECA's house account.. Altruist LLC and its affiliates do not act as investment advisers or fiduciaries to ECA clients. ECA is responsible for the suitability of all investment

decisions and transactions for client accounts subscribed to model portfolios through the Model Marketplace

### 1. Research and Other Soft-Dollar Benefits

ECA receives soft dollar benefits as a result of our relationship with Altruist Financial LLC ("Altruist") since we do not have to produce or pay for their research, products, or services.

### 2. Brokerage for Client Referrals

ECA receives no referrals from a broker-dealer or third party in exchange for using that broker-dealer or third party.

### 3. Clients Directing Which Broker/Dealer/Custodian to Use

ECA will require clients to use a specific broker-dealer to execute transactions. Not all advisers require clients to use a particular broker-dealer.

### B. Aggregating (Block) Trading for Multiple Client Accounts

If ECA buys or sells the same securities on behalf of more than one client, then it may (but would be under no obligation to) aggregate or bunch such securities in a single transaction for multiple clients in order to seek more favorable prices, lower brokerage commissions, or more efficient execution. In such case, ECA would place an aggregate order with the broker on behalf of all such clients in order to ensure fairness for all clients; provided, however, that trades would be reviewed periodically to ensure that accounts are not systematically disadvantaged by this policy. ECA would determine the appropriate number of shares and select the appropriate brokers consistent with its duty to seek best execution.

# **Item 13: Review of Accounts**

### A. Frequency and Nature of Periodic Reviews and Who Makes Those Reviews

All client accounts for ECA's advisory services provided on an ongoing basis are reviewed at least quarterly by John Tyler Williamson, Managing Member and Chief Compliance Officer, with regard to clients' respective investment policies and risk tolerance levels. All accounts at ECA are assigned to this reviewer.

All financial planning accounts are reviewed upon financial plan creation and plan delivery by John Tyler Williamson, Managing Member and Chief Compliance Officer.

# B. Factors That Will Trigger a Non-Periodic Review of Client Accounts

Reviews may be triggered by material market, economic or political events, or by changes in client's financial situations (such as retirement, termination of employment, physical move, or inheritance).

With respect to financial plans, ECA's services will generally conclude upon delivery of the financial plan for one time project-based planning.

#### C. Content and Frequency of Regular Reports Provided to Clients

Each client of ECA's advisory services provided on an ongoing basis will receive a quarterly report detailing the client's account, including assets held, asset value, and calculation of fees. This written report will come from the custodian.

Each financial planning client will receive a financial plan.

# Item 14: Client Referrals and Other Compensation

A. Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)

ECA does not receive any economic benefit, directly or indirectly from any third party for advice rendered to ECA's clients.

B. Compensation to Non - Advisory Personnel for Client Referrals

ECA does not directly or indirectly compensate any person who is not advisory personnel for client referrals.

# **Item 15: Custody**

ECA does not accept custody of Client funds except in the instance of withdrawing Client fees. For Client accounts in which ECA directly debits their advisory fee:

i. ECA will send a copy of its invoice to the custodian at the same time that it sends the Client a copy.

- ii. The custodian will send at least quarterly statements to the Client showing all disbursements for the account, including the amount of the advisory fee.
- iii. The Client will provide written authorization to ECA, permitting them to be paid directly for their accounts held by the custodian.

Clients should receive at least quarterly statements from the broker-dealer, bank, or other qualified custodians that hold and maintain the Client's investment assets. We urge you to carefully review such statements and compare such official custodial records to the account statements or reports that we may provide to you. Our statements or reports may 19 vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

### **Item 16: Investment Discretion**

ECA provides discretionary and non-discretionary investment advisory services to clients. The advisory contract established with each client sets forth the discretionary authority for trading. Where investment discretion has been granted, ECA generally manages the client's account and makes investment decisions without consultation with the client as to when the securities are to be bought or sold for the account, the total amount of the securities to be bought/sold, what securities to buy or sell, or the price per share. In some instances, ECA's discretionary authority in making these determinations may be limited by conditions imposed by a client (in investment guidelines or objectives, or client instructions otherwise provided to ECA.

# **Item 17: Voting Client Securities (Proxy Voting)**

ECA will not ask for, nor accept voting authority for client securities. Clients will receive proxies directly from the issuer of the security or the custodian. Clients should direct all proxy questions to the issuer of the security.

### **Item 18: Financial Information**

#### A. Balance Sheet

ECA neither requires nor solicits prepayment of more than \$500 in fees per client, six months or more in advance, and therefore is not required to include a balance sheet with this brochure.

# B. Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients

Neither ECA nor its management has any financial condition that is likely to reasonably impair ECA's ability to meet contractual commitments to clients.

#### C. Bankruptcy Petitions in Previous Ten Years

ECA has not been the subject of a bankruptcy petition in the last ten years.

# **Item 19: Requirements For State Registered Advisers**

# A. Principal Executive Officers and Management Persons; Their Formal Education and Business Background

ECA currently has only one management person: John Tyler Williamson. Education and business background can be found on the individual's Form ADV Part 2B brochure supplement.

# B. Other Businesses in Which This Advisory Firm or its Personnel are Engaged and Time Spent on Those (If Any)

Other business activities for each relevant individual can be found on the Form ADV Part 2B brochure supplement for each such individual.

# C. Calculation of Performance-Based Fees and Degree of Risk to Clients

ECA does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

# D. Material Disciplinary Disclosures for Management Persons of this Firm

There are no civil, self-regulatory organization, or arbitration proceedings to report under this section.

# E. Material Relationships That Management Persons Have With Issuers of Securities (If Any)

See Item 10.C and 11.B.