

Values Added

FINANCIAL

Item 1: Cover Page

Firm Brochure
Values Added Financial LLC
Zachary Teutsch, Managing Member

1323 Shepherd St NW,
Washington, DC 20011-5529
Phone: 202-599-0915

www.valuesaddedfinancial.com
E-mail: Zach@valuesaddedfinancial.com

March 28, 2019

This brochure provides information about the qualification and business practices of Values Added Financial LLC. If you have any questions about the contents of this brochure, please contact us at 202-599-0915 or by e-mail at zach@valuesaddedfinancial.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. Values Added Financial LLC is a Registered Investment Advisor in the District of Columbia registered in the District of Columbia. Registration of an investment advisor does not imply any level of skill or training. The oral and written communications of an Advisor provide you with information with which you determine to hire or retain an Advisor.

Additional information about Values Added Financial LLC is available on the SEC's website at www.adviserinfo.sec.gov.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

Item 2 – Material Changes

This filing replaces the August 14, 2018 version. It updates the amount of assets managed on a non-discretionary basis, clarifies how open retainer and project retainer fees are calculated and charged, and discusses some additional service offerings and the cost of those services.

We will ensure that you receive a summary of any material changes to this and subsequent Brochures within 120 days of the close of our business' fiscal year. We may further provide other ongoing disclosure information about material changes as necessary and will further provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

Currently, our Brochure may be requested, free of charge, by contacting Zachary Teutsch at (202) 599-0915, or by email to zach@valuesaddedfinancial.com.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

Item 3 – Table of Contents

Contents

Item 1: Cover Page	1
Item 2 – Material Changes	2
Item 3 – Table of Contents	3
Item 4 – Advisory Business	4
1) Comprehensive Client Agreement (Open Retainer)	4
2) Project Retainer.....	5
3) Financial Strategy Intensives and Other Single Session Offerings	6
4) Educational Presentations, Seminars, and Workshops.....	6
Item 5 – Fees and Compensation	7
Item 6 – Performance-Based Fees and Side-By-Side Management	9
Item 7 – Types of Clients	9
Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss	9
Item 9 – Disciplinary Information	12
Item 10 – Other Financial Industry Activities and Affiliations	12
Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading	13
Item 13 – Review of Accounts	16
Item 14 – Client Referrals and Other Compensation	17
Item 15 – Custody	17
Item 16 – Investment Discretion	17
Item 17 – Voting Client Securities	17
Item 18 – Financial Information	18
Item 19 – Requirements for State-Registered Advisers	18
Brochure Supplement	20
Privacy Notice	26

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

Item 4 – Advisory Business

A Values Added Financial LLC (“Values Added Financial”) is a fee-only financial planning firm that specializes in providing comprehensive financial planning and investment advisory services to individuals and families. We offer advice concerning publicly traded securities, real estate, and defensive options related to protecting concentrated securities positions. From time-to-time, we may also advise on non-securities such as currencies. Values Added Financial is owned and operated by Zachary Teutsch. Values Added Financial began business in 2017. Values Added Financial provides services to meet Client(s) investment needs, as well as risk management, retirement planning, cash management, recordkeeping, tax planning, estate planning, business development, student loan management, and goal setting needs.

Values Added Financial works with Clients under the following four basic Client agreements:

1) Comprehensive Client Agreement (Open Retainer)

An Open Retainer provides comprehensive financial planning for a fixed fee over the course of one year. Values Added Financial attempts to break down financial planning into manageable pieces to encourage Clients to follow through with recommendations and steadily progress toward their financial goals. Clients will typically address four to six key topics during the Initial Year (see below), depending on their individual situation, and generally two to four scheduled meetings during Renewal Years (see below). Meetings are typically in-person, but may be conducted by telephone or through other secure remote meeting technology, depending on Client availability and preference. In addition to scheduled meetings, additional face-to-face, e-mail, and/or phone consultations are included at no additional charge. In renewal years, meetings are generally less frequent and topics are often combined.

Initial Year of Open Retainer. Scheduled meeting topics are listed below. Values Added Financial will schedule meetings to cover those topics relevant to each Client, such as:

- vision
- designing a multi-year plan based on prioritizing advisory areas of focus
- budgeting and cash flow management
- record-keeping
- insurance analysis
- analysis of employee benefits
- tax planning
- inventory of assets, liabilities and net worth
- portfolio analysis
- analysis of financial goals
- asset allocation strategy
- investment recommendations

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

- investment strategy implementation
- retirement planning
- education funding
- small business planning
- estate planning

We review clients' investments to help insure adequate asset diversification, appropriate asset allocation that meets each client's risk profile and tolerance, and to reduce expenses where beneficial. We make recommendations to clients. We may implement those recommendations, but only where all of the following apply:

- 1) a Limited Power of Attorney agreement is in place,
- 2) a non-discretionary trading agreement is in place (which may be within the main client agreement),
- 3) the client requested that we do so in writing, and
- 4) the recommendations may be implemented within a client account at TDAmeritrade Institutional or Charles Schwab Institutional.

For clients who elect to receive investment management implementation, Values Added Financial operates on a non-discretionary basis. Non-discretionary authority requires that Values Added Financial obtain the Client's prior approval for each specific transaction prior to executing investment recommendations. Values Added Financial will only execute transactions for Clients when specifically authorized by Client.

Values Added Financial may also assist Clients in considering social and financial impacts relating to charitable giving.

Renewal Years of Open Retainer. In renewal years, meetings are generally less frequent and topics are often combined. The focus of meetings also shifts as initial tasks are completed and changes occur in Clients' lives. Typical scheduled meetings are:

- investment review/update
- cash flow and budgeting review
- goal setting review
- tax planning
- rebalancing of assets
- financial planning and/or any financial services as requested or needed by Client(s)

2) Project Retainer

If an Open Retainer relationship is not desired or practical, Values Added Financial may offer to enter into a Project Retainer agreement. Project Retainer services are narrower in scope and usually focus on one or more of the topics listed above. The service includes various Client consultations as well as written and/or oral recommendations resulting from such consultations. The Project Retainer does not constitute a comprehensive

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

financial planning engagement and does not provide ongoing financial or investment advice or implementation assistance following completion of the project.

If a Client wishes to upgrade to an Open Retainer option, they may sometimes receive credit toward Open Retainer fees for some amounts paid under Project Retainer agreements for the past six months.

3) Financial Strategy Intensives and Other Single Session Offerings

A Financial Strategy Intensive consists of an in-person or telephone pre-meeting to identify the issues most pressing to the client, a meeting in-person or via phone which focuses on up to three financial planning topics selected in advance by the Client, and focused support via email as the Client implements the suggested steps. A Financial Strategy Intensive does not provide ongoing financial or investment advice or implementation assistance beyond the focused email support, which is limited to the implementation of actions recommended in the session.

We offer additional pre-formulated sessions, which cover topics such as buying a home, actions to take anticipating having children or as a result of becoming a parent, beginning a new job, and other similar topics.

If a Client wishes to upgrade to an Open Retainer option, they may receive credit toward Open Retainer fees for some recent amounts paid under Financial Review agreements.

4) Educational Presentations, Seminars, and Workshops

Educational presentations, seminars, or workshops are educational events in which Values Added Financial owners or contractors participate on behalf of the firm to provide financial education to a targeted audience. In some cases, these events are organized exclusively by Values Added Financial and in others a representative of Values Added Financial is invited to participate as one of the speakers at a presentation or workshop conducted by another organization, such as a synagogue, alumni association, or library. Such educational activities do not provide ongoing financial or investment advice or implementation assistance in between sessions or after the conclusion of a series of sessions.

B, C Values Added Financial and Client will enter into an agreement that details the scope of the relationship and responsibilities of both Values Added Financial and Client. Values Added Financial tailors all advice and services to the stated objectives of the Client.

We discuss in detail with the Client critically important information such as the Client's risk tolerance, time horizon, personal values, and projected future needs, to formulate an investment policy. This policy guides us in objectively and suitably managing the Client's account. We meet with Clients as needed to review portfolio performance, discuss current issues, and re-assess goals

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

and plans. Clients may impose restrictions on investing in certain securities or types of securities. We consider such restrictions when preparing the investment strategy.

Values Added Financial does not sell insurance or investment products, and does not accept commissions as a result of any product recommendations. Values Added Financial does not pay referral or finders' fees, nor does it accept such fees from other firms.

- D** We do not participate in any wrap-fee programs.
- E** Values Added Financial manages no assets on a discretionary basis, manages approximately \$23,686,000 on a non-discretionary basis as of the close of business on March 27, 2019, and provides investment advice to clients on additional assets that we do not directly manage.

Item 5 – Fees and Compensation

- A, B** Values Added Financial is a fee-only advisory Firm, meaning we are compensated only by our Clients and do not receive compensation or commissions from any other parties. We believe this method of compensation minimizes conflicts of interest and best serves clients' interests.

Open Retainer

Range of Open Retainer Fees: \$5,000 - \$100,000
Renewal Years of Open Retainer: \$5,000 - \$100,000

Fees are calculated annually and payable quarterly, in advance. Retainer fees are calculated using a sliding scale, which is based on a combination of income, assets, and overall complexity of Clients' financial situation. Initial fees are clearly stated in the client agreement. In the future, retainer fees may increase as income, complexity, and/or net worth increase. Fee increases will only take effect once the Client indicates their acceptance in writing. Fees are invoiced and may be paid by check or using a mutually agreeable electronic method (EFT, credit card, online platform, etc). Alternatively, at the discretion of the Client, fees may be debited directly from the Clients' account by the custodian upon submission of an invoice to the custodian indicating the account number and amount of fees to be paid. In no event will Values Added Financial collect more than \$500.00 more than six months in advance from any Client. Open retainer fees are negotiable.

Project Retainer

The cost for a Project Retainer ranges from \$400 - \$8,000. Values Added Financial may use an hourly fee ranging from \$150 to \$600 per hour for specific project requests. That fee is determined based on complexity. Clients are billed directly and fees are generally due in one or two installments: one-half upon execution of the agreement and one-half upon completion. In no event will Values Added Financial collect more than \$500.00 more than six months in advance from any Client.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

Financial Strategy Intensives

The cost for a Financial Fitness Review ranges from \$750 - \$1,500, depending on the topics to be covered and the complexity of the Client's financial situation. Clients are billed directly and the fee is due in full at the time of the Financial Fitness Review. At Values Added Financial's discretion, fees may be paid in two installments: one-half upon execution of the agreement and one-half upon completion. In no event will Values Added Financial collect more than \$500.00 more than six months in advance from any Client. The pre-formulated sessions dealing with specific life moments vary in cost from \$300-\$1,500.

Educational Presentations, Seminars, and Workshops

Some events of this type are free and done as part of Values Added Financial's commitment to community engagement and public service. Others involve a fee, which is typically between \$50 and \$500 depending on the topics to be covered, the number of sessions, the length of sessions, and the target audience. Participants are billed directly and the fee is due in full at the time of the presentation, seminar, or workshop. At Values Added Financial's discretion, fees may be paid in multiple installments. In no event will Values Added Financial collect more than \$500.00 more than six months in advance from any Client.

- C** In addition to Values Added Financial's fee, Clients may incur certain other fees and charges to implement Values Added Financial's recommendations. Additional charges and fees may be imposed by custodians, brokers, third party investment and other third parties, such as fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic funds fees, and other fees and taxes. (See Item 12) Mutual funds and exchange-traded funds also charge internal management fees, which are disclosed in a fund's prospectus. Such charges, fees, and commissions are exclusive of and in addition to Values Added Financial's fees. Additionally, Clients may be responsible for out of pocket expenses incurred by Values Added Financial in providing services above and beyond typical services provided to Clients. These expenses may include such things as abnormal shipping costs and travel expenses for out-of-town in-person meetings requested by the Client.
- D** The Client may terminate an engagement, with neither penalty nor fee, by providing written notice within five days of signing an agreement. Additionally, either party may terminate an agreement for any reason, at any time with thirty (30) days written notice. Any pre-paid but unearned fees will be promptly refunded by Values Added Financial on a pro-rata basis. Any fees that have been earned but not yet paid by Client will be due and payable.
- E** Values Added Financial is a fee-only financial advisory firm and does not sell investment or insurance products.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

Item 6 – Performance-Based Fees and Side-By-Side Management

Values Added Financial does not charge any performance-based fees, i.e., fees based on a share of capital gains on or capital appreciation of the assets of a Client.

Item 7 – Types of Clients

Values Added Financial provides comprehensive financial planning and investment advisory services primarily to middle-income and upper-income individuals and families. The firm values serving a diverse range of clients and therefore strives to work with people from different walks of life. As such, there is no minimum net worth or asset requirement to become a Client. As discussed above, the specific relationship agreement and fee will be based upon each Client(s) situation.

Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss

A The main sources of information Values Added Financial may rely upon when researching and analyzing specific investments will include traditional research materials such as financial newspapers and magazines, annual reports, prospectuses, and filings with the SEC, as well as research materials prepared by others such as corporate rating services. Values Added Financial also use various professional publications deemed to be consistent with and supportive of Values Added Financial's investment philosophy.

Investment recommendations are considered in the context of Client's unique personal circumstances. Specific factors that Values Added Financial may consider when making an investment recommendation include: overall risk tolerance, risk capacity, tax situation, earnings potential, work status, investment experience, financial situation, goals and aspirations, personal values, and individual and family circumstances. After identifying these items, portfolios are structured around individual needs, while minimizing negative effects of external factors, such as interest rates, market performance, and the economy as a whole.

Values Added Financial's primary investment focus for long-term growth of capital and income generation is to achieve an acceptable risk/return trade-off based on a Client's unique situation through asset allocation and diversification. Values Added Financial seeks to educate Clients on this risk/return dynamic and the appropriate level of risk for their given situation.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

In general, Values Added Financial recommends no-load mutual funds (i.e., mutual funds that have no sales fees), exchange traded funds, U.S. government securities, money market accounts, certificates of deposit, and individual bonds (corporate, agency, and municipal). However, in the course of providing investment advice, Values Added Financial may address issues related to other types of investments that a Client may already own. Any other products that may be deemed appropriate for a Client will be discussed, based upon individual goals, needs, and objectives.

Any investing in securities involves risk of loss that Clients should be prepared to bear. While Values Added Financial will use its best judgment and good faith efforts in rendering services to Clients, not every investment decision or recommendation made by Values Added Financial will be profitable. Values Added Financial cannot warrant or guarantee any particular level of account performance, or that an account will be profitable over time. Clients assume all market risk involved and understand that investment decisions are subject to various market, currency, economic, political, and business risks.

- B** Every Client's needs and goals are different. Accordingly, investment strategies and underlying investment vehicles may vary. It is the responsibility of each Client to give us complete information and to notify us of any changes in financial circumstances or goals. Certain securities laws impose liability under certain circumstances on persons who act in good faith; therefore, the above language does not relieve Advisor from any responsibility or liability Advisor may have under state or federal securities laws.

Values Added Financial's investment strategy is based on the following principles:

- The wisest way to control risk and enhance return is through diversification across several different asset classes.
- The Client's time horizon, i.e., the time between now and when the Client will need the funds being invested, is a crucial factor affecting tolerance for volatility and risk.
- Values Added Financial focuses on things that we can control – maintaining a diversified portfolio, reducing expenses, minimizing taxes, and maintaining investment discipline. We do not believe in timing markets or trying to pick winning stocks.

Values Added Financial's general investment strategies include long-term buy-and-hold with periodic rebalancing of the Client account(s), in conjunction with a proportional equity/fixed-income strategy. The strategy and allocation is determined as appropriate to the Financial Lifecycle stage, individual considerations, and risk tolerance assessed for each client. As with any investment or strategy, there are risks that must be considered and managed.

Except as may otherwise be provided by state or federal law, we are not liable to Clients for:

- Any loss that a Client may suffer by reason of any investment decision made or other action taken or omitted in good faith by us with that degree of care, skill, prudence and diligence under the circumstances that a prudent person acting in a fiduciary capacity would use;

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

- Any loss arising from our adherence to a Client’s instructions; or
- Any act or failure to act by a custodian of a Client’s account.

Mutual funds are professionally managed collective investment companies that pool money from many investors and invest in stocks, bonds, short-term money market instruments, other mutual or exchange traded funds, other securities, or any combination thereof. The fund will have a manager that trades the fund's investments in accordance with the fund's investment objective. While mutual funds generally provide diversification, risks can be significantly increased if: the fund is concentrated in a particular sector of the market; invests primarily in small cap or speculative companies; uses leverage (i.e., borrows money) to a significant degree; or concentrates in a particular type of security (i.e., equities) rather than balancing the fund with different types of securities. Other fund risks include: foreign securities and currency risk, emerging market risk, small-cap, mid-cap and large-cap risk, trading risk, and turnover risk that can increase fund expenses and may decrease fund performance. Brokerage and transactions costs incurred by the fund will reduce returns.

Individual equity securities (also known simply as “equities” or “stock”) are assessed for risk in numerous ways. Price fluctuations and market risk are the most significant risk concerns. As such, the value of your investment can increase or decrease over time. Furthermore, you should understand that stock prices can be affected by many factors including, but not limited to, the overall health of the economy, the health of the market sector or industry of the issuing company, and national and political events. When investing in stock, it is important to focus on the average returns achieved over a given period of time across a well-diversified portfolio.

Individual debt securities (or “bonds”) are typically safer investments than equity securities, but their risk can also vary widely based on: the financial health of the issuer; the risk that the issuer might default; when the bond is set to mature; and whether or not the bond can be “called” prior to maturity. When a bond is called, it may not be possible to replace it with a bond of equal character paying the same rate of return.

Exchange Traded Funds (ETFs) are investment funds traded on stock exchanges, much like stocks or equities. An ETF holds assets such as stocks, commodities, or bonds and trades at approximately the same price as the net asset value of its underlying assets over the course of the trading day. Most ETFs track an index, such as the S&P 500. However, some ETFs are fully transparent actively managed funds. Market risk is, perhaps, the most significant risk associated with ETFs. This risk is defined by the day to day fluctuations associated with any exchange traded security, where fluctuations occur in part based on the perception of investors.

- C** While all investing involves risks of loss, our advisory services generally recommend a broad and diversified use of equities, mutual funds, and fixed income securities that do not involve significant or unusual risks because of our broad allocation.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

There are a variety of risks when implementing an investment strategy of capital preservation and long-term growth.

Volatility: One of the main concerns for any type of investing, particularly equity investing, is market volatility. Volatility measures the degree to which prices change over time.

Client Behavior: One of the risks is the client's behavior. A client must be willing and able to hold on to long-term investments without knee-jerk reactions to volatility and without trying to time the market. Analysis shows that investor's investment results continue to be more dependent on investor behavior than on fund performance. This underperformance is driven by a combination of psychological traps, triggers and misconceptions that cause investors to act irrationally and to deviate from a sound and well defined investment strategy tailored towards their goals, risk tolerance and time horizon.

Tax Considerations: Tax treatment of different investment gains/losses, must be considered in the long-term investment strategy.

Other investment risks: Other investment risks include interest rate risk, credit risk, inflation, call risk, prepayment risk, and liquidity risk. Values Added Financial believes that these risks can be managed and through a well-diversified portfolio.

Item 9 – Disciplinary Information

Registered Investment Advisors are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of them or the integrity of their management. Values Added Financial is pleased to note that it has no information to disclose applicable to this Item.

Item 10 – Other Financial Industry Activities and Affiliations

Neither Values Added Financial nor any employee of Values Added Financial, are registered, or have an application pending to register, as a broker-dealer, registered representative of a broker-dealer, or a futures commission merchant, commodity pool operator, commodity trader adviser, or an associated person of the foregoing.

Values Added Financial's owner, Zachary Teutsch, is a member of the Alliance of Comprehensive Planners (ACP). ACP is a non-profit organization that provides training and support through an alliance of fee-only comprehensive financial advisors. As a member of ACP, Values Added Financial has the right to use proprietary products and systems designed by the ACP. The ACP offers education in the form of in-person, web-based, and teleconferences (which may provide continuing education credits) and services produced by collaborative efforts of fee-only financial advisors.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

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

A Values Added Financial has adopted a Code of Ethics for all supervised persons of the firm describing its high standard of business conduct and fiduciary duty to its Clients. The Code of Ethics includes provisions relating to our professional duties to our clients, standards of conduct, and personal trading policy. The Code of Ethics is available to Clients upon request.

B-D Values Added Financial does not currently participate in securities in which it has a material financial interest. Values Added Financial and its related persons, as a matter of policy, do not recommend to Clients, or buy or sell for Client accounts, securities in which the firm or its related persons has a material financial interest.

Values Added Financial or individuals associated with Values Added Financial may buy and sell some of the same securities for its own account that Values Added Financial recommends for its Clients. When appropriate, Values Added Financial will purchase or sell securities for Clients before purchasing or selling the same securities for Values Added Financial's own account. In some cases, Values Added Financial may buy or sell securities for its own account for reasons not related to the strategies adopted by Values Added Financial's Clients. The Code of Ethics is designed to assure that the personal securities transactions will not interfere with making decisions in the best interest of advisory Clients while, at the same time, allowing employees to invest for their own accounts.

Certain classes of securities, such as open-ended mutual funds, are designated as exempt transactions, meaning employees may trade these without prior permission because such trades would not materially interfere with the best interest of Values Added Financial's Clients.

Nonetheless, because the Code of Ethics permits employees to invest in the same securities as Clients, there is a possibility that employees might somehow benefit from the market activity of a Client. Accordingly, when applicable, Employee trading is monitored under the Code of Ethics, and to reasonably prevent conflicts of interest between Values Added Financial and its Clients.

Values Added Financial will disclose to Clients any material conflict of interest relating to Values Added Financial, its representatives, or any of its employees that would reasonably be expected to impair the rendering of unbiased and objective advice. Values Added Financial will notify Clients in advance of its policies with respect to officers trading for their own account including the potential conflict of interest that arises when recommending securities to Clients in which Values Added Financial or its principal holds a position.

Values Added FINANCIAL

Part 2A of Form ADV – Firm Brochure

Item 12 – Brokerage Practices

Selecting Brokerage Firms

Values Added Financial does not have any affiliation with traditional product sales firms. Instead, we have a relationship with two available Custodians, TD Ameritrade Institutional (TDA) and Charles Schwab Institutional. The main benefit is that Clients receive expedient, efficient, and low-cost trade processing. Though we did not consider this in our selection process, Values Added Financial receives access to research information and discounted software because clients sometimes pay brokerage fees to TDA or Charles Schwab Institutional. When we use that research and software, we do so to benefit Values Added Financial clients.

Specific custodian recommendations are made to Clients based on their need for such services. Values Added Financial recommends custodians based on the proven integrity and financial responsibility of the firm and the best execution of orders at reasonable commission rates, but **never** requires its clients to utilize any given custodian/broker-dealer. Clients are free to use the custodian of their choosing whether recommended by us or not.

Values Added Financial does not receive fees or commissions from any of these arrangements. Values Added Financial does receive ‘soft dollar benefits,’ a term that include research, products, services from TD Ameritrade or Charles Schwab Institutional it does not have to pay for and can use for its benefit and the benefit of our clients, which may benefit Values Added Financial it does not have to produce or pay for the research, products or services. Although TD Ameritrade and Charles Schwab Institutional’s commissions and brokerage fees are quite competitive, access to its data analysis tools and other similar soft dollar benefits gave Values Added Financial an incentive to select or recommend TD Ameritrade or Charles Schwab Institutional in order to use those tools and research when working with all of our clients, rather than exclusively focusing on the custodian with the absolutely lowest commissions, markdowns, or markups, which may result in slightly higher commissions for some trades than clients might otherwise face. We did not consider research or other similar benefits when choosing a custodian but still believe that it is important to identify this as a potential conflict because of our incentive to select or recommend a broker-dealer based on an interest in receiving the research or other products or services to be used for all clients, rather than clients’ interest in receiving most favorable execution. Values Added Financial seeks to allocate soft dollar benefits to all clients, regardless of whether they pay commissions or other fees to TD Ameritrade or Charles Schwab Institutional, rather than attempting to limit benefits only to clients that incur commissions or to allocate such benefits proportionately to each client or account. Notwithstanding the balanced consideration of data analysis tools and low fees when selecting a custodian partner, Values Added Financial commits that we will never advise our clients to engage in additional trades at TD Ameritrade, Charles Schwab Institutional, or any other brokerage for the purpose of obtaining soft dollar benefits. Clients are advised that it will often be cheaper for them if they aggregate orders for all securities trades and that they should do so whenever possible because failure to aggregate orders can result in substantial additional commission or other brokerage costs.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

Best Execution

In recommending a broker dealer for specific trades, Values Added Financial will generally seek “best execution”. Factors considered include, but are not limited to, the broker-dealer’s facilities, costs, reliability and financial responsibility, the ability of the broker-dealer to effect transactions, and the research and related brokerage services provided to the client and/or Values Added Financial. The vast majority of the trades made in client accounts at Values Added Financial are for sales and purchases of mutual funds which trade at NAV, and have no best execution applicability.

Soft Dollars

TD Ameritrade and Charles Schwab Institutional provide market research, tools for managing accounts, and discounted services to Values Added Financial and its clients. The software is available to Clients and to the Advisor and aids in the efficient implementation of client-requested transactions. Values Added Financial receives occasional small gifts from firms that are recommended to clients, but all at a de minimus level (i.e. there is minimal value to the firm or its employees). Though limited, these soft dollar benefits have value and therefore we work to mitigate any resulting conflicts of interest so that we continue to serve our clients interests first and foremost. As noted above, we did not consider soft-dollar benefits when selecting a third-party custodian to recommend to clients and we don’t require the use of any specific custodian.

Products and Services Available to Values Added Financial from TDAmeritrade Institutional and Charles Schwab Institutional

TDAmeritrade Institutional and Charles Schwab Institutional serve independent investment advisory firms such as Values Added Financial. They provide us and our clients with access to its institutional brokerage– trading, custody, reporting, and related services – many of which are not typically available to TDAmeritrade or Charles Schwab retail customers. TDAmeritrade and Charles Schwab Institutional also make available various support services. Some of those services help us manage or administer our clients’ accounts; while others help us manage and grow our business. TDAmeritrade and Charles Schwab Institutional’s support services generally are available on an unsolicited basis (we don’t have to request them) and at no charge to us.

Values Added Financial does not accept any commissions from TDAmeritrade, Charles Schwab Institutional, or any other brokerage.

Order Aggregation

Given the individualized nature of our approach to investment management and the fact that all trades must be pre-approved by the client and are implemented immediately after such approval, Values Added Financial does not typically have the opportunity to engage in trade aggregation. In addition, Value Added Financial primarily recommends open-end mutual funds, which are purchased and sold at a price determined at the end of the trading day so there is no benefit to trading at a particular time of the day. We seek to limit fees to clients in part through using no-commission Exchange Traded Funds and transactions generally occur with minimal if any trading fees. However, the fact that we do not engage in order aggregation may result in slight increases in costs to clients due to the per transaction brokerage fees charged when purchasing some securities

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

that may be higher than if we were able to aggregate orders across all of our clients simultaneously. TDA or Charles Schwab Institutional may aggregate Client trades at their discretion. We also advise Clients, when possible, to plan ahead and not engage in numerous small or odd lot transactions that will generate unnecessary commissions rather than a smaller number of large transactions.

Item 13 – Review of Accounts

- A Zachary Teutsch, Founder and Managing Member is responsible for reviewing and assessing financial recommendations made to Clients. Factors triggering review may include significant changes in Client's financial condition, changes in the fundamentals of the companies or entities issuing securities, price fluctuations, and significant industry or economic developments. Values Added Financial does not normally change its investment recommendations due to normal market fluctuations absent a significant change in the predetermined investment strategy.

Values Added Financial maintains a fiduciary standard to each client to ensure that all recommendations are in the Clients' best interest. Values Added Financial will review the target asset allocation and evaluate whether it continues to be the appropriate asset allocation for the Client given their financial situation, stage in the financial lifecycle, risk tolerance, liquidity needs, and other components of their financial situation, such as pensions, inheritances, major anticipated expenses, etc. Once the target asset allocation has been reviewed and/or revised, Values Added Financial will assess whether the current portfolio is within an acceptable range of this allocation.

- B Financial planning Clients served under the Open Retainer engagement receive portfolio recommendations during the term of their engagement with Values Added Financial. Values Added Financial. The reviews occur at least annually, but may occur more frequently if there are significant changes in

Clients' financial situation, including lifecycle events, career changes, inheritances, significant increases or decreases in net worth, change in residence, etc.

Clients who have engaged Advisor pursuant to a Project Retainer and Financial Fitness Review do not receive ongoing account review after their project or review is completed.

- C If Clients maintain any brokerage account(s), their custodian will provide a statement, at least quarterly, that will include a list of all assets held in the account, asset values, and all transactions affecting the account assets, including any additions or withdrawals. Values Added Financial itself does not provide any regular monthly or quarterly investment account statements to Clients.

At least annually, Values Added Financial prepares written reports on net worth, asset allocation, and overall financial progress. During its initial year and at a minimum of every

Values Added FINANCIAL

Part 2A of Form ADV – Firm Brochure

3-5 subsequent years, Values Added Financial reviews Client's estate planning documents and insurance policies.

Item 14 – Client Referrals and Other Compensation

Values Added Financial does not pay referral or finder's fees, nor does it accept such fees from other firms.

Item 15 – Custody

Values Added Financial does not maintain custody of any client accounts. All accounts are held by an independent custodian.

Values Added Financial has the ability to directly deduct fees from Client's custodial account. When doing so, (1) Values Added Financial sends a copy of its invoice to the custodian or trustee at the same time that it sends a copy to the Client, (2) the custodian sends quarterly statements to the client showing all disbursements for the custodian account, including the amount of advisory fees, and (3) the Client provides written authorization permitting the investment advisor to be paid directly from their accounts held by the custodian or trustee.

Client will receive at least quarterly statements from the broker-dealer, bank, or other qualified custodian that holds and maintains Client's investment assets. Values Added Financial urges all Clients to review carefully such statements and compare such official custodial records to any statements that we may provide to you. Values Added Financial may also provide Client(s) will periodic reports on your accounts. Our statements may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

Item 16 – Investment Discretion

Values Added Financial's role is to make investment and planning recommendations. In some cases, Values Added Financial will obtain non-discretionary authority for implementation of investment recommendations. Non-discretionary authority requires Values Added Financial to obtain Client's prior approval of each specific transaction prior to executing investment recommendations. Values Added Financial will execute transactions for Clients only when specifically requested and authorized via a fully executed limited power of attorney ("LPOA") or other third-party trading authorization forms.

Item 17 – Voting Client Securities

As a matter of firm policy, Values Added Financial does not have authority to and does not vote proxies on behalf of Clients. Clients will receive all proxies directly from the custodian and retain the responsibility for voting proxies for any and all securities maintained in Client portfolios. At the request of a Client, Values Added Financial may provide advice to Client regarding the Client's voting of proxies.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

Item 18 – Financial Information

Registered investment advisors are required to provide Clients with certain financial information or disclosures about their financial condition. Values Added Financial is well capitalized and has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to Clients, and has not been the subject of a bankruptcy proceeding. Additionally, Values Added Financial does not require or solicit prepayment of more than \$500 in fees per Client, six or more months in advance of completing a project or service for a Client.

Item 19 – Requirements for State-Registered Advisers

A EDUCATION AND BUSINESS BACKGROUND

ZACHARY TEUTSCH, Managing Member

Born: 1983

Educational Background

2005 BA with Honors from Brown University,

- Gilbane Research Fellow, Brown Corporate Governance Research Initiative
- Representative, Brown's Presidential Advisory Committee on Corporate Responsibility in Investing
- Guest lecturer, Economics of Governance and Management of the Large Corporation

Business Background

2017-Pres	Managing Member, Values Added Financial
2015-2017	Impact Specialist, Consumer Education and Engagement, CFPB
2013-2015	Investigator, Office of Consumer Response, CFPB
2010-2013	Director, Investor Education Project, Office of Investment, AFL-CIO
2010-2013	Faculty member, National Labor College
2007-2010	Coordinator, Investor Education for Working Families program, AFSCME
2005-2007	Capital Stewardship Program, SEIU

B OTHER BUSINESS ACTIVITIES.

I occasionally accept paid and unpaid writing, teaching, and financial education consulting engagements. These activities average 2 hours per week but vary widely.

C Zachary Teutsch does not receive performance-based fees though I occasionally receive fees related to performing the financial education activities described above.

D Neither Values Added Financial LLC nor any management personnel of Values Added Financial have ever been found liable or required to pay any award for an arbitration claim or other civil proceeding related to an investment-related activity. Neither Values Added Financial nor any of its employees has ever been the subject of any bankruptcy petition.

Values Added

FINANCIAL

Part 2A of Form ADV – Firm Brochure

- E Values Added Financial LLC has no relationship or arrangements with any securities issuers.

Values Added FINANCIAL

Part 2B of Form ADV – Firm Brochure Supplement

Zachary Teutsch Values Added Financial LLC

1323 Shepherd St NW,
Washington, DC 20011-5529
Phone: 202-599-0915

www.ValuesAddedFinancial.com
Zach@valuesaddedfinancial.com

March 28, 2019

This Brochure Supplement provides information about Zachary Teutsch that supplements the Values Added Financial LLC Brochure (Form ADV Part 2A). You should have received a copy of that Brochure. Please contact Zachary Teutsch at (202) 244-4460 or Zach@valuesaddedfinancial.com if you did not receive copy of Values Added Financial LLC Form ADV Part 2A or if you have any questions about the contents of this Brochure Supplement.

Additional information about Zachary Teutsch is available on the SEC's website at www.adviserinfo.sec.gov.

Values Added

FINANCIAL

Part 2B of Form ADV – Firm Brochure Supplement

ADV Part 2B- 1

ZACHARY TEUTSCH

Year of Birth: 1983

Item 2 – Educational Background and Business Experience

ZACHARY TEUTSCH, Managing Member

Born: 1983

ZACHARY TEUTSCH, Managing Member

Born: 1983

Educational Background

2005 BA with Honors from Brown University,

- Gilbane Research Fellow, Brown Corporate Governance Research Initiative
- Representative, Brown's Presidential Advisory Committee on Corporate Responsibility in Investing
- Guest lecturer, Economics of Governance and Management of the Large Corporation

Business Background

2017-Pres Managing Member, Values Added Financial

2015-2017 Impact Specialist, Consumer Education and Engagement, CFPB

2013-2015 Investigator, Office of Consumer Response, CFPB

2010-2013 Director, Investor Education Project, Office of Investment, AFL-CIO

2010-2013 Faculty member, National Labor College

2007-2010 Coordinator, Investor Education for Working Families program, AFSCME

2005-2007 Capital Stewardship Program, SEIU

Item 3 – Disciplinary Information

Zachary Teutsch has not been subject to any legal or disciplinary proceedings which would be considered material (or otherwise) to a Client's evaluation of his or any of the services Values Added Financial LLC provides.

Values Added

FINANCIAL

Part 2B of Form ADV – Firm Brochure Supplement

Item 4 – Other Business Activities

Zachary Teutsch occasionally accepts paid and unpaid writing, teaching, and financial education consulting engagements. I hold the elected but unpaid role as Advisory Neighborhood Commissioner of 4c05 and the chairpersonship of ANC 4C. These activities average 20 hours per month but vary widely.

Item 5 – Additional Compensation

Zachary Teutsch does not receive additional compensation or economic benefit from any third parties for providing advisory services to Clients of Values Added Financial LLC. Any “soft dollar” reports or market data provided by TD Ameritrade Institutional or Charles Schwab Institutional as custodian for some of Values Added Financial LLC’s clients are used, if at all, solely to serve the clients’ interests.

Item 6 – Supervision

As the principal and sole owner of Values Added Financial, Zachary Teutsch supervises all IARs. He does this through the use of a codified compliance procedural manual, weekly check-in, review or written work products, and review of any recommendations or advice of any Values Added Financial IAR (including himself). He may be reached at 202-599-0915 in connection with the supervision of Teutsch and Weisbard, the firm’s IARs.

Item 7 – Requirements for State-Registered Advisers

Zachary Teutsch has never been subject to any arbitration claim or any other proceedings (civil, self-regulatory organization or administrative) related to investments, fraud, theft, bribery or dishonest, unfair or unethical practices. He has never been the subject of any bankruptcy petition.

Values Added

FINANCIAL

Part 2B of Form ADV – Firm Brochure Supplement

Ari Weisbard

Values Added Financial LLC

1323 Shepherd St NW,
Washington, DC 20011-5529
Phone: 202-599-0915
Direct Line: 202-670-7537

www.ValuesAddedfinancial.com
Ari@valuesaddedfinancial.com

March 28, 2019

This Brochure Supplement provides information about Ari Weisbard that supplements the Values Added Financial LLC Brochure (Form ADV Part 2A). You should have received a copy of that Brochure. Please contact Zachary Teutsch at (202) 244-4460 or Zach@valuesaddedfinancial.com if you did not receive copy of Values Added Financial LLC Form ADV Part 2A or if you have any questions about the contents of this Brochure Supplement.

Additional information about Ari Weisbard, also known as Ariel Weisbard, is available on the SEC's website at www.adviserinfo.sec.gov.

Values Added

FINANCIAL

Part 2B of Form ADV – Firm Brochure Supplement

ADV Part 2B-2

ARI WEISBARD
Year of Birth: 1981

Item 2 – Educational Background and Business Experience

ARI WEISBARD, Financial Adviser
Born: 1981

ARI WEISBARD, Financial Adviser
Born: 1981

Educational Background

2008 JD Yale Law School
2003 BA Magna Cum Laude from Harvard University

Business Background

2017-Pres	Financial Adviser, Values Added Financial
2017-Pres	Sole Proprietor, Law Office of Ari Weisbard
2015-2017	Legislative Director and General Counsel, Council of the District of Columbia
2011-2014	Advocacy Manager and Deputy Director, DC Employment Justice Center
2009-2011	Law Fellow, Service Employees International Union
2008-2009	Judiciary Clerk, Ninth Circuit Court of Appeals
2008	Summer Associate, Paul, Weis, Rifkind, Garland

Item 3 – Disciplinary Information

Ari Weisbard has not been subject to any legal or disciplinary proceedings which would be considered material (or otherwise) to a Client's evaluation of his services or any of the services Values Added Financial LLC provides.

Values Added

FINANCIAL

Part 2B of Form ADV – Firm Brochure Supplement

Item 4 – Other Business Activities

Ari Weisbard is the sole proprietor of the Law Office of Ari Weisbard, which provides legal services related to estate planning, tax planning, and employment law to individual and non-profit clients. On average, Ari Weisbard spends approximately 50 hours on these other business activities each month.

Item 5 – Additional Compensation

Ari Weisbard does not receive additional compensation or economic benefit from any third parties for providing advisory services to Clients of Values Added Financial LLC. Any “soft dollar” reports or market data provided by TD Ameritrade Institutional or Charles Schwab Institutional as custodian for some of Values Added Financial LLC’s clients are used, if at all, solely to serve the clients’ interests.

Item 6 – Supervision

Ari Weisbard serves as an Investment Advisor Representative and is supervised by Zachary Teutsch, Chief Compliance Officer, who is responsible for supervising the services and advice provided to Clients of Values Added Financial LLC, and who may be reached at 202-599-0915. The CCO prepares investment policies, forms and procedures for those Clients to whom he is the primary advisor representative and firm contact and reviews all policies, forms, and procedures for all other Clients.

Item 7 – Requirements for State-Registered Advisers

Ari Weisbard has never been subject to any arbitration claim or any other proceedings (civil, self-regulatory organization or administrative) related to investments, fraud, theft, bribery or dishonest, unfair or unethical practices. He has never been the subject of any bankruptcy petition.

Values Added

FINANCIAL

Privacy Notice

We recognize the importance of protecting our clients' privacy. We have policies to maintain the confidentiality and security of your nonpublic personal information. The following is designed to help you understand what information we collect from you and how we use that information to serve your account.

1. Categories of Information We May Collect

In the normal course of business, we may collect the following types of information:

- Information you provide in the subscription documents and other forms (including name, address, social security number, date of birth, income and other financial-related information); and
- Data about your transactions with us (such as the types of investments you have made and your account status).

2. How We Use Your Information That We Collect

Any and all nonpublic personal information that we receive with respect to our clients who are natural persons is not shared with nonaffiliated third parties which are not service providers to us without prior notice to, and consent of, such clients, unless otherwise required by law. In the normal course of business, we may disclose the kinds of nonpublic personal information listed above to nonaffiliated third party service providers involved in servicing and administering products and services on our behalf. Our service providers include, but are not limited to, our administrator, our auditors and our legal advisor. Additionally, we may disclose such nonpublic personal information as required by law (such as to respond to a subpoena) or to satisfy a request from a regulator and/or to prevent fraud. Without limiting the foregoing, we may disclose nonpublic personal information about you to governmental entities and others in connection with meeting our obligations to prevent money laundering including, without limitation, the disclosure that may be required by the Uniting and Strengthening America Act by Providing Appropriate Tools Required to Intercept and Obstruct Terrorism (USA PATRIOT) Act of 2001 and the regulations promulgated thereunder. In addition, if we choose to dispose of our clients' nonpublic personal information that we are not legally bound to maintain, we will do so in a manner that reasonably protects such information from unauthorized access. The same privacy policy also applies to former clients who are natural persons.

3. Confidentiality and Security

We restrict access to nonpublic personal information about our clients to those employees and agents who need to know that information to provide products and services to our clients. We maintain physical, electronic and procedural safeguards to protect our clients' nonpublic personal information. We respect and value that you have entrusted us with your private financial information, and we will work diligently to maintain that trust. We are committed to preserving that trust by respecting your privacy as provided herein.