

## Item 1 - Cover Page



# Workable Wealth

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## **Form ADV Part 2A - Firm Brochure**

619-798-6017

[www.workablewealth.com](http://www.workablewealth.com)

Last Update: January 31, 2018

This Brochure provides information about the qualifications and business practices of Workable Wealth. If you have any questions about the contents of this Brochure, please contact us at 619-798-6017 or [marybeth@workablewealth.com](mailto:marybeth@workablewealth.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. Workable Wealth is a registered investment adviser. Registration of an Investment Adviser does not imply any level of skill or training. The oral and written communications of an Adviser provide you with information about which you determine to hire or retain an Adviser. Additional information about Workable Wealth is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov), which can be found using the firm's identification number 168011.

## Item 2 – Material Changes

Since the last annual filing of this Form ADV Part 2A, dated August 7, 2017, the following material changes have occurred:

Item 5 has been amended with a new fee schedule.

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## **Item 4 – Advisory Business**

Workable Wealth (also referred to as the “Advisor”) is a San Diego based LLC formed in California in 2013 that offers personalized financial planning for professional and entrepreneurial individuals, young families and military families. Mary Elizabeth Storjohann is the Owner of the firm.

### **Services Offered**

Workable Wealth provides fee-only, package and subscription based, as-needed financial planning and investment advisory services to individuals and families. These services may be general in nature or focused on particular areas of interest or need, depending upon each client's unique circumstances.

This narrative brochure provides clients with information regarding Workable Wealth and the qualifications, business practices, and nature of services that should be considered before becoming a client. All material conflicts of interest under CCR Section 260.238 (k) have been disclosed regarding the investment advisor, its representatives or any of its employees, which could be reasonably expected to impair the rendering of unbiased and objective advice.

Workable Wealth provides financial planning services to the extent specifically requested by the client. Advice is rendered in the following areas including, but not limited to: cash flow/budgeting, business planning, debt management, college funding, risk management, asset allocation, specific investment selection, retirement planning, and estate planning. Workable Wealth employs fundamental, long-term financial planning and investment strategies.

Workable Wealth first conducts an initial interview and gathers data to assist the client in determining specific needs, goals, objectives and tolerance for risk. Workable Wealth then prepares analyses of the current financial situation and possible future scenarios, when appropriate. Next, Workable Wealth presents the analysis and a written summary of the significant observations, assumptions and recommendations over each area that Workable Wealth was engaged to provide advice. If contracted, in the months that follow, Workable Wealth works with the client to delve deeper into relevant planning areas and address questions that arise as follow-up. Periodic financial check-ups and portfolio reviews are recommended and it is the client's responsibility to initiate these reviews.

## **General Information**

Workable Wealth does not provide legal or accounting services. With the client's consent, we may work with other advisors (attorney, accountant, etc.) as needed. These other advisors may bill separately for their services and these fees will be in addition to those of our firm. Our firm will use its best judgment and good faith effort in rendering these services.

## **Packages**

***Financially Focused:*** *A one-time session to address a specific financial issue*

Financially Focused is an entry level financial planning session designed to get you started with just the basics or address a topic specific issue. Meant for those with little to no experience with financial planning or who are looking for financial education about a specific issue such as debt or budget management, saving for retirement or college, this package will get you started on the right financial footing and will provide:

- A 60-minute meeting where we will discuss your goals, specific money questions, current financial status (including net worth, expenses and debt load) along with recommendations for steps to take.
- A follow-up e-mail delivering a recap summary of our call and action checklist for you to implement.
- 15 days of e-mail access from the date of receiving your recommendations for questions that arise in conjunction to the topic or situation addressed during our call (within reason, please).

***Financially Sound:*** *Comprehensive Financial Planning & Investment Management to Meet Your Needs*

Engagement Time Frame: Ongoing

Financially Sound is perfect if you're looking to have clarity around your financial life. Financially Sound will help you identify your values, get clear on your goals, build a framework for success, and ensure that you have an accountability partner to keep you on track to a meaningful financial future.

Financially Sound is a subscription-based package. You can expect the following:

- **Intake Meeting:** A 60-minute meeting where we get clear on your financial goals and values, what your current financial picture looks like, and what current limitations or hurdles you are facing.

- **Plan Delivery Meeting:** A 90-Minute meeting to deliver your financial planning recommendations, actions items, and prioritized “to-do” list. You’ll receive a copy of your financial plan a few days before this meeting for review.
- **30 Day Check-In:** A 60-Minute call within one month of recommendation delivery to review progress.
- **6 Month Reviews:** A 60-Minute review meeting every 6 months to measure progress, make adjustments, identify new action steps and address life changes.
- **Ongoing Access:** E-mails and calls for accountability and to address changes along the way.

Topics, areas and issues addressed your analysis and recommendations may include the following:

- **Business Planning:** We provide consulting services for clients who currently operate their own business, are considering starting a business, or are planning for an exit from their current business. Under this type of engagement, we work with you to assess your current situation, identify your objectives, and develop a plan aimed at achieving your goals.
- **Cash Flow and Debt Management:** We will conduct a review of your income and expenses to determine your current surplus or deficit along with advice on prioritizing how any surplus should be used or how to reduce expenses if they exceed your income. Advice may also be provided on which debts to pay off first based on factors such as the interest rate of the debt and any income tax ramifications. We may also recommend what we believe to be an appropriate cash reserve that should be considered for emergencies and other financial goals, along with a review of accounts (such as money market funds) for such reserves, plus strategies to save desired amounts.
- **College Savings:** Includes projecting the amount that will be needed to achieve college or other post-secondary education funding goals, along with advice on ways for you to save the desired amount. Recommendations as to savings strategies are included, and, if needed, we will review your financial picture as it relates to eligibility for financial aid or the best way to contribute to grandchildren (if appropriate).
- **Employee Benefits Optimization:** We will provide review and analysis as to whether you, as an employee, are taking the maximum advantage possible of your employee benefits. If you are a business owner, we will consider and/or recommend the various benefit programs that can be structured to meet both business and personal retirement goals.
- **Estate Planning:** This usually includes an analysis of your exposure to estate taxes and your current estate plan, which may include whether you have a will, powers of attorney, trusts and other related documents. Our advice also typically includes

ways for you to minimize or avoid future estate taxes by implementing appropriate estate planning strategies such as the use of applicable trusts.

We always recommend that you consult with a qualified attorney when you initiate, update, or complete estate planning activities. We may provide you with contact information for attorneys who specialize in estate planning when you wish to hire an attorney for such purposes. From time-to-time, we will participate in meetings or phone calls between you and your attorney with your approval or request.

- **Financial Goals:** We will help clients identify financial goals and develop a plan to reach them. We will identify what you plan to accomplish, what resources you will need to make it happen, how much time you will need to reach the goal, and how much you should budget for your goal.
- **Insurance:** Review of existing policies to ensure proper coverage for life, health, disability, long-term care, liability, home and automobile.
- **Investment Analysis:** This may involve developing an asset allocation strategy to meet clients' financial goals and risk tolerance, providing information on investment vehicles and strategies, reviewing employee stock options, as well as assisting you in establishing investment accounts at a selected broker/dealer or custodian. The strategies and types of investments we may recommend are further discussed in Item 8 of this brochure.
- **Retirement Planning:** Our retirement planning services typically include projections of your likelihood of achieving your financial goals, typically focusing on financial independence as the primary objective. For situations where projections show less than the desired results, we may make recommendations, including those that may impact the original projections by adjusting certain variables (i.e., working longer, saving more, spending less, taking more risk with investments).
- **Risk Management:** A risk management review includes an analysis of your exposure to major risks that could have a significant adverse impact on your financial picture, such as premature death, disability, property and casualty losses, or the need for long-term care planning. Advice may be provided on ways to minimize such risks and about weighing the costs of purchasing insurance versus the benefits of doing so and, likewise, the potential cost of not purchasing insurance ("self-insuring").
- **Tax Planning Strategies:** Advice may include ways to minimize current and future income taxes as a part of your overall financial planning picture. For example, we may make recommendations on which type of account(s) or specific investments should be owned based in part on their "tax efficiency," with consideration that there is always a possibility of future changes to federal, state or local tax laws and rates that may impact your situation.

We recommend that you consult with a qualified tax professional before initiating any tax planning strategy, and we may provide you with contact information for accountants or attorneys who specialize in this area if you wish to hire someone for such purposes. We will participate in meetings or phone calls between you and your tax professional with your approval.

### **Investment Management Services**

We are in the business of managing individually tailored investment portfolios. Our firm provides continuous advice to a client regarding the investment of client funds based on the individual needs of the client. Through personal discussions in which goals and objectives based on a client's particular circumstances are established, we develop a client's personal investment policy or an investment plan with an asset allocation target and create and manage a portfolio based on that policy and allocation target. During our data-gathering process, we determine the client's individual objectives, time horizons, risk tolerance, and liquidity needs. We may also review and discuss a client's prior investment history, as well as family composition and background.

Account supervision is guided by the stated objectives of the client (e.g., maximum capital appreciation, growth, income, or growth and income), as well as tax considerations. Clients may impose reasonable restrictions on investing in certain securities, types of securities, or industry sectors. Fees pertaining to this service are outlined in Item 5 of this brochure.

### **Investment Advisory Services**

We offer investment advisory services through use of Betterment, LLC ("Betterment") for portfolio management services. We assist clients in selecting an appropriate allocation model, completing Betterment's investor profile questionnaire, interacting with Betterment and reviewing Betterment. Additionally, we will meet with the client on a periodic basis to discuss changes in their personal or financial situation, suitability, and any new or revised restrictions to be applied to the account. Fees pertaining to this service are outlined in Item 5 of this brochure.

### **Non-Participation in Wrap Fee Programs**

Workable Wealth, as a matter of policy and practice, does not sponsor any wrap fee program. A wrap fee program is defined as any advisory program under which a specified fee or fees not based directly upon transactions in a client's account is charged for investment advisory services (which may include portfolio management or advice concerning the selection of other investment advisors) and the execution of client transactions.

### **Amount of Assets Under Management**

As of December 31, 2017, Workable Wealth manages \$1,993,639 on a discretionary basis.

### **10 CCR Section 260.235.2 Disclosure**

Workable Wealth must state when a conflict exists between the interests of the investment advisor and the interests of the client. The client is under no obligation to act upon the investment advisor's recommendation. If the client elects to act on any of the recommendations, the client is under no obligation to effect the transaction through the investment advisor.

## Item 5 – Fees and Compensation

Workable Wealth charges fees for financial planning and advisory services on a package or subscription basis. No performance related fees are charged.

The Advisor's hourly fees will not exceed \$250 per hour. At the time of the engagement, the services to be provided and the anticipated fee range are detailed in the written Service Agreement. The estimated fee range is based on the hourly rate and is influenced primarily by the client needs and analytical complexity of the case. The highest part of the range may serve as a ceiling, which the fee for requested services would not exceed.

Workable Wealth requires full payment for the *Financially Focused* package prior to beginning work in the amount of \$499.

Workable Wealth may also charge on a project basis. An example would be the *Financially Focused* package for \$499.

Military and other discounts are available and all fees are subject to negotiation. Fees may be paid by credit card or check.

### Investment Management Services

Comprehensive planning includes investment management services and ongoing financial planning.

For *Financially Sound/Ongoing Comprehensive Financial Planning* engagements, Workable Wealth requires a one time set-up fee ranging in the amount of \$0 - \$3,000, depending on complexity and needs of the client, and an ongoing annual fee between \$1,800 - \$10,000 that may be paid monthly or quarterly, in advance depending on complexity and needs of client. Services to be provided and the anticipated fee range are detailed in the written Client Service Agreement.

#### **Advisory Fee:**

**Assets under Management\*** < \$1,000,000 One time set-up fee ranging in the amount of \$0 - \$3,000 + an ongoing annual fee between \$1,800- \$10,000, based on complexity.

**Assets under Management\*** > \$1,000,000 \$10,000+ based on Complexity

*\*Assets under management include managed accounts, current employer retirement*



*accounts, cost of rental properties and other assets firm principal deems is necessary to be included in the calculation.*

### **Investment Advisory Services**

The standard advisory fee is 0.70% and is based on the market value of the account.

The annual fees are negotiable and are pro-rated and paid in arrears on a quarterly basis. The Outside Manager will debit the client's account for both the Outside Manager's fee, and Workable Wealth's advisory fee, and will remit Workable Wealth's fee to Workable Wealth. **Please note, the fee listed above does not include the Outside Manager's fee.** No increase in the annual fee shall be effective without agreement from the client by signing a new agreement or amendment to their current advisory agreement.

Accounts initiated or terminated during a calendar quarter will be charged a pro-rated fee based on the amount of time remaining in the billing period. An account may be terminated with written notice at least 15 calendar days in advance. Since fees are paid in arrears, no rebate will be needed upon termination of the account.

### **Disclosure Statement**

A copy of the Workable Wealth written brochure as set forth on Part 2A of Form ADV will be provided to each client prior to, or at the same time as, the execution of the Client Service Agreement.

Fees paid to Workable Wealth for financial planning and advisory services are separate from the fees and expenses charged by mutual fund companies, exchange-traded funds (ETFs), and their portfolio managers. A complete explanation of these fees and expenses are provided in each mutual fund prospectus. Clients are encouraged to read the prospectus before investing. The client may also incur transaction costs or administration fees from broker-dealers, trust companies, or other service providers. Clients are encouraged to obtain a complete schedule of these fees from the service provider prior to entering into any engagement. Workable Wealth does not receive any portion of these other fees. The only compensation received by Workable Wealth is the hourly, package or subscription fees paid directly by the client.

Workable Wealth's relationship with each client is non-exclusive; in other words, Workable Wealth provides investment advisory services and financial planning services to multiple clients. Workable Wealth seeks to avoid situations in which one client's interest may conflict with the interest of another of its clients.

Workable Wealth believes that the charges and fees offered are competitive with alternative programs available through other firms offering a similar range of services; however, lower fees for comparable services may be available from other sources.

### Termination of Services

Either party may terminate the agreement at any time, which will typically be in writing. Should you verbally notify our firm of the termination and, if in two business days following this notification we have not received your notice in writing, we will make a written notice of the termination in our records and send you our own termination notice as a substitute.

If you are a new client, you may terminate an agreement with our firm within five business days after the signing of our engagement agreement without penalty or charge. Should you terminate an engagement after this date, you may be invoiced for any time charges incurred by our firm in the preparation of your financial plan or investment allocation. In the case of any prepaid fees, we will promptly return any unearned amount upon receipt of a written termination notice.

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

Workable Wealth does not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client).

### **Item 7 – Types of Clients**

Workable Wealth offers personalized financial planning and investment advice to professional and entrepreneurial individuals, young families and military families

We do not require minimum income levels, a minimum level of assets, or other conditions for our services.

We reserve the right to waive or reduce certain fees based on unique individual circumstances, special arrangements, pre-existing relationships, or as otherwise may be determined by Mary Elizabeth Storjohann. We also reserve the right to decline services to any prospective client for any reason.

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

If the advisor is engaged to provide investment advice, Workable Wealth utilizes fundamental analysis. Fundamental analysis is performed on historical and present data, with the goal of making financial recommendations. The main sources of information include financial newspapers and magazines, research materials prepared by others, corporate rating services, annual reports, prospectuses, filings with the Securities and Exchange Commission, and company press releases. We may reference the U.S. Tax Codes, IRS Regulations, and Tax Court decisions. Other sources that the firm may use include

Morningstar mutual fund information, Morningstar stock information, and the World Wide Web.

If the advisor is engaged to provide investment advice, the primary investment strategy used on client accounts is asset allocation based on Modern Portfolio Theory. Workable Wealth will develop a diversified investment portfolio by mixing different assets (stock vs. bond, foreign vs. domestic, large cap vs. small cap, etc.) in varying proportions depending on client and current economic climate. The primary purpose of asset allocation is to reduce the risk in the portfolio, while maintaining or enhancing the rate of return of the portfolio. Portfolios are globally diversified to control the risk associated with traditional markets.

Each client receives investment advice regarding their portfolio based upon his or her:

- Time Horizon
- Risk Tolerance
- Expected Rate of Return
- Asset Class Preferences

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The advisor employs fundamental, long-term, buy-and-hold philosophies and approaches in the investment selection. Investment recommendations are based on publicly available reports, analysis, research materials, computerized asset-allocation models, and various subscription services.

In limited circumstances, the advisor may provide advice to clients interested in trading individual securities.

Workable Wealth's methods of analysis and investment strategies do not present any significant or unusual risks.

However, every method of analysis has its own inherent risks. To perform an accurate market analysis, Workable Wealth must have access to current/new market information. Workable Wealth has no control over the distribution rate of market information. An accurate market analysis can only produce a forecast of the direction of market values. There can be no assurances that a forecasted change in market value will materialize into actionable and/or profitable investment opportunities.

Workable Wealth's primary investment strategies are fundamental investment strategies. However, every investment strategy has its own inherent risks and limitations. For example, longer-term investment strategies require a longer investment period to allow for the strategy to potentially develop. Shorter-term investment strategies require a shorter investment period to potentially develop but, as a result of more frequent trading, may incur higher transactional costs when compared to a longer-term investment strategy.

## **Passive Investment Management**

Workable Wealth also recommends outside managers that primarily practice passive investment management. Passive investing involves building portfolios that are comprised of various distinct asset classes. The asset classes are weighted in a manner to achieve a desired relationship between correlation, risk and return. Funds that passively capture the returns of the desired asset classes are placed in the portfolio. The funds that are used to build passive portfolios are typically index mutual funds or exchange traded funds. Passive investment management is characterized by low portfolio expenses (i.e. the funds inside the portfolio have low internal costs), minimal trading costs (due to infrequent trading activity), and relative tax efficiency (because the funds inside the portfolio are tax efficient and turnover inside the portfolio is minimal).

In contrast, active management involves a single manager or managers who employ some method, strategy or technique to construct a portfolio that is intended to generate returns that are greater than the broader market or a designated benchmark. Academic research indicates most active managers underperform the market.

Investing in securities involves risk of loss that clients should be prepared to bear. Our investment approach keeps the risk of loss in mind. Investors face the following investment risks:

**Interest-rate Risk:** The risk that investment returns will be affected by changes in the level of interest rates. When interest rates increase, the prices and values of bonds decrease. When interest rates decrease, the prices and values of bonds increase.

**Market Risk:** The risk that investment returns will be affected by changes in the overall level of the stock market. When the stock market as a whole increases or decreases, virtually all stocks are affected to some degree.

**Reinvestment-Rate Risk:** The risk incurred when an investment's income is reinvested at a lower rate than the rate that existed at the time the original investment was made. This risk is most prevalent when interest rates fall.

**Purchasing-Power Risk (Inflation Risk):** The risk that inflation will affect the return of an investment in real dollars. In other words, the amount of goods that one dollar will purchase decreases with time. Investments that have low returns, such as savings accounts, are not likely to keep up with inflation. Investments with fixed returns, such as bonds, will decrease in value because their purchasing value will decrease with inflation.

**Business Risk:** The risk associated with a particular industry or firm. These are factors that affect the industry or firm, but do not affect the whole market. They include government regulations, management competency, or local or regional economic factors.

**Financial Risk:** The risk associated with the mix of debt and equity used to finance a

firm. The greater the financial leverage, the greater the financial risk.

**Currency Risk (Exchange Rate Risk):** The risk that a change in the value of a foreign currency relative to the U.S. dollar will negatively affect a U.S. investor's return.

**Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.

In general, cash equivalents provide liquidity with minimum income and a return of principal with no capital appreciation. Cash equivalents are, however, subject to purchasing-power risk.

Fixed-income investments provide current income. Usually, the longer the maturity of the security, the higher the income it will generate. Also, with longer maturities, fixed income investments will have greater price volatility and greater opportunity for capital gains or capital losses. Fixed-income investments are subject to interest-rate risk, reinvestment-rate risk, and purchasing-power risk. In addition, foreign bonds would be subject to currency-rate risk and junk bonds would be subject to business risk and financial risk.

The return of principal for bond funds and funds with significant underlying bond holdings is not guaranteed. Mutual fund shares are subject to the same interest rate, inflation, and credit risks associated with the underlying bond holdings. Lower rated bonds are subject to greater fluctuations in value and risk of loss of income and principal than higher rated bonds.

Equity investments are subject to greater volatility, thus providing a greater opportunity for capital gains and a greater opportunity for capital losses. Equity investments offer little or no current income. Equity investments are subject to market risk and interest – rate risk, while providing an opportunity to protect against purchasing-power risk. Also, stock mutual funds, rather than individual equities, may limit the exposure to business risk and financial risk.

Investing outside the United States involves additional risks, such as currency fluctuations, periods of illiquidity, and price volatility. These risks may be heightened in connection with investments in developing countries. Small-company stocks entail additional risks, and they can fluctuate in price more than larger-company stocks.

Investments are not FDIC insured, nor are they deposits of or guaranteed by a bank or any other entity, so they may lose value.

Different types of investments involve varying degrees of risk, and you should not assume that future performance of any specific investment or investment strategy (including the investments and/or investment strategies recommended by Workable Wealth will be profitable or equal to any specific performance level(s).

## **Item 9 – Disciplinary Information**

Workable Wealth has no reportable legal or disciplinary events.

## **Item 10 – Other Financial Industry Activities and Affiliations**

Neither Workable Wealth nor its representatives are registered or have an application pending to register, as a broker-dealer or a registered representative of a broker-dealer.

Neither Workable Wealth nor its representatives are registered or have an application pending to register, as a futures commission merchant, commodity pool operator, a commodity trading advisor, or a representative of the foregoing.

Workable Wealth does not have any relationship or arrangement that is material to its advisory business or to its clients with any related person.

Workable Wealth may recommend other investment advisors for its clients. We will ensure that any third party advisor is licensed or notice filed with the appropriate licensing body prior to doing so.

### **Recommendations or Selections of Other Investment Advisers**

As referenced in Item 4 of this brochure, Workable Wealth recommends clients to Outside Managers to manage their accounts. In the event that we recommend an Outside Manager, please note that we do not share in their advisory fee. Our fee is separate and in addition to their compensation (as noted in Item 5) and will be described to you prior to engagement. You are not obligated, contractually or otherwise, to use the services of any Outside Manager we recommend. Additionally, Workable Wealth will only recommend an Outside Manager who is properly licensed or registered as an investment adviser.

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

Workable Wealth adheres to the Code of Ethics and Professional Responsibility (Code of Ethics) adopted by the Certified Financial Planner Board of Standards, Inc., and accepts the obligation not only to comply with the mandates and requirements of all applicable laws and regulations but also to take responsibility to act in an ethical and professionally responsible manner in all professional services and activities.

Workable Wealth will provide a copy of the Code of Ethics to any client or prospective client upon request, and it can also be obtained at the website [www.cfp.net/learn/ethics.asp](http://www.cfp.net/learn/ethics.asp).

Neither Workable Wealth nor any related person of Workable Wealth recommends, buys, or sells for client accounts securities in which Workable Wealth or any related person of Workable Wealth has a material financial interest.

Workable Wealth and/or representatives of Workable Wealth may buy or sell securities that are also recommended to clients. However, at no time will Workable Wealth receive preferential treatment over Clients. Furthermore, the securities are widely held and publicly traded.

## **Item 12 – Brokerage Practices**

Workable Wealth is not associated with any broker-dealer firm. Workable Wealth may recommend the services of discount brokers such as Vanguard, TD Ameritrade or Scottrade. Discount broker recommendations are based on individual client needs, total costs, and ease of use for clients. Workable Wealth may also recommend broker/dealers in conjunction with recommendations of Outside Managers.

Workable Wealth receives no direct or indirect economic benefit as the result of a client selecting a broker that Workable Wealth recommends.

Workable Wealth does not receive referral fees from any broker-dealer.

Our firm has an arrangement with TD Ameritrade Institutional program. TD Ameritrade Institutional is a division of TD Ameritrade, Inc. (“TD Ameritrade”) member FINRA/SIPC. TD Ameritrade offers services to independent investment advisers which include custody of securities, trade execution, clearance and settlement of transactions.

TD Ameritrade may make certain research and brokerage services available at no additional cost to our firm all of which qualify for the safe harbor exemption defined in Section 28(e) of the Securities Exchange Act of 1934. These services may be directly from independent research companies, as selected by our firm (within specific parameters). Research products and services provided by TD Ameritrade may include research reports on recommendations or other information about, particular companies or industries; economic surveys, data and analyses; financial publications; portfolio evaluation services; financial database software and services; computerized news and pricing services; quotation equipment for use in running software used in investment decision-making; and other products or services that provide lawful and appropriate assistance by TD Ameritrade to our firm in the performance of our investment decision-making responsibilities.

We do not use client brokerage commissions to obtain research or other products or services. The aforementioned research and brokerage services are used by our firm to

manage accounts for which we have investment discretion. Without this arrangement, our firm might be compelled to purchase the same or similar services at our own expense.

As a result of receiving these services, we may have an incentive to continue to use or expand the use of TD Ameritrade services. Our firm examined this potential conflict of interest when we chose to enter into the relationship with TD Ameritrade and we have determined that the relationship is in the best interest of our firm's clients and satisfies our fiduciary obligations, including our duty to seek best execution.

TD Ameritrade charges brokerage commissions and transaction fees for effecting certain securities transactions (i.e., transaction fees are charged for certain no-load mutual funds, commissions are charged for individual equity and debt securities transactions). TD Ameritrade enables us to obtain many no-load mutual funds without transaction charges and other no-load funds at nominal transaction charges. TD Ameritrade commission rates are generally discounted from customary retail commission rates. The commission and transaction fees charged by TD Ameritrade may be higher or lower than those charged by other custodians and broker-dealers.

Our clients may pay a commission to TD Ameritrade that is higher than another qualified broker dealer might charge to effect the same transaction where we determine in good faith that the commission is reasonable in relation to the value of the brokerage and research services received. Although we will seek competitive rates, to the benefit of all clients, we may not necessarily obtain the lowest possible commission rates for specific client account transactions.

## **Clients using Betterment, LLC**

### **The Custodian and Brokers We Use**

Workable Wealth does not maintain custody of your assets that we manage, although we may be deemed to have custody of your assets if you give us authority to withdraw advisory fees from your account (see Item 15—Custody, below). Your assets must be maintained in an account at a “qualified custodian,” generally a broker-dealer or bank. We may recommend that our clients use MTG, LLC dba Betterment Securities (“Betterment Securities”), a registered broker-dealer, member SIPC, as the qualified custodian. We are independently owned and operated and are not affiliated with Betterment Securities. Betterment Securities will hold your assets in a brokerage account and buy and sell securities when we and/or you instruct them to. While we may recommend that you use Betterment Securities as custodian/broker, you will decide whether to do so and will open your account with Betterment Securities by entering into an account agreement directly with them. We do not open the account for you, although we may assist you in doing so. If



you do not wish to place your assets with Betterment Securities, then we cannot manage your account on Betterment Institutional (defined below).

### **Your Brokerage and Custody Costs**

For our clients' accounts that Betterment Securities maintains, Betterment Securities generally does not charge you separately for custody services, but is compensated as part of the Betterment Institutional (defined below) platform fee, which is a percentage of the dollar amount of assets in the account in lieu of commissions. We have determined that having Betterment Securities execute trades is consistent with our duty to seek "best execution" of your trades. Best execution means the most favorable terms for a transaction based on all relevant factors, including those listed above (see "Factors Used to Select Custodians and/or Broker-Dealers").

### **Services Available to Us via Betterment Institutional**

Betterment Securities serves as broker dealer to Betterment Institutional, an investment and advice platform serving independent investment advisory firms like us ("Betterment Institutional"). Betterment Institutional also makes available various support services which may not be available to Betterment's retail customers. Some of those services help us manage or administer our clients' accounts, while others help us manage and grow our business. Betterment Institutional's support services are generally available on an unsolicited basis (we don't have to request them) and at no charge to us. Following is a more detailed description of Betterment Institutional's support services:

1. **SERVICES THAT BENEFIT YOU.** Betterment Institutional includes access to a range of investment products, execution of securities transactions, and custody of client assets through Betterment Securities. Betterment Securities' services described in this paragraph generally benefit you and your account.
2. **SERVICES THAT MAY NOT DIRECTLY BENEFIT YOU.** Betterment Institutional also makes available to us other products and services that benefit us, but may not directly benefit you or your account. These products and services assist us in managing and administering our clients' accounts, such as software and technology that may:
  - a. Assist with back-office functions, recordkeeping, and client reporting of our clients' accounts.
  - b. Provide access to client account data (such as duplicate trade confirmations and account statements).
  - c. Provide pricing and other market data.
  - d. Assist with back-office functions, recordkeeping, and client reporting.

3. SERVICES THAT GENERALLY BENEFIT ONLY US. By using Betterment Institutional, we will be offered other services intended to help us manage and further develop our business enterprise. These services include:
  - a. Educational conferences and events.
  - b. Consulting on technology, compliance, legal, and business needs.
  - c. Publications and conferences on practice management and business succession.

### **Our Interest in Betterment Securities' Services**

The availability of these services from Betterment Institutional benefits us because we do not have to produce or purchase them. In addition, we don't have to pay for Betterment Securities' services. These services may be contingent upon us committing a certain amount of business to Betterment Securities in assets in custody. We may have an incentive to recommend that you maintain your account with Betterment Securities, based on our interest in receiving Betterment Institutional and Betterment Securities' services that benefit our business rather than based on your interest in receiving the best value in custody services and the most favorable execution of your transactions. This is a potential conflict of interest. We believe, however, that our selection of Betterment Securities as custodian and broker is in the best interests of our clients. Our selection is primarily supported by the scope, quality, and price of Betterment Securities' services and not Betterment Institutional and Betterment Securities' services that benefit only us.

### **Aggregating (Block) Trading for Multiple Client Accounts**

Generally, we combine multiple orders for shares of the same securities purchased for advisory accounts we manage (this practice is commonly referred to as "block trading"). We will then distribute a portion of the shares to participating accounts in a fair and equitable manner. The distribution of the shares purchased is typically proportionate to the size of the account, but it is not based on account performance or the amount or structure of management fees. Subject to our discretion, regarding particular circumstances and market conditions, when we combine orders, each participating account pays an average price per share for all transactions and pays a proportionate share of all transaction costs. Accounts owned by our firm or persons associated with our firm may participate in block trading with your accounts; however, they will not be given preferential treatment.

Outside Managers used by Workable Wealth may block client trades at their discretion. Their specific practices are further discussed in their ADV Part 2A, Item 12.

## **Item 13 – Review of Accounts**

You may contact Workable Wealth for a review on an annual basis or when there are material changes that occur in your financial situation (i.e., loss of a job, early retirement, receipt of a significant bonus, an inheritance, the birth of a new child, or other circumstances).

Reviews will be conducted by Mary Elizabeth Storjohann and normally involve analysis and possible revision of your previous financial plan or investment allocation.

If not a currently engaged *Financially Sound* client of Workable Wealth, these reviews are generally under a new or amended agreement and will be assessed at the current hourly rate or package fee.

You should be provided with transaction confirmations and regular account summary statements directly from the broker-dealer or custodian for your investment accounts.

## **Item 14 – Client Referrals and Other Compensation**

Workable Wealth may provide referrals to other investment advisory firms as a service to clients. However, Workable Wealth does not have agreements with or receive referral fees from any other advisors.

Workable Wealth does not receive, nor does it pay, any fees for client referrals.

Workable Wealth periodically receives client referrals from websites where they may be listed. In no case will the client pay any additional fees to Workable Wealth for services if the referral comes from any of these listings.

We receive a non-economic benefit from Betterment Institutional and Betterment Securities in the form of the support products and services it makes available to us and other independent investment advisors whose clients maintain their accounts at Betterment Securities. These products and services, how they benefit us, and the related conflicts of interest are described above (see Item 12—Brokerage Practices). The availability to us of Betterment Institutional and Betterment Securities' products and services is not based on us giving particular investment advice, such as buying particular securities for our clients.

## **Item 15 – Custody**

Workable Wealth does not have custody of client funds or securities. Clients should receive at least quarterly statements from the broker dealer, bank or other qualified custodian that holds and maintains client's investment assets. We urge you to carefully review such statements.

## **Item 16 – Investment Discretion**

When utilizing Outside Managers for investment management Workable Wealth can and may exercise limited discretion.

Workable Wealth does provide investment advice. When selecting securities and determining amounts, Workable Wealth observes the investment policies, limitations and restrictions of the clients for which it advises.

Investment guidelines and restrictions must be provided to Workable Wealth in writing.

## **Item 17 – Voting *Client* Securities**

As a matter of firm policy and practice, Workable Wealth does not have any authority to and does not vote proxies on behalf of advisory clients. Clients retain the responsibility for receiving and voting proxies for any and all securities maintained in client portfolios.

## **Item 18 – Financial Information**

Workable Wealth does not require a prepayment of more than \$500 in fees per client, six months or more in advance. For additional information regarding payment of fees, see Item 5 above.

Workable Wealth 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.

## **Item 19 – Requirements for State-Registered Advisers**

Mary Elizabeth Storjohann is the sole member of Workable Wealth. Information on Mary's business background, education, and qualifications is contained in a supplement to this brochure. You should receive both the brochure and the supplement, Form ADV Part 2B.

Neither Workable Wealth, LLC nor Mary Beth Storjohann have any relationship or arrangement with any issuer of securities.

**Mary Elizabeth Storjohann**

**Workable Wealth**

2571 Table Rock Avenue, Chula Vista, CA 91914

Mailing Address:

302 Washington Street #150-1526  
San Diego, CA 92103

619-798-6017

January 31, 2018

Brochure Supplement (Form ADV Part 2B)

This Brochure Supplement provides information about Mary E. Storjohann that supplements the Workable Wealth Brochure. You should have received a copy of the Brochure. Please contact Mary E. Storjohann if you did not receive Workable Wealth's Brochure or if you have any questions about the contents of this supplement.

Additional information about Mary E. Storjohann is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by a unique identifying number, known as a CRD number. The CRD number for Mary E. Storjohann is 4798603.

## **Item 2 – Educational Background and Business Experience**

Mary E. Storjohann, CFP®, was born in 1984.  
Mary has been the owner of Workable Wealth since 2013.

### **Education**

Certified Divorce Financial Analyst, 2012

CERTIFIED FINANCIAL PLANNER™, 2008

Financial Planning Certificate, San Diego State University, 2006

BS – Bachelor’s Degree in Financial Services, San Diego State University, 2006

### **Work Experience**

2013-present Workable Wealth, CEO, San Diego, CA

2011-2013 HoyleCohen Wealth Management, Senior Financial Planner, San Diego, CA

2010-2010 Morgan Stanley, Financial Associate, San Diego, CA

2007-2010 Osher Van de Voorde Investment Management (formerly Robert Osher Investment Management), Pasadena, CA

2007-2007 Morgan Stanley, Financial Associate, Carlsbad, CA

2006-2007 Citigroup Global Markets, Inc., Client Service Associate, San Diego, CA

2004-2006 Financial Strategies, Inc., San Diego, CA

### **Professional Certifications**

Certified Financial Planners (CFP®) are licensed by the CFP® Board to use the CFP® mark. The following are the CFP® certification requirements as of 1/1/2011 and may not be the qualifications in place when the credential was obtained:

- Bachelor’s degree from an accredited college or university.
- Completion of the financial planning education requirements set by the CFP® Board ([www.cfp.net](http://www.cfp.net)).
- Successful completion of the 10-hour CFP® Certification Exam.
- Three-year qualifying full-time work experience.
- Successfully pass the Candidate Fitness Standards and background check.

### **Item 3 -Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this item.

### **Item 4 - Other Business Activities**

In addition to her role at Workable Wealth, Mary Elizabeth Storjohann has no other outside business activities.

### **Item 5 - Additional Compensation**

In addition to her role at Workable Wealth, Mary Elizabeth Storjohann receives no other additional compensation.

### **Item 6 - Supervision**

Mary Storjohann, as Managing Member and Chief Compliance Officer of Workable Wealth, is responsible for supervision. She may be contacted at the phone number on this brochure supplement.

### **Item 7 - Requirements for State-Registered Advisers**

Mary Storjohann has not been involved in an arbitration, civil proceeding, self-regulatory proceeding, administrative proceeding, or a bankruptcy petition.