

## **Firm Brochure**

(Part 2A of Form ADV)

### **Traditions Wealth Advisors, LLC**

**2700 Earl Rudder Freeway S., Suite #2600**

**College Station, TX 77845**

**979-694-9100**

**979-695-0790**

**[www.TraditionsWealthAdvisors.com](http://www.TraditionsWealthAdvisors.com)**

**[Brien@TraditionsWealthAdvisors.com](mailto:Brien@TraditionsWealthAdvisors.com)**

April 5, 2023

This brochure provides information about the qualifications and business practices of Traditions Wealth Advisors, LLC. If you have any questions about the contents of this brochure, please contact us at: 979-694-9100 or by email at: [Brien@TraditionsWealthAdvisors.com](mailto:Brien@TraditionsWealthAdvisors.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.

Additional information about Traditions Wealth Advisors, LLC is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2 - Material Changes

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### Annual Update

This section will be updated annually when material changes have occurred since the last annual update of this brochure, which was in March 2023.

Material changes since that update are as follows:

Traditions Wealth Advisors has a \$5,000 minimum fee for project-based planning and hourly planning services. See Items 4 and 5.

Traditions Wealth Advisors will further provide you with a new brochure as necessary based on changes or new information, at any time, without charge.

Additional information about Traditions Wealth Advisors is also available via the SEC's website, [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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### Full Brochure Available

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: 979-694-9100 or by email at:

[Brien@TraditionsWealthAdvisors.com](mailto:Brien@TraditionsWealthAdvisors.com).

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## Item 4 - Advisory Business

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### **Firm Description**

Traditions Wealth Advisors, LLC (“Traditions”) was founded in 2004 and is 100% owned by Brien L. Smith, CFP®. Traditions’ predecessor firms with the same ownership started in early 1989 by Brien L. Smith, CFP®.

Traditions provides personalized financial planning, wealth management, and customized investment management to individuals, high net worth individuals, trusts, estates, and small businesses. Advice is provided through consultation with the client and may include determination of financial objectives, identification of financial strengths, opportunities, weaknesses, and threats, cash flow management, tax planning, insurance review, investment management, education funding, retirement planning, estate planning, and business planning.

Prior to engaging in financial planning and investment management, a complimentary initial meeting or phone call will take place to allow Traditions and the client to gather information from one another to better determine whether services offered by Traditions are a good fit for services in which the client is interested. If there is an interest by Traditions and the client to proceed, a client engagement agreement is executed. The engagement agreement will outline the terms and conditions of the advisor/client relationship. When requested by the client, Traditions may recommend the services of other professionals in parts of the financial plan. The client is under no obligation to engage the services of any recommended professional. The client retains discretion over all implementation decisions and may accept or reject any recommendation from Traditions. If a client engages a recommended professional, in the case of any dispute, the client agrees to seek recourse exclusively from and against the engaged professional.

It is the client’s responsibility to promptly notify Traditions if the client’s financial situation or investment objectives change for the purpose of reviewing/evaluating/revising Traditions’ previous recommendations and/or services.

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### **Types of Advisory Services**

#### **Financial Planning/Wealth Management**

Traditions engages in holistic financial planning services for clients. Data gathering is required to obtain financial goals and information from the client that will impact their financial situation. As part of the data gathering process, clients may be required to complete financial, investment, or risk tolerance questionnaires. After all data has been analyzed, a set of discussion points,

projections, and/or recommendations for achieving the client's stated goals and objectives will be presented to the client.

Financial planning advice may include areas such as investments, cash flow planning, insurance and risk planning, tax planning, investment planning, retirement planning, education planning, estate planning, employee benefits planning, and trust services. Other topics can be addressed as needed depending on the need of the client.

Recommendations within these areas are included in a financial plan that may include but is not limited to: a net worth statement; a cash flow statement; a review of investment accounts, including reviewing asset allocation and providing repositioning recommendations; strategic tax planning; a review of retirement accounts and plans including recommendations; a review of insurance policies and recommendations for changes, if necessary; one or more retirement scenarios; estate planning review and recommendations; and education planning with funding recommendations. While Traditions may make recommendations on tax, insurance, and estate matters, we do not prepare income tax returns, write insurance policies, or draw up legal documents.

Discussion points, projections, and/or recommendations are based on the client's financial situation at the time the information is presented and are based on financial information disclosed by the client to Traditions. Clients are advised that certain assumptions may be made with respect to interest and inflation rates and use of past trends and performance of the market and economy. Past performance in no way indicates future performance. Traditions cannot offer any guarantees or promises that the client's financial goals and objectives will be met. As the client's financial situation, goals, objectives, or needs change, the client must promptly notify Traditions.

### **Investment Management**

Investment advice is provided, and, in most client accounts, the client and the Chief Investment Officer (CIO) collaborate and make the final decision on investment selection. Use of third-party investment managers may be advisable for certain clients. Traditions does not act as a custodian of client assets. The client always maintains asset control. Traditions places trades for clients under a limited power of attorney.

Periodic reviews are also communicated to provide reminders of the specific courses of action that need to be taken. More frequent reviews occur but are not necessarily communicated to the client unless immediate changes are recommended.

Detailed investment advice and specific recommendations are provided as part of a financial plan. Within investment management, Traditions may issue periodicals about securities; may issue special reports about securities; and

may issue charts, graphs, formulas, or other devices which clients may use to evaluate securities.

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### **Tailored Relationships**

The goals and objectives for each client are documented in our client relationship management system. Investment policy statements and engagement letters of customized financial plans are created that reflect the stated goals and objective. Clients may impose restrictions on investing in certain securities or types of securities.

Agreements may not be assigned without client consent.

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### **Types of Agreements**

The following agreements define the typical client relationships.

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#### **Ongoing Service Agreement**

All aspects of the client's financial planning and investment management needs are reviewed on a regular and recurring basis. Realistic and measurable goals are set and objectives to reach those goals are defined. As goals and objectives change over the financial lifecycle of the client, it is necessary to review and update goals and recommendations accordingly on an ongoing basis.

The ongoing service agreement includes investment management and financial planning with fees charged as a percentage of assets under management. At the discretion of Traditions, in certain circumstances, a retainer fee arrangement is available in lieu of an assets under management fee when it is more appropriate to work on a fixed-retainer fee basis. The minimum fee for ongoing service is \$5,000 despite whether the fee is charged based on assets under management or charged based on a retainer.

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#### **Project-Based Service Agreement**

The scope of work and estimated fee for project-based planning is provided to the client in writing prior to the start of the relationship.

The fee for project-based planning is predicated upon the facts known at the start of the engagement. The minimum fee is \$5,000. In the event that the client's situation is substantially different than disclosed at the initial meeting, a revised fee will be provided for mutual agreement. The client must approve the change of scope in advance of the additional work being performed when a fee increase or decrease is necessary.



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**Hourly Service Agreement**

At the discretion of management, Traditions may elect to offer hourly planning services for clients who need advice on a limited scope of work. The rate for limited scope engagements is \$250 per hour, with a \$5,000 minimum.

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**Client Assets Under Management**

As of December 31, 2022, Traditions manages approximately \$72 million in assets, approximately \$19 million managed on a discretionary basis and approximately \$53 million managed on a non-discretionary basis.

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**Termination of Agreement**

Although the Advisory Service Agreement is an ongoing agreement and constant adjustments are required, the length of service to the client is at the client's discretion. The client or the investment manager may terminate an Agreement by written notice to the other party. At termination, for clients billed in arrears, fees will be billed on a pro rata basis for the portion of the quarter completed. The portfolio value at the completion of the prior full billing quarter is used as the basis for the fee computation, adjusted for the number of days during the billing quarter prior to termination. If the client made an advance payment, Traditions would refund any unearned portion of the advance payment. If termination of this Agreement is opted by the client in the first year of the relationship, the advisor may bill for a full quarter of fees, even if the quarter has just begun.

## **Item 5 - Fees and Compensation**

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**Description**

Traditions is a fee-only financial planning and investment management firm and is not affiliated with entities that sell financial products or securities. Traditions receives no compensation from any third-party custodian with which it does business.

Traditions bases its fees on a percentage of client assets under management, retainer, project-based fee, or hourly fees.

Retainer and project-based fees will be priced according to the degree of complexity associated with the client's situation and the amount of time Traditions must devote to the client's case, especially when investment management is not the most significant part of the relationship.

Full-time employees and family members of full-time employees will not be subject to a management fee.

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**Fee Schedule**

Ongoing:

1.00% on the first \$1,000,000

0.75% on the next \$1,000,000

0.50% on the next \$3,000,000

0.25% above \$5,000,000

Minimum initial account size: \$500,000

Minimum annual fee: \$5,000 through assets under management fee or retainer fee

Project-Based:

Minimum fee: \$5,000

Hourly:

Rate: \$250 per hour

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**Fee Billing**

Investment management fees are billed quarterly in arrears. Fees are deducted from a designated client account to facilitate billing. The client must consent in advance to direct debiting of their investment account through the custodian.

Fees for project-based and hourly service are billed 50% in advance, with the balance due upon completion of the project.

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**Additional Compensation**

Brien L. Smith, CFP® has a Texas Group 1 insurance agent's license; however, he uses it only to consult and will not sell insurance by charging commissions. We could charge a fee to consult on insurance advisory only or allow the investment advisory fee to cover the insurance advisory as well.

This would depend on the investment advisory fee and the complexity and time consumed to answer the insurance advice.

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**Other Fees**

Custodians may charge transaction fees on purchases or sales of certain mutual funds, exchange-traded funds, and all other securities. These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

When used, third-party investment managers will charge an advisory fee that is in addition to those of Traditions.

New Advisory Service Agreement fees are calculated on a formula basis and adjusted for complexity of individual situations. The formula is based on gross income, gross assets, and other financial considerations, including the anticipated number of hours we anticipate working on the case. Traditions, in its sole discretion, may waive its minimum fee and/or charge a lesser investment advisory fee depending on client circumstances.

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### **Expense Ratios**

Mutual funds generally charge a management fee for their services as investment managers. The management fee is called an expense ratio. For example, an expense ratio of 0.50 means that the mutual fund company charges 0.5% for their services. These fees are in addition to the advisory fees paid by you to Traditions.

Performance figures quoted by mutual fund companies in various publications are usually after their fees have been deducted. However, Traditions, as a Fiduciary, will explain all fees to the client.

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### **Past Due Accounts and Termination of Agreement**

Traditions reserves the right to stop work on any account that is more than 30 days overdue. In addition, Traditions reserves the right to terminate any financial planning engagement where a client has willfully concealed or has refused to provide pertinent information about financial situations when necessary and appropriate, in Traditions' judgment, to providing proper financial advice. Any unused portion of fees collected in advance will be refunded within 30 days. Traditions has the right to retain the full fee if hours worked on the case justifies it.

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

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### **Sharing of Capital Gains**

Fees are not based on a share of the capital gains or capital appreciation of managed securities.

Traditions does not use a performance-based fee structure because of the potential conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk to the client.

Traditions does not engage in side-by-side management (which is when some clients pay fees based on performance while others pay fees based on assets under management).

## Item 7 - Types of Clients

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### Description

Traditions generally provides investment advice to individuals, high net worth individuals, trusts, estates, and small businesses.

Client relationships vary in scope and length of service.

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### Account Minimums

The minimum account size is based on an annual fee of \$5,000. If assets under management falls below \$500,000 of billable assets, the minimum annual fee of \$5,000 is still required. Clients with assets below the minimum account size may pay a higher percentage rate on their annual fees than the fees paid by clients with greater assets under management.

Traditions has the discretion to waive the account minimum. Other exceptions may apply to employees of Traditions and their relatives, or relatives of existing clients.

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

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### Methods of Analysis

Security analysis methods may include charting, fundamental analysis, technical analysis, and cyclical analysis.

The main sources of information include Morningstar Office, Fidelity's "Wealthscape," and internet resources like annual reports, prospectuses, filings with the Securities and Exchange Commission, and company press releases.

Other sources of information that Traditions may use include financial newspapers and magazines, inspections of corporate activities, research materials prepared by others, and corporate rating services.

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### Investment Strategies

The primary investment strategy used on client accounts is strategic asset allocation utilizing a core and satellite approach. This means that we use actively managed funds as the core investments and then add other funds to diversify the client's accounts into all areas of an asset allocation portfolio including, but not limited to, individual bonds and bond funds, as well as all areas of equity funds and alternative investments. Portfolios are globally diversified to control the risk associated with traditional markets.

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Assets are invested primarily in no-load no commission institutional mutual funds and exchange-traded funds, usually through discount brokers or fund companies. Fund companies charge each fund shareholder an investment management fee that is disclosed in the fund prospectus. Discount brokerages may charge a transaction fee for the purchase of some funds.

Stocks and bonds may be purchased or sold through a brokerage account when appropriate. The brokerage firm charges a fee for stock and bond trades. Traditions does not receive any commissions or compensation (a.k.a. soft dollars), in any form, from fund companies.

Investments may also include equities (stocks), warrants, corporate debt securities, commercial paper, certificates of deposit, municipal securities, investment company securities (variable annuities and mutual funds shares), U. S. government securities, options contracts, futures contracts, and interests in partnerships.

Initial public offerings (IPOs) are not available through Traditions.

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The client may change these objectives at any time. Each client executes an Engagement letter, Financial Plan and/or Investment Policy Statement that documents their objectives and their desired investment strategy.

Other strategies may include recommending professional money managers (mutual funds and others) that utilize long-term purchases, short-term purchases, trading, short sales, margin transactions, and option writing (including covered options, uncovered options, or spreading strategies).

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## **Risk of Loss**

All investment programs have certain risks that are borne by the investor. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks:

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic, and social conditions may trigger market events.

- **Inflation Risk:** When any type of inflation is present, a dollar today will not buy as much as a dollar next year because purchasing power is eroding at the rate of inflation.
- **Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- **Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e., interest rate). This primarily relates to fixed income securities.
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.
- **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.
- **Financial Risk:** Excessive borrowing to finance a business' operations increases the risk of profitability because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

## **Item 9 - Disciplinary Information**

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### **Legal and Disciplinary**

Neither Traditions nor its employees have been involved in legal or disciplinary events related to past or present investment clients.

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

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### **Financial Industry Activities**

Traditions is not registered as a securities broker-dealer or a futures commission merchant, commodity pool operator, or commodity trading advisor.

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**Affiliations**

Brien L. Smith, CFP® has a Texas Group 1 insurance agent's license and may suggest insurance products to clients as appropriate, acting only as an insurance consultant, not a commissioned insurance agent. Please see the section titled "Fees and Compensation" for more details.

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

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**Code of Ethics**

The employees of Traditions act as a Fiduciary to all of its clients or prospective clients; in other words, we must always do what is right for the clients above any firm or personal gain by Traditions or its employees or associates. Further we have committed to a Code of Ethics that is available for review by clients and prospective clients upon request. The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

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**Participation or Interest in Client Transactions**

Traditions and its employees may not trade their own securities ahead of client trades. Employees comply with the provisions of the Traditions Compliance Manual.

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**Personal Trading**

The Chief Compliance Officer of Traditions is Brien L. Smith, CFP®. He reviews all employee trades each quarter. The personal trading reviews ensure that the personal trading of employees does not affect the markets and that clients of the firm receive preferential treatment. Since most employee trades are small mutual fund trades or exchange-traded fund trades, the trades do not affect the securities markets.

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**Item 12 - Brokerage Practices**

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**Selecting Brokerage Firms**

Specific custodian recommendations are made to clients based on their need for such services. Traditions recommends custodians, not brokerages, based on the proven integrity and financial responsibility of the firm.

Traditions recommends discount brokerage firms and trust companies (qualified custodians) such as Fidelity Institutional Investments, Charles Schwab & Co., or TIAA-CREF. Traditions does NOT receive any extra fees

or commissions from any of these arrangements and has no conflicts of interest of any kind.

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**Best Execution**

Traditions reviews the execution of trades at each custodian each quarter. The review is documented in the Traditions Compliance Manual. Trading fees charged by the custodians is also reviewed on a quarterly basis. Traditions does not receive any portion of the trading fees.

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**Soft Dollars**

Traditions receives soft dollar benefits from custodians only in the form of research and reports on investments and the financial markets. These benefits are within compliance guidelines and therefore do not present a conflict of interest.

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**Order Aggregation**

Most trades are mutual funds or exchange-traded funds where trade aggregation ensures clients receive the same price. Trade aggregation, through Fidelity Investments, allows clients who would not normally meet the minimums for institutional mutual funds to meet those minimums through aggregation with other clients' assets.

## Item 13 - Review of Accounts

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**Periodic Reviews**

Account reviews are performed semi-annually by Brien L. Smith, CFP® President/Owner. Account reviews are performed more frequently when market conditions or client situations dictate.

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**Review Triggers**

Other conditions that may trigger a review are changes in the tax laws, new investment information, and changes in a client's own situation.

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**Regular Reports**

Account reviewers are members of the firm's Investment Committee. They are instructed to consider the client's current security positions and the likelihood that the performance of each security will contribute to the investment objectives of the client.

Clients receive periodic communications on at least an annual basis. Advisory Service Agreement clients, Investment Management clients, and Retainer Agreement clients receive written quarterly updates. The written



updates may include a net worth statement, portfolio accounting statement, and a summary of objectives and progress towards meeting those objectives.

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

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### **Incoming Referrals**

Traditions has been fortunate to receive many client referrals over the years. The referrals came from current clients, estate planning attorneys, accountants, employees, personal friends of employees, and other similar sources. The firm does not compensate referring parties for these referrals.

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### **Referrals Out**

Traditions does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

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### **Other Compensation**

Not applicable, as Traditions does not receive any other compensation, unless disclosed previously.

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## **Item 15 - Custody**

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Custody is defined as having any access to client funds or securities. Because Traditions generally has the authority to instruct the account custodian to deduct the investment management fee directly from the client's account, Traditions is considered to have "custody" of client assets. This limited access is monitored by the client through receipt of account statements directly from the custodian. These statements all show the deduction of the management fee from the account. Otherwise, Traditions may only direct the movement of funds from one account in the client's name to another such titled account but has no other access to funds.

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### **Account Statements**

All assets are held at qualified custodians, which means the custodians are holding the client's assets and provide account statements directly to clients at their address of record at least quarterly.

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### **Performance Reports**

Clients are urged to compare the account statements received directly from their custodians to the performance report statements provided by Traditions.

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**Asset Allocation Statements**

Clients are provided asset allocation statements periodically. These statements show all investable assets managed by Traditions through asset custodians like Fidelity, Schwab, TIAA-CREF or as supplied by the client.

**Item 16 - Investment Discretion**

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**Discretionary Authority for Trading**

For the majority of clients, Traditions holds nondiscretionary authority when managing accounts on behalf of clients. For these accounts, Traditions does not have the authority to determine, without obtaining specific client consent, the securities to be bought or sold and the amount of the securities to be bought or sold. Traditions instead consults with the client prior to each trade to obtain concurrence.

For certain client accounts where investment discretion has been granted through a limited power of attorney, Traditions makes investment decisions without consultation with the client as to when the securities are to be bought or sold for the account, the total amount of the securities to be bought/sold, and what securities to buy or sell. Traditions follows the investment strategy agreed to in the investment policy statement. Clients can place restrictions on Traditions' discretion in writing.

For certain clients where appropriate, Traditions will work with private institutional money managers who would take a limited power of attorney on Traditions' clients. In this role, Traditions would perform due diligence and monitor the private institutional manager, but would not offer investment recommendations to buy, sell, or hold any securities. These accounts are considered discretionary assets under management. Traditions charges a small asset management fee, usually 0.50% or less, in addition to the private money manager's fee.

The client approves the custodian to be used and the fees paid to the custodian. Traditions does not receive any portion of the transaction fees paid by the client to the custodian on certain trades.

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**Limited Power of Attorney**

A limited power of attorney is held on client accounts where discretion has been granted.

## **Item 17 - Voting Client Securities**

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### **Proxy Votes**

Traditions does not vote proxies on securities. Clients are expected to vote their own proxies.

When assistance on voting proxies is requested, Traditions will provide recommendations to the client. If a conflict of interest exists, as a Fiduciary, it will be disclosed to the client.

## **Item 18 - Financial Information**

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### **Financial Condition**

Traditions does not have any financial impairment that will preclude the firm from meeting contractual commitments to clients.

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

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Please see the brochure supplement for information regarding Traditions' owner, Brien L. Smith, CFP®.

Neither the Firm nor any of its officers or principals has been involved in an award in an arbitration claim alleging damages, or an award of being found liable in a civil, self-regulatory organization, or administrative proceeding.

Neither the Firm nor any of its officers or principals has a relationship or arrangement with an issuer of securities.

## **Information Security Program**

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### **Information Security**

Traditions maintains an information security program to reduce the risk that a client's personal and confidential information may be breached.

### **Privacy Notice**

Traditions is committed to maintaining the confidentiality, integrity, and security of the personal information that is entrusted to us.

The categories of nonpublic information that we collect from you may include information about your personal finances, information about your health to the extent that it is needed for the financial planning process, information about transactions between you and third parties, and information from consumer

reporting agencies, e.g., credit reports. We use this information to help you meet your personal financial goals.

Only with your written permission, would we disclose limited information to attorneys, accountants, and mortgage lenders with whom you have established a relationship. You may opt out from our sharing information with these nonaffiliated third parties by notifying us at any time by telephone, mail, fax, email, or in person. With your permission, we share a limited amount of information about you with your brokerage firm in order to execute securities transactions on your behalf.

We maintain a secure office to ensure that your information is not placed at unreasonable risk. We employ a firewall barrier, secure data encryption techniques, and authentication procedures in our computer environment.

We do not provide your personal information to mailing list vendors or solicitors. We require strict confidentiality in our agreements with unaffiliated third parties that require access to your personal information, including financial service companies, consultants, and auditors. Federal and state securities regulators may review our Company records and your personal records as permitted by law.

Personally identifiable information about you will be maintained while you are a client, and for the required period thereafter that records are required to be maintained by federal and state securities laws. After that time, information may be destroyed.

We will notify you in advance if our privacy policy is expected to change. We are required by law to deliver this Privacy Notice to you annually, in writing.

**Brochure Supplement**  
(Part 2B of Form ADV)

**Brien L. Smith, CFP®**

**Traditions Wealth Advisors, LLC**  
**2700 Earl Rudder Freeway S., Suite #2600**  
**College Station, TX 77845**  
**979-694-9100**  
**979-695-0790**  
**www.TraditionsWealthAdvisors.com**  
**Brien@TraditionsWealthAdvisors.com**

April 2023

This brochure supplement provides information about Brien L. Smith that supplements the Traditions Wealth Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Brien L. Smith if you did not receive Traditions Wealth Advisors, LLC's brochure or if you have any questions about the contents of this supplement. Additional information about Brien L. Smith is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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## **Education and Business Standards**

Traditions Wealth Advisors, LLC requires that advisors in its employ have a bachelor's degree and further coursework demonstrating knowledge of financial planning and tax planning. Examples of acceptable coursework include: an MBA, a CFP®, a CFA, a ChFC, JD, CTFA, EA or CPA. Additionally, advisors must have work experience that demonstrates their aptitude for financial planning and investment management.

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## **Professional Certifications**

Employees have earned certifications and credentials that are required to be explained in further detail.

Certified Financial Planner (CFP®): Certified Financial Planners are licensed by the CFP® Board to use the CFP® mark. CFP® certification requirements:

- 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.
- Continuing education – Complete 30 hours of continuing education hours every two years.

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## **Employee/Owner - Brien L. Smith, CFP®**

Year of birth: 1959

Educational Background:

- College for Financial Planning: 1989-1994
- University of Houston: 1987-1988 graduate studies in Economics
- Texas A&M University: BBA in Business Management 1981

Business Experience:

- Traditions Wealth Advisors, LLC (College Station, TX) owner from 7/2004 to present
- Brien L. Smith, CFP® through Purshe Kaplan Sterling Investments (Albany, NY) Registered Representative from 7/2004 to 4/2014
- Raymond James Financial Services, Inc, (St. Petersburg, FL) Registered Representative from 3/1994 to 7/2004
- Carter Advisory Services, Inc. (Dallas, TX) Financial Planner from 3/1994 to 7/2004

- Associated with Carter Financial Management (Dallas, TX) V.P.- Financial Planner from 3/1994 to 7/2004
- IDS/American Express Financial Advisors (Bryan, TX) Financial Planner/Registered Representative from 3/1991 to 3/1994
- IDS/American Express Financial Advisors (Houston, TX) Financial Planner/Registered Representative from 3/1989 to 3/1991

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**Disciplinary Information**

None

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**Other Business Activities**

Spirit Stewardship Ministries is a nonprofit 501(c) 3 with the purpose of financial literacy on a “pro bono” basis. Spirit Fiduciary Partners is a wholly owned subsidiary of Traditions Wealth Advisors, LLC with the purpose of aiding non-profits in managing their funds and endowments. Brien volunteers for his Church’s \$80 Million foundation as a “pro-bono” Investment Committee member. This function is only as an overseer and Brien makes no specific investment recommendations to these funds.

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**Additional Compensation**

Additional compensation is received only for Spirit Fiduciary Partners; nothing is received for Spirit Stewardship Ministries, Inc.

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**Supervision**

Brien L. Smith, CFP® is the owner of Traditions Wealth Advisors, LLC and, as such, is not subject to additional supervision.

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**Requirements for State-Registered Advisers**

Brien L. Smith, CFP® has not been found liable in an arbitration claim, nor has he been found liable in a civil, self-regulatory organization, or administrative proceeding.

Brien L. Smith, CFP® has not been the subject of a bankruptcy petition.