



**Investment Adviser  
Brochure Part 2A**

**James Marion Lorenzen  
Doing business as  
THE INDEPENDENT FINANCIAL GROUP**

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This brochure provides information about the qualifications and business practices of The Independent Financial Group. If you have any questions about the contents of this brochure, please contact us at (805) 265-5416 or [cfp@indfin.com](mailto:cfp@indfin.com).

The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or any state securities authority. Additional information about The Independent Financial Group also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

The use of the term registered investment adviser does not imply a certain level of skill or training.

**February 9, 2023**

## **Item 2 – Material Changes**

There were no material changes to this brochure since the last annual update.

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#### **Item 4 – Advisory Business**

The Independent Financial Group (“the Advisor” or “IFG”) has been in the advisory business since 1996. The principal owner is James M. Lorenzen and the business is conducted as a sole proprietorship.

#### **Service Model**

The Independent Financial Group (IFG) provides financial planning and nondiscretionary advisory services. Investment management may be provided by independent third-party institutional advisory firms and money managers, and asset custody and reporting are provided by approved third party institutions. IFG functions as the client’s independent consultant and advocate in the financial marketplace.

#### **Advisory Services Offered**

In connection with the advisory services being provided to the Client, Advisor is entitled to rely on the financial information and other information provided by Client. Client agrees to provide Advisor with all material information concerning the Client’s personal and financial situation. Information is material when a reasonable person would consider the information important in making financial assessments, decisions, or recommendations. Such information would include the Client’(s):

- Current financial situation, including employment, income, tax returns, assets, liabilities, and any recent changes that impact your current situation.
- Any change in your life or investment objectives;
- Investment time horizon;
- Risk tolerance;
- Any change that could impact your investment risk tolerance or return requirements
- Asset class preferences and exclusions; and,
- Tax status.

Client agrees to promptly notify the Advisor of any material change in Client’s circumstances which might affect the manner in which Client’s assets should be invested. In addition, the Client agrees to provide the Advisor with such information as it shall be reasonably requested.

Based on the planning analysis, the Advisor will assist the client in developing an asset allocation strategy for the location and allocation of assets designed to fit within the client's risk parameters and consistent with client's desired goals and objectives. This will involve the selection of appropriate investment and account management alternatives, as well as the allocation of assets among various asset classes and independent third-party asset management firms.

#### **Financial Planning Services**

Initial planning involves data collection, the establishment of goals and objectives, as well as a client’s risk profile, a situation needs-analysis, and a portfolio analysis and optimization process. IFG provides financial planning and consulting services consistent with clients’ financial and tax status, in addition to their risk profile and return objectives. IFG may also provide general non-securities advice on topics that may include budgetary planning, estate planning, social security, and tax strategy planning.

- Follow a planning process following the CFP® Board’s 7-Step process and fiduciary guidelines.
- Organizing your current investment and insurance information to help you understand how they interrelate and to identify your current needs.
- Understanding your financial situation, time horizon and projected lifestyle needs.
- Setting long-term goals and intermediate-term objectives and prioritizing what’s important to you as well as how risk and return assumptions can impact your future plans.

- Identifying available strategies for wealth accumulation, preservation, distribution, and legacy strategies.
- How/when it's best for you to begin taking Social Security
- Identifying the most efficient ways of arranging assets in order to reduce risk, taxes, and investment costs. Understanding appropriate asset class preferences and exclusions
- Creation of tax-advantaged strategies, when appropriate, for your approval.
- Plans are continually updated and reviews are arranged according to a schedule convenient for you.

Advisor will review client's overall financial plan on a schedule that is convenient to the client but at least annually.

The advisor does not receive compensation, incentives, or referral fees from any third-party service provider. The Advisor is paid by clients only. The Client is under no obligation to act upon the Advisor's recommendations.

**Investment Advisory Services** (The Advisor doesn't vote proxies.)

- Investment reviews are arranged according to a schedule convenient for you.
- You will generally have 24/7/365 direct online access to your financial plan and investment accounts via independent third-party platforms. In addition, you will have the option to link your investments to your financial plan so that it will be automatically updated daily to reflect any changes in value in your asset values and impact those changes might have on your plan.

**IFG** – Services are provided on a nondiscretionary basis. The Advisor notifies the Client and obtains permission prior to the sale or purchase of any security by the Advisor. The Client retains the right not to invest in certain securities or types of securities and may refuse to approve securities transactions.

At least quarterly, the Advisor reviews Client's reports from custodians regarding asset allocation, comparing the performance data of the selected portfolio(s) to that of their stated benchmark(s); and the underlying holdings to their indices and peer groups. The Advisor monitors the underlying holdings to ensure they still meet the initial selection and performance criteria. The Advisor will provide quarterly due diligence reports from the asset custodian(s) for the Client's review. Advisor will review client's investment performance at least semi-annually. Advisor will also keep client advised of any custodian, third-party manager, or service provider's change of fees as that information becomes available.

**Third-Party Managers** – Investment management services provided by independent third-party managers are established and in accordance with the ADV Part 2A brochure or other equivalent disclosure document of each independent third-party manager. Services may be provided on a discretionary or nondiscretionary basis in accordance with the third-party managers agreement the Client signs.

Managers and investments are continually monitored for multiple compliance and performance factors including ongoing management due-diligence. Reporting is provided through a secure direct connection 24/7. Clients also receive quarterly market updates and commentaries from independent sources and Mr. Lorenzen.

Client must notify Advisor if and when their goals or financial circumstances change and Advisor is permitted to take action based on instructions from any party to this agreement.

All third-party asset managers to whom the Advisor will refer clients are licensed as investment adviser by their resident states and any applicable jurisdictions or registered investment advisers with the Securities and Exchange Commission.

## Assets Under Management

As of December 31, 2022, the Advisor manages \$10,000,000 in nondiscretionary and \$0 in discretionary client assets.

## Financial Planning Conflicts of Interest

A conflict of interest is created whenever Mr. Lorenzen recommends insurance products or financial planning and investment advisory services to a client because Mr. Lorenzen may receive compensation if clients follow the recommendation. Clients are under no obligation to act upon any IFG recommendations or to purchase any insurance through Mr. Lorenzen if they decide to follow the recommendations.

## Item 5 – Fees and Compensation

A Client may elect to have IFG advise certain accounts and will incur fees for IFG regarding those accounts. A Client may elect to have IFG advise certain accounts and a third-party manage other accounts. A client will incur fees for both IFG and third-party for the accounts advised by IFG and managed by the third-party respectively.

Financial planning fees are negotiable:

**Initial planning** (These fees will only apply when IFG initially drafts a complete financial planning): The Advisor charges a fixed planning fee based on an estimate of time the plan will take. Planning charges shall accrue at the rate of \$300 per hour. An initial retainer is due upon execution of the agreement, and the balance of shall be due and payable upon completion.

- The initial planning fee includes consultations and preparation of the client's plan and does not include investment selection, implementation, reporting, or oversight.

Hourly fees are payable as services are performed and the Advisor will regularly invoice clients for fees that are due and payable.

## Subsequent Planning

Generally, continuing planning updates are included in the investment advisory fees. An additional fee may be charged for 'held-away' assets (those not covered under the advisory agreement). In those cases a percentage discount is applied to IFG's hourly fee equal to the percentage of assets covered under the advisory agreement.

## IFG investment fees:

<b>Assets</b>	<b>Annual</b>	<b>Qtrly.</b>
On the first \$500,000	1.20%	0.30%
On the next \$500,000	0.70%	0.175%
On assets over \$1,000,000	0.50%	0.125%

Asset-based fees are payable quarterly in advance. Asset-based fees are deducted by the account custodian on the first day of the calendar quarter, and are based on the account's asset value as of the last business day of the prior calendar quarter. The Advisor:

- Adds all account market values that are part of the household to get the total household market value.
- Calculates the fee for each tier of the fee schedule
- Take the total fee and divide it by the total household market value to get the blended rate

Fees are prorated for accounts opened during the quarter based upon the number of days the

account was open during the billing period.

The Advisor typically requires a minimum of \$250,000 to establish a new advisory account. Client's accounts can be aggregated for fee computation. However, the minimum may be waived at the sole discretion of the Advisor. In addition, the Advisor may continue to service existing accounts that have values that are below the minimum.

The initial annualized fee for IFG advisory services based on an estimate of the level of assets subject to the actual balance received by the custodian and the application of the current fee schedule for calculation.

- **Third-Party Manager Fees:** Fees paid by Client to independent third-party managers are established and payable in accordance with the ADV Part 2A brochure or other equivalent disclosure document of each independent third-party manager. Additional fee information is contained in the disclosure documents of each third-party manager.

In addition, if the Advisor recommends a wrap fee program, the client will also receive a wrap fee brochure provided by the sponsor of the program. The Advisor will provide to each client all appropriate disclosure statements.

Direct debits from investment management accounts, checks, and credit cards are acceptable forms of payments.

Client will receive written notice from third-party service providers, including the fee, the formula used to calculate the fee, the fee calculation itself, the time period covered by the fee, and if applicable, the amount of assets under management on which the fee was based, and the name of the custodian(s). Client will receive this information concurrent with the payment request or payment of the Advisor's advisory fees. The Client is urged to compare this information with the fees listed in the account statement.

IFG's advisory fees are independent of, and not related to, fees charged by investment managers, custodians, or reporting entities. Clients are provided full disclosure of any and all charges in writing in advance of all decisions.

Account custodian fees are in addition to and separate from advisory fees. Accounts may incur transaction costs, retirement plan administration fees, mutual fund annual expenses and other fees. Clients should note that fees for comparable services vary and lower or higher fees may be charged by different providers for similar services.

Client will have a period of five business days from the date of signing the Agreement to unconditionally rescind the Agreement without penalty and receive a full refund of all fees. Thereafter, either party may terminate this Agreement by providing the other party with written notice or by telephone. Upon termination, fees will be prorated to the date of termination and any unearned portion of the fee will be refunded to the Client. Investment management fees will be prorated based upon the number of days the account was open during a billing period and financial planning fees will be prorated based upon the amount of time in which actual services were performed.

General Planning Information: The Advisor anticipates that the financial plan produced will be delivered within thirty days but no longer than six months from the date of the Agreement. All fees are subject to adjustment based on each client's unique circumstances and goals. IFG's working arrangement will be provided to you in writing after a needs/gap analysis has been completed.

The Advisor considers fees for financial planning or a consulting project to be earned as progress is realized toward creation of the plan or completion of the service. Under no circumstances will the Advisor earn fees in excess of \$500 more than six months in advance of services rendered.

Note: Clients engaged prior to January 2, 2021 may be paying fees that differ from this

schedule for the same services.

The compensation the Advisor receives does not differ regardless of the third-party managers or the investments selected. The Advisor does not accept any incentives, compensation, or referral fees from any third party. The fee paid to the Advisor is based on the terms of the agreement that is in place and is generally not negotiable on a client-by-client basis.

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

The Advisor does not charge or receive, directly or indirectly, any performance-based fees.

#### **Item 7 – Types of Clients**

The Advisor provides advisory services to individuals and business owners, including those organized as pass-through entities and privately-held corporations. An individual is defined as the individual, their trusts, estates, 401(k) plans and IRAs and those of their family members. Businesses organized as sole proprietorships are considered separate entities.

#### **Account Minimums**

Private client individual investors: Asset minimums are often dependent upon the nature of the services required. In most cases, but not all, IFG's investment advisory services are most appropriate for those who can meet an asset entry level above \$250,000. Multiple accounts can be considered in calculating the total. For example, it's not unusual for a husband and wife to each have family trust accounts, as well as IRAs, in addition to their joint account.

There is no asset minimum requirement for financial planning and insurance services.

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

The Advisor creates an investment policy statement to establish the investment goals, outline the investment strategies, and define the investment parameters for each client. The investment policy statement is based on the information that the client has provided and the data the Advisor has gathered regarding the client's investment objectives, personal and financial status, and risk profile.

The Advisor takes the information as uses its discretion to select from among various independent third-party managers.

#### **Item 8.A – Frequent Trading of Securities**

The Advisor is not involved in the frequent trading of securities.

#### **Item 8.B – Material Risks of Particular Securities**

The Advisor doesn't recommend a type of security that involves significant or unusual risks.

#### **Item 9 – Disciplinary Information**

None to disclose

#### **Item 9.A – Criminal or Civil Actions**

Neither the Advisor nor any management person has been found guilty of or has any criminal or civil actions pending in a domestic, foreign or military court.

#### **Item 9.B – Administrative Proceedings**

Neither the Advisor nor any management person has any administrative proceedings pending before the SEC, any other federal regulatory agency, any state regulatory agency, or any foreign financial regulatory authority.

#### **Item 9.C – Self-Regulatory Organization (“SRO”) Proceedings**

Neither the Advisor nor any management person have been found by any SRO to have caused an investment-related business to lose its authorization to do business, or to have been involved in a violation of the SRO’s rules, or were barred or suspended from membership or from association with other members, or were expelled from membership, otherwise significantly limited from investment-related activities, or fined.

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

##### **Item 10.A – Broker-Dealer Registration**

###### **Broker Dealer**

Neither the Advisor nor its management persons is or owns a securities broker-dealer registered with the Securities and Exchange Commission (“SEC”) and a member of the Financial Industry Regulatory Authority (“FINRA”) or has an application for registration pending. No associated person of the Advisor is a registered representative of a broker-dealer.

##### **Item 10.B – Futures Commission Merchant/Commodities**

###### **Commodity Broker**

Neither the Advisor nor any of its management persons is a commodity broker/futures commission merchant, a commodity pool operator, commodity trading advisor or an associated person for the foregoing entities or has an application for registration pending.

##### **Item 10.C – Relationships with Related Persons**

In addition to his fee-only financial planning and investment advisory services, Mr. Lorenzen is an independent insurance agent under California license 0C00742 and appointed with various insurance companies. A conflict of interest is created whenever Mr. Lorenzen recommends insurance products because Mr. Lorenzen may receive commissions if clients follow the recommendations and purchase insurance products.

Clients are under no obligation to act upon any of his recommendations or purchase insurance through him if they decide to follow his recommendations.

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

##### **Item 11.A – Code of Ethics**

The Advisor has adopted a Code of Ethics that sets forth standards of conduct expected of advisory personnel and to address conflicts that arise from personal trading by advisory personnel. Advisory personnel are obligated to adhere to the Code of Ethics, and applicable securities and other laws.

The Code covers a range of topics that may include: general ethical principles, reporting personal securities trading, exceptions to reporting securities trading, reportable securities, initial public offerings and private placements, reporting ethical violations, distribution of the Code, review and enforcement processes, amendments to Form ADV and supervisory procedures. The Advisor will provide a copy of the Code to any client or prospective client upon request.

##### **Item 11.B – Participation or Interest in Client Transactions**

Neither the Advisor nor any associated person recommends to clients, or buys or sells for client accounts, securities in which Advisor or an associated person has a material financial interest. Neither the Advisor nor any associated person acting as a principal, buys securities from (or sells securities to) clients; acts as general partner in a partnership in which Advisor solicits client investments; or acts as an investment Advisor to an investment company that Advisor recommends to clients.

#### **Item 11.C – Personal Trading by Associated Persons**

The Advisor recommends and invests client assets with independent third-party managers. Permitted investments for associated persons are:

- All types of investments

#### **Item 11.D – Conflicts of Interest with Personal Trading by Associated Persons**

Neither the Advisor nor any associated person recommends securities to clients, or buys or sells securities for client accounts, at or about the same time that the Advisor or related persons buys or sells the same securities for their own accounts. The Advisor strictly prohibits this practice.

#### **Item 12 – Brokerage Practices**

##### **Item 12.A – Factors in Selecting or Recommending Broker-Dealers**

The Advisor makes custodial recommendations that are based on the Advisor's perception of the breadth of services offered, and quality of execution. However, the client may pay commissions or fees that are higher or lower than those that may be obtained from elsewhere for similar services. Clients are advised that they are under no obligation to act on the recommendations of the Advisor.

##### **Item 12.A1 – Research and Other Soft Dollar Benefits**

The term "soft dollars" refers to funds which are generated by client trades being used to pay for products and services such as research and enhanced brokerage services that the Advisor receives from or through the broker-dealers whom it engages to perform securities transactions. The Advisor does not receive soft dollars generated by securities transactions of its clients.

##### **Item 12.A2 – Brokerage for Client Referrals**

The Advisor does not refer clients to particular broker-dealers in exchange for client referrals from those broker-dealers.

##### **Item 12.A3 – Directed Brokerage**

The Advisor doesn't allow clients to direct their brokerage business to specific broker-dealers.

##### **Item 12.B – Trade Aggregation**

The Advisor primarily recommends and invests client assets through independent third-party managers. This investment strategy does not present an opportunity to aggregate trades.

#### **Item 13 – Review of Accounts**

Reviews of all investment advisory accounts are conducted no less than quarterly.

There is currently no limit on the number of accounts that can be reviewed by James Lorenzen. Generally, account statements are sent by the custodian and available directly from the account custodian through the IFG website.

These reports list the account positions, activity in the account over the covered period, and other related information. Clients also have the option of receiving confirmations following each account transaction unless confirmations have been waived. Clients may have access to some of the reports generated by their custodian through the IFG's website [www.indfin.com](http://www.indfin.com). The site is available to clients 24 hours a day, 7 days a week under normal conditions.

Accounts are reviewed for consistency with the investment strategy and performance. Reviews may be triggered by changes in an account holder's personal, tax or financial status. Macroeconomic and company specific events may also trigger reviews.

Plan reviews are considered part of the services IFG provides as part of the advisory fee, provided that the client remains actively engaged in updating their current information on the IFG platform. If a client fails to update current information for a 12-month period, a new planning fee may be required.

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

Some marketing and business development functions are outsourced to service providers who specialize in matching prospective clients with appropriate advisors who can meet their needs. While IFG does pay referral fees to these sources to compensate them for their advertising and marketing functions, IFG does not pay referral fees to attorneys, accountants, or any other private professional for personal referrals.

#### **Item 15 – Custody**

Not applicable since the Advisor does not take custody of client funds or securities. Client assets are held by qualified custodians.

#### **Item 16 – Investment Discretion**

The Advisor does not take discretion over the selection and replacement of managers without obtaining specific client consent. Further, the Advisor does not select the securities to be bought or sold without obtaining specific client consent. Advisor will not have discretion over the selection of the broker to be used or the commission rates to be paid by the various asset managers.

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

The Advisor does not accept authority to vote proxies on behalf of clients as a matter of policy. Clients will receive their proxy information directly from their custodian.

Clients may contact the Advisor with questions about a particular solicitation by telephone at (805) 265-5416 or email at [cfp@indfin.com](mailto:cfp@indfin.com).

#### **Item 18 – Financial Information**

The Advisor does not have custody of client assets so no audited balance sheet is applicable or provided.

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

##### **Item 19.A – Management Biographical Information**

Refer to Item 2 and the Part 2B Supplement for management person information.

##### **Item 19.B – Outside Business Activities**

In addition to his fee-only financial planning and investment advisory services, Mr. Lorenzen is

an independent insurance agent under California license 0C00742 and appointed with various insurance companies. A conflict of interest is created whenever Mr. Lorenzen recommends insurance products because Mr. Lorenzen may receive commissions if clients follow the recommendations and purchase insurance products. Clients are under no obligation to act upon any of his recommendations or purchase insurance through him if they decide to follow his recommendations.

**Item 19.C – Performance Based Fees**

Neither the Advisor nor any supervised person of the Advisor is compensated for advisory services with performance-based fees.

**Item 19.D – Arbitration Claims, Litigation and Other Proceedings**

Neither the Advisor nor any management person has been found liable as a result of any arbitration claim, or civil, self-regulatory organization, or administrative proceeding.

**Item 19.E – Relationships with Issuers of Securities**

Neither the Advisor nor any management persons has any relationship or arrangement with any issuer of securities.



**Investment Adviser  
Brochure Supplement Part 2B**

**James M. Lorenzen**

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This brochure supplement provides information about James M. Lorenzen that supplements The Independent Financial Group brochure. You should have received a copy of that brochure. Please contact James Lorenzen if you did not receive The Independent Financial Group's brochure or if you have any questions about the contents of this supplement.

Additional information about James M. Lorenzen is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**January 12, 2022**

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

James M. Lorenzen was born in 1943. He received a Bachelor of Arts degree with a major in Economics from Emory and Henry College in 1967.

James M. Lorenzen has earned and maintains two professional designations. The designations and minimum qualification requirements follow:

### ***CERTIFIED FINANCIAL PLANNER™ (CFP®)***

#### CFP Curriculum Coursework

To earn the certification recipients must take courses that cover integrated financial planning topics such as:

- General principles of financial planning
- Insurance planning and risk management
- Employee benefits planning
- Investment planning
- Income tax planning
- Retirement planning
- Estate planning

#### Bachelor's Degree

In addition to completing the course work a bachelor's degree or higher, or its equivalent is required. Degrees can be in any discipline but must be from an accredited college or university; verified through official transcripts from the degree-granting institution. The bachelor's degree is requirement certification but is not a requirement to be eligible to take the examination.

#### Work Experience

Applicants have five years from the date they pass the examination to satisfy the bachelor's degree and work experience requirements.

Applicants must supervise, directly support, teach or personally deliver all or part of the personal financial planning process to a client. Qualifying experience must fit within one or more of the six primary elements of the personal financial planning process described as follows:

**Establishing and Defining the Relationship with the Client** – This includes explaining the issues and concepts related to the personal financial planning process, and clearly specifying the services the individual or firm will provide and the associated responsibilities.

**Gathering Client Data Including Goals** – This includes interviewing or questioning the client about various aspects of their financial resources, obligations and expectations. It also involves helping to determine client's goals, needs and priorities; assessing client's values and attitudes; and determining their time horizons and risk tolerance, in addition, to collecting applicable records and documents.

**Analyzing and Evaluating the Client's Financial Status** – This involves analyzing and evaluating client data such as current cash flow needs, risk management, investments, taxes, retirement, employee benefits, estate planning, and special needs.

**Developing and Presenting Financial Planning Recommendations and/or Alternatives** – This process includes presenting and reviewing recommendations, working to ensure that the plan meets the goals and expectations of the client, and revising the recommendations as necessary.

Implementing the Financial Planning Recommendations – This involves helping the client put the financial planning recommendations into action and may include coordinating with other professionals, such as accountants, attorneys, real estate agents, stockbrokers and insurance agents.

Monitoring the Financial Planning Recommendations – This involves discussing with the client any changes in their personal circumstances, evaluating changing tax laws, and making recommendations based on new or changing conditions.

#### Standards of Professional Conduct

Applicants are required to pass the CFP Board’s *Candidate Fitness Standards*, which describe conduct that: 1) is unacceptable and will always bar an individual from becoming certified; and 2) is presumed to be unacceptable and will bar an individual from becoming certified unless the individual successfully petitions CFP Board’s and

Before being authorized to use the CFP® certification marks, and in conjunction certificate renewal, applicants and holders of the certificate must disclose any criminal, civil, self-regulatory organization or governmental agency inquiry, investigation or proceeding involvement. Applicants and holders must also acknowledge the right of CFP Board to enforce its *Standards of Professional Conduct*.

#### **Accredited Investment Fiduciary® (AIF®)**

The AIF designation is awarded by the Center for Fiduciary Studies upon completion of a program conducted in association with the Joseph M. Katz Graduate School of Business, University of Pittsburgh. The AIF designation certifies that the recipient has specialized knowledge of fiduciary standards of care and their application to the investment management process. To receive the AIF designation, individuals must complete a training program, successfully pass a comprehensive, closed-book final examination under the supervision of a proctor and agree to abide by the AIF Code of Ethics. The program is administered by the Center for Fiduciary Studies, LLC (a Fiduciary360 (fi360) company). In order to maintain the AIF designation, the individual must annually renew their affirmation of the AIF Code of Ethics and complete six hours of continuing education credits.

#### **Business Experience**

<b>Firm Name and Title</b>	<b>Dates</b>
The Independent Financial Group, Owner	1996 - present
James Lorenzen and Associates, Owner	1980 to 1996
James Lorenzen and Associates, Owner. Independent registered representative through broker-dealer QA3 Financial Corp., (QA3 Financial LLC), advisory associate	2002 to 2005
Independent registered representative through broker-dealer Multi-Financial Securities Corp., registered representative, advisory associate	1991 to 2002

#### **Item 3 – Disciplinary Information**

James M. Lorenzen does not have any legal or disciplinary events to disclose. James M. Lorenzen is not the subject of any pending legal, disciplinary or administrative proceedings.

#### **Item 4 – Other Business Activities**

In addition to his fee-only financial planning and investment advisory services, Mr. Lorenzen is an independent insurance agent under California license 0C00742 and appointed with various insurance companies.

A conflict of interest is created whenever Mr. Lorenzen recommends insurance products because Mr. Lorenzen may receive commissions if clients follow the recommendations and purchase insurance products. Clients are under no obligation to act upon any of his recommendations or purchase insurance through him if they decide to follow his recommendations.

**Item 5 – Additional Compensation**

Please refer to Item 4 - Other Business Activities above.

**Item 6 – Supervision**

James M. Lorenzen is a sole proprietor and the only person associated with the Adviser who is performing advisory activities.

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

James M. Lorenzen has never been accused or found liable in any arbitration claim, involving an investment or an investment-related business or activity; fraud, false statements, or omissions; theft, embezzlement, or other wrongful taking of property; bribery, forgery, counterfeiting, or extortion; or dishonest, unfair, or unethical practices.

James M. Lorenzen has never paid an award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving an investment or an investment-related business or activity; fraud, false statements, or omissions; theft, embezzlement, or other wrongful taking of property; bribery, forgery, counterfeiting, or extortion; or dishonest, unfair, or unethical practices.

James M. Lorenzen has not been the subject of any bankruptcy petition.