

Young Scrappy Money, LLC

d/b/a Young & Scrappy

520 W. Ponce de Leon Ave. #866

Decatur, GA 30031

Office Telephone: (404) 446-9199

Mobile Telephone: (678) 677-4169

Website: <http://youngandscrappy.com>

August 29, 2023

FORM ADV PART 2A BROCHURE

This brochure provides information about the qualifications and business practices of Young Scrappy Money, LLC d/b/a Young & Scrappy (hereinafter "Y&S"). If you have any questions about the contents of this brochure, please contact us at (404) 446-9199 or by email at: michelle@youngandscrappy.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 Young & Scrappy is available on the SEC's website at www.adviserinfo.sec.gov using the firm's identification number 306508.

Young Scrappy Money, LLC d/b/a Young & Scrappy is a registered investment adviser. Registration with the United States Securities and Exchange Commission or any state securities authority does not imply a certain level of skill or training.

Item 2 Material Changes

Since the previous filing of this brochure on May 23, 2023, the following changes have been made to this version of the Disclosure Brochure:

- Y&S has updated the Ongoing Financial Planning and Investment Management services and fees. Please see Items 4&5 for details.
- Y&S has added Thrive With Money | 6-Month Financial Coaching Program. Please see Items 4&5 for details.
- Y&S has implemented the use of third party asset management services. Please see Item 4 for details.

Future Changes

From time to time, we may amend this Disclosure Brochure to reflect changes in our business practices, changes in regulations, and routine annual updates as required. Either this complete Disclosure Brochure or a Summary of Material Changes shall be provided to each Client annually and if a material change occurs in the business practices of Young Scrappy Money, LLC.

At any time, you may view the current Disclosure Brochure online at the SEC's Investment Adviser Public Disclosure website at <http://www.adviserinfo.sec.gov> by searching for our firm name or by our CRD number 306508

You may also request a copy of this Disclosure Brochure at any time, by contacting us at 678-871-9595

Item 3 Table Of Contents

Item 1 Cover Page	1
Item 2 Material Changes	2
Item 3 Table Of Contents	3
Item 4 Advisory Business	4
Item 5 Fees and Compensation	8
Item 6 Performance-Based Fees and Side-By-Side Management	11
Item 7 Types of Clients	11
Item 8 Methods of Analysis, Investment Strategies and Risk of Loss	11
Item 9 Disciplinary Information	14
Item 10 Other Financial Industry Activities and Affiliations	14
Item 11 Code of Ethics, Participation or Interest in Client Transactions and Personal Trading	14
Item 12 Brokerage Practices	15
Item 13 Review of Accounts	19
Item 14 Client Referrals and Other Compensation	20
Item 15 Custody	20
Item 16 Investment Discretion	20
Item 17 Voting Client Securities	21
Item 18 Financial Information	21
Item 19 Requirements for State-Registered Adviser	21

Item 4 Advisory Business

Description of Services and Fees

Young Scrappy Money, LLC is a registered investment adviser primarily based in Atlanta, GA. We are organized as a limited liability company under the laws of the State of Georgia. We have been providing investment advisory services since 2020, and Michelle Waymire is our firm's principal owner. Currently, we offer the investment advisory services disclosed below, which are personalized to each individual client.

The following paragraphs describe our services and fees. Please refer to the description of each investment advisory service listed below for information on how we tailor our advisory services to your individual needs. As used in this brochure, the words "we", "our" and "us" refer to Young Scrappy Money, LLC and the words "you", "your" and "client" refer to you as either a client or prospective client of our firm. The use of these terms is not intended to imply that there is more than one individual associated with this firm.

Financial Planning and Consulting Services

We offer financial planning and consulting services which typically involve providing a variety of advisory services to clients regarding the management of their financial resources based upon an analysis of their individual needs. All our advisory engagements consist of an onboarding process whereby we meet with you to determine your specific needs, investment objectives, risk tolerance, and other relevant information at the beginning of our advisory relationship. Such advisory services are offered under the following engagements:

Financial Planning. These services provide clients with a roadmap of how to handle their finances. We offer a number of financial planning packages tailored towards a wide array of needs:

Ultimate Abundance Overhaul | Comprehensive Financial Plan

The Ultimate Abundance Overhaul provides clients with a one-time, comprehensive snapshot and action plan for their financial life. This service includes:

- 6 60-minute meetings
- Assistance with the following topics as needed: discussion of financial goals and risk tolerance, retirement analysis, Social Security strategy, recommended investment allocations, budgeting support, cash flow planning for goals, debt repayment strategy, student loan analysis, credit score recommendations, insurance coverage and estate plan review, small business best practices, and recommendations for maximizing current employer benefits.
- A comprehensive plan deliverable including presentation of current situation and future recommendations, one-page action items checklist, and supplemental planning software reports
- 30 days of phone and email support after the final session is complete

Permission to Dream | Personalized Retirement Strategy

The Y&S Permission to Dream Plan provides clients with a one-time, comprehensive snapshot and action plan for their retirement savings journey. This service includes:

- 2 60-minute meetings
- Assistance with the following topics as needed: discussion of financial goals and risk tolerance, retirement analysis, Social Security strategy, recommended investment allocations, and recommendations for maximizing current employer retirement benefits.
- A comprehensive plan deliverable including presentation of current situation and future recommendations, one-page action items checklist, and supplemental planning software reports
- 30 days of phone and email support after the final session is complete

Ongoing Financial Planning and Investment Management (Schwab Platform)

The Y&S Ongoing Financial Planning service allows for implementation support and maintenance for the financial plan, including investment management of client accounts. This service involves working one-on-one with a planner over an extended period of time. By paying a fixed monthly fee, Clients get to work with a planner who will work with them to develop and implement their plan. In addition, FFP will monitor the Client's financial plan, recommend changes as needed, and ensure the plan is up to date. This service will include:

- Quarterly meetings to discuss financial planning action items, measure progress towards financial goals, and modify the financial plan as needed
- Annual reassessment of risk tolerance and behavioral biases
- Ongoing portfolio management of investment accounts, including monitoring your portfolio's performance on an ongoing basis and rebalancing the portfolio as required by changes in market conditions and in your financial circumstances
- My expertise on call, as needed to help clients handle transitions such as career changes, family structure changes, open enrollment season, troubleshooting financial challenges, and other support needs
- Ongoing referrals to CPAs, bookkeepers, estate planners, insurance providers, real estate agents, mortgage brokers, and any other issues outside my area of expertise. Clients are not obligated to follow these recommendations and are free to contract with any providers. We do not provide, and no statement contained herein shall constitute, tax, insurance or legal advice. You should consult a tax, insurance or legal professional on any such matters.

Financial Coaching. Y&S Financial Coaching is a one-on-one coaching program for individuals, families, and small business owners. It provides clients with a structured roadmap to help them establish their financial goals, with a focus on short-term topics such as budgeting, debt, and establishing savings goals.

Thrive With Money | 6-Month Coaching Program

The Y&S 6-Month Coaching Program provides clients with a hands-on action plan for their finances. This service includes:

- 9 60-minute coaching meetings to do a deep dive on financial goals, budget and debt strategy, and other financial education topics depending on client need
- 30 days of phone and email support after the engagement is complete

Ongoing Financial Coaching:

Ongoing financial coaching is a one-on-one engagement that provides clients with education and accountability along the way to reaching their goals. This service includes:

- Bimonthly, monthly, quarterly, or semi-annual meetings to continue accountability and progress towards financial goals after the 6-Month Coaching Program is complete
- Unlimited email support, in case they have questions or need assistance in between sessions
- Access to budgeting, debt, net worth, and other relevant spreadsheet templates

Hourly Financial Coaching

For smaller, one-off financial questions that don't fit into one of our other service packages, we offer hourly financial coaching sessions.

Bookkeeping Services. We provide bookkeeping services for our small business clients, to aid in the filing of federal and state tax returns. We may ask for an explanation or clarification of some items, but we will not audit or otherwise verify client data. The client is responsible for the completeness and accuracy of information used to maintain proper business books and records. Y&S Bookkeeping services are not meant to replace comprehensive tax advice from a tax professional.

Corporate Financial Literacy Seminars, Speaking Engagements, and Retreats. We may provide seminars on an "as announced" basis for groups seeking general advice on personal finance-related topics. The content of these seminars will vary depending upon the needs of the attendees. These seminars are purely educational in nature and do not involve the sale of any investment products. Information presented will not be based on any individual's person's need, nor does the Young Scrappy Money, LLC provide individualized investment advice to attendees during these seminars.

Our advisory services are rendered based on the financial information you provide to us. You must promptly notify our firm if your financial situation, goals, objectives, or needs change. Clients are under no obligation to act on our financial planning recommendations. Should you choose to act on any of our recommendations, you are not obligated to implement the financial plan through any of our other investment advisory services. Moreover, you may act on our recommendations by placing securities transactions with any brokerage firm.

Use of Third Party Managers, Outside Managers, or Sub-Advisors (TAMPs)

Y&S may determine that opening an account with a professional independent third-party money manager is in your best interests. If so, we will provide you with information about the money manager, including the services they provide and the fees they charge. You may approve or disapprove the use of the independent money manager for your account. Any money manager selected to manage an account for you will have discretion to determine the securities to buy

and sell for the account, subject to any reasonable restrictions imposed by you. You will be provided with the money manager's ADV Disclosure Brochure, which you should carefully review for important details about the manager and their fees and services. If we recommend use of an independent money manager, Y&S will:

- Assist in the identification and ongoing review of your investment objectives
- Recommend and assist in the selection of appropriate money managers
- Recommend specific investment strategies offered by the money managers
- Assist in the review of performance and progress toward your investment objectives
- Recommend any appropriate changes to your investment strategy
- Recommend the hiring and firing of money managers, as needed.

General Disclosures

We do not participate in a wrap fee program. For information on the investment strategies, our methods of analysis, and how we might manage your account(s), please see Item 8 (*Methods of Analysis, Investment Strategies and Risk of Loss* section) of this Disclosure Brochure. For information on the different types of management authority we offer under our portfolio management services, please see Item 16 (*Investment Discretion* section) of this Disclosure Brochure.

Assets Under Management

As of December 31, 2022, we provide continuous management services for \$9,565,188.83 in client assets on a discretionary basis through the Schwab platform, \$75,057.67 in client assets on a non-discretionary basis through the Schwab platform, and advise \$1,991,764.07 in client assets through the Betterment platform.

Item 5 Fees and Compensation

Financial Planning and Consulting Services

Our advisory fees for each respective engagement are as follows:

Ultimate Abundance Overhaul | Comprehensive Financial Plan. This service consists of a one-time fee that is paid in advance, at a rate of \$2,000-\$10,000 based on the complexity and needs of the client and the financial planning package chosen. The fee may be negotiable or broken up into a payment plan in certain cases. Fees for this service may be paid by electronic funds transfer or check. You may terminate this engagement by providing written notice to our firm. You will incur a pro rata charge for services rendered prior to the termination of the agreement, and any unearned fees that are paid in advance will be refunded to you.

Permission to Dream | Personalized Retirement Strategy. This service consists of a one-time fee that is paid in advance, at a rate of \$1,000-\$5,000 based on the complexity and needs of the client and the financial planning package chosen. The fee may be negotiable or broken up into a payment plan in certain cases. Fees for this service may be paid by electronic funds transfer or check. You may terminate this engagement by providing written notice to our firm. You will incur a pro rata charge for services rendered prior to the termination of the agreement, and any unearned fees that are paid in advance will be refunded to you.

Thrive With Money | 6-Month Coaching Program. The fee for the Y&S Financial Coaching program consists of a one-time fee that is paid in advance, at a rate of \$2,000-\$5,000 based on the complexity and needs of the client and the financial planning package chosen. The fee may be negotiable or broken up into a payment plan in certain cases. The fee may be negotiable in certain cases. Fees for this service may be paid by electronic funds transfer or check. You may terminate this engagement by providing written notice to our firm. You will incur a pro rata charge for services rendered prior to the termination of the agreement, and any unearned fees that are paid in advance will be refunded to you.

Y&S Ongoing Financial Coaching. The fee for the Y&S Financial Coaching engagement consists of an ongoing fee that is paid monthly, in advance, at the rate of \$100 - \$1000 per month based on the complexity and needs of the client, and the meeting frequency chosen. This fee is due and payable in arrears within 7 days of the invoice date. You may terminate this engagement by providing written notice to our firm. You will incur a pro rata charge for services rendered prior to the termination of the agreement, and any unearned fees that are paid in advance will be refunded to you. For monthly subscription billing, clients will typically be billed on the same date of signup, on a month-to-month basis.

Y&S Bookkeeping Services. The fees for Bookkeeping services range from \$200-3000/month, depending on the expected number of monthly transactions and the complexity of the client's business model. The fees may be negotiable in certain cases, will be agreed upon at the start of the engagement, and are due monthly in advance.

Corporate Financial Literacy Seminars, Speaking Engagements, and Retreats. Seminars are offered to organizations and the public on a variety of financial topics. Fees range from free to \$10,000 per seminar or free to \$3000 per participant. Half of the fees are due prior to the engagement, and the other half are to be paid the day of, no later than the conclusion of the Seminar. The fee range is based on the content, amount of research conducted, number of hours of preparation needed, and the number of attendees. In the event of inclement weather or a flight cancellation, the Speaker shall make all reasonable attempts to make alternative travel arrangements to arrive in time for the presentation. If travel proves impossible, or the event is otherwise cancelled, the Speaker's fee is waived, but the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred.

In the event that the Client decides to cancel or change the date of the event for any reason besides weather or similar unforeseen causes, the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred, and will provide payment for 25 % of the Speaker's fee if the cancellation occurs within 30 days of the event. In the event that the Speaker must cancel due to health or similar unforeseen circumstances, the Speaker will make all attempts to find a reasonable alternative engagement date and will absorb any incremental additional costs for obtaining alternative travel arrangements. If an alternative date cannot be obtained, the Client will not be responsible for any travel costs already incurred by the Speaker or any portion of the Speaker's fee.

You may terminate our engagement by providing written notice to our firm. You will incur a pro rata charge for services rendered prior to the termination of the agreement.

Ongoing Financial Planning (Includes Investment Management)

Our ongoing financial planning fee based on the market value of the assets under management and is determined as follows:

Assets under Management	Fee Level	Payment details
Less than \$300,000 across the household	Flat monthly fee of \$250 per household	Billed monthly advance via recurring invoice, to be paid via ACH or credit card
\$300,000 and above across the household	1.00% of Assets Under Management	Billed quarterly in advance, debited directly from your investment accounts.

You may terminate the portfolio management agreement upon written notice to our firm. You will incur a pro rata charge for services rendered prior to the termination of the portfolio management agreement, which means you will incur advisory fees only in proportion to the number of days in the quarter for which you are a client.

Unless we agree to invoice you, we will deduct our fee directly from your account through the qualified custodian holding your funds and securities. We will deduct our advisory fee only when you have given our firm written authorization permitting the fees to be paid directly from your account. Further, the qualified custodian will deliver an account statement to you at least quarterly. These account statements will show all disbursements from your account. You should review all statements for accuracy.

Additional Fees and Expenses

As part of our investment advisory services to you, we may invest, or recommend that you invest, in mutual funds and exchange traded funds. The fees that you pay to our firm for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds or exchange traded funds (described in each fund's prospectus) to their shareholders. These fees will generally include a management fee and other fund expenses. You will also incur transaction charges and/or brokerage fees when purchasing or selling securities. These charges and fees are typically imposed by the broker-dealer or custodian through whom your account transactions are executed. We do not share in any portion of the brokerage fees/transaction charges imposed by the broker-dealer or custodian. To fully understand the total cost you will incur, you should review all the fees charged by mutual funds,

exchange traded funds, our firm, and others. For information on our brokerage practices, please refer to the *Brokerage Practices* section of this brochure.

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

We do not accept performance-based fees or participate in side-by-side management. Performance-based fees are fees that are based on a share of capital gains or capital appreciation of a client's account. Side-by-side management refers to the practice of managing accounts that are charged performance-based fees while at the same time managing accounts that are not charged performance-based fees. Our fees are calculated as described in the *Advisory Business* section above, and are not charged on the basis of a share of capital gains upon, or capital appreciation of, the funds in your advisory account.

Item 7 Types of Clients

We primarily offer investment advisory services to individuals, but also may work with trusts, estates, charitable organizations, corporations, and other business entities, among others. In general, we require a minimum account size of \$100,000 for accounts established with Schwab. In our sole discretion, we may lower the minimum account requirement.

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

Our Methods of Analysis and Investment Strategies

We may use one or more of the following methods of analysis or investment strategies when providing investment advice to you:

Passive Investment Management – involves analyzing broad sectors of the investment market, including asset class-based mutual and exchange-traded funds (ETF) where a fund's portfolio mirrors a market index.

Risk: The risk of passive investment management is that the investor will track the index in down markets, which could be detrimental to relative portfolio performance if professional money managers performed with less down market capture. In addition, the performance of various asset classes may be difficult to predict with accuracy. One may not invest directly in an index, and the financial products that track these indices may be subject to tracking error.

Fundamental Analysis - involves analyzing individual companies and their industry groups, such as a company's financial statements, details regarding the company's product line, the experience and expertise of the company's management, and the outlook for the company and its industry. The resulting data is used to measure the true value of the company's stock compared to the current market value.

Risk: The risk of fundamental analysis is that information obtained may be incorrect and the analysis may not provide an accurate estimate of earnings, which may be the basis for a stock's value. If securities prices adjust rapidly to new information, utilizing fundamental analysis may not result in favorable performance.

Cyclical Analysis - a type of technical analysis that involves evaluating recurring price patterns and trends. Economic/business cycles may not be predictable and may have many fluctuations between long term expansions and contractions.

Risk: The lengths of economic cycles may be difficult to predict with accuracy and therefore the risk of cyclical analysis is the difficulty in predicting economic trends and consequently the changing value of securities that would be affected by these changing trends.

Long-Term Purchases - securities purchased with the expectation that the value of those securities will grow over a relatively long period of time, generally greater than one year.

Risk: Using a long-term purchase strategy generally assumes the financial markets will go up in the long-term which may not be the case. There is also the risk that the segment of the market that you are invested in or perhaps just your particular investment will go down over time even if the overall financial markets advance. Purchasing investments long-term may create an opportunity cost - "locking-up" assets that may be better utilized in the short-term in other investments.

Our investment strategies and advice may vary depending upon each client's specific financial situation. As such, we determine investments and allocations based upon your predefined objectives, risk tolerance, time horizon, financial horizon, financial information, liquidity needs, and other various suitability factors. Your restrictions and guidelines may affect the composition of your portfolio.

Tax Considerations

Our strategies and investments may have unique and significant tax implications. However, unless we specifically agree otherwise, and in writing, tax efficiency is not our primary consideration in the management of your assets. Regardless of your account size or any other factors, we strongly recommend that you consult with a tax professional prior to and throughout the investing of your assets.

Moreover, as a result of revised IRS regulations, custodians and broker-dealers will begin reporting the cost basis of equities acquired in client accounts on or after January 1, 2011. Your custodian will default to the FIFO (First-In First-Out) accounting method for calculating the cost basis of your investments. You are responsible for contacting your tax advisor to determine if this accounting method is the right choice for you. If your tax advisor believes another accounting method is more advantageous, please provide written notice to our firm immediately and we will alert your account custodian of your individually selected accounting method. Please note that decisions about cost basis accounting methods will need to be made before trades settle, as the cost basis method cannot be changed after settlement.

Risk of Loss

Investing in securities involves risk of loss that you should be prepared to bear. We do not represent or guarantee that our services or methods of analysis can or will predict future results, successfully identify market tops or bottoms, or insulate clients from losses due to market corrections or declines. We cannot offer any guarantees or promises that your financial goals and objectives will be met. Past performance is in no way an indication of future performance.

Recommendation of Particular Types of Securities

As disclosed under the *Advisory Business* section in this brochure, we primarily offer advice on equity securities, corporate debt securities, mutual funds, and exchange traded funds (ETFs). However, we may recommend other types of investments as appropriate for you since each client has different needs and different tolerance for risk. Each type of security has its own unique set of risks associated with it and it would not be possible to list here all of the specific risks of every type of investment. Even within the same type of investment, risks can vary widely. However, in very general terms, the higher the anticipated return of an investment, the higher the risk of loss associated with it.

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

Stocks: There are numerous ways of measuring the risk of equity securities (also known simply as "equities" or "stock"). In very broad terms, the value of a stock depends on the financial health of the company issuing it. However, stock prices can be affected by many other factors including, but not limited to: the class of stock (for example, preferred or common); the health of the market sector of the issuing company; and, the overall health of the economy. In general, larger, more well established companies ("large cap") tend to be safer than smaller start-up companies ("small cap") but the mere size of an issuer is not, by itself, an indicator of the safety of the investment.

Mutual Funds and ETFs: Mutual funds and exchange traded funds (ETFs) are professionally managed collective investment systems that pool money from many investors and invest in stocks, bonds, short-term money market instruments, other mutual funds, other securities or any combination thereof. The fund will have a manager that trades the fund's investments in accordance with the fund's investment objective. While mutual funds and ETFs generally provide diversification, risks can be significantly increased if the fund is concentrated in a particular sector of the market, primarily invests in small cap or speculative companies, uses leverage (i.e., borrows money) to a significant degree, or concentrates in a particular type of security (i.e., equities) rather than balancing the fund with different types of securities. Exchange traded funds differ from mutual funds since they can be bought and sold throughout the day like stock and their price can fluctuate throughout the day. The returns on mutual funds and ETFs can be reduced by the costs to manage the funds. Also, while some mutual funds are "no load" and charge no fee to buy into, or sell out of, the fund, other types of mutual funds do charge such fees which can also reduce returns. Mutual funds can also be "closed end" or "open end". So-called "open end" mutual funds continue to allow in new investors indefinitely whereas "closed end" funds have a fixed number of shares to sell which can limit their availability to new investors.

Item 9 Disciplinary Information

Young Scrappy Money, LLC has been registered and providing investment advisory services since 2020. Neither our firm nor any of our management persons has any reportable disciplinary information.

Item 10 Other Financial Industry Activities and Affiliations

We have not provided information on other financial industry activities and affiliations because we do not have any relationship or arrangement that is material to our advisory business or to our clients with any of the types of entities listed below.

1. Broker-dealer, municipal securities dealer, or government securities dealer or broker .
2. Investment company or other pooled investment vehicle (including a mutual fund, closed-end investment company, unit investment trust, private investment company or "hedge fund," and offshore fund).
3. Other investment adviser or financial planner.
4. Futures commission merchant, commodity pool operator, or commodity trading advisor.
5. Banking or thrift institution.
6. Accountant or accounting firm.
7. Lawyer or law firm.
8. Insurance company or agency.
9. Pension consultant.
10. Real estate broker or dealer.
11. sponsor or syndicator of limited partnerships.

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

Description of Our Code of Ethics

We strive to comply with applicable laws and regulations governing our practices. Therefore, our Code of Ethics includes guidelines for professional standards of conduct for persons associated with our firm. Our goal is to protect your interests at all times and to demonstrate our commitment to our fiduciary duties of honesty, good faith, and fair dealing with you. All persons associated with our firm are expected to adhere strictly to these guidelines. Persons associated with our firm are also required to report any violations of our Code of Ethics. Additionally, we maintain and enforce written policies reasonably designed to prevent the misuse or dissemination of material, non-public information about you or your account holdings by persons associated with our firm.

Clients or prospective clients may obtain a copy of our Code of Ethics by contacting us at the telephone number on the cover page of this brochure.

Participation or Interest in Client Transactions

Neither our firm nor any persons associated with our firm has any material financial interest in client transactions beyond the provision of investment advisory services as disclosed in this brochure.

Personal Trading Practices

Our firm or persons associated with our firm may buy or sell the same securities that we recommend to you or securities in which you are already invested. A conflict of interest exists in such cases because we have the ability to trade ahead of you and potentially receive more favorable prices than you will receive. To mitigate this conflict of interest, it is our policy that neither our firm nor persons associated with our firm shall have priority over your account in the purchase or sale of securities.

Item 12 Brokerage Practices

Managed Accounts with Charles Schwab & Co., Inc.

We recommend the brokerage and custodial services the Schwab Advisor Services division of Charles Schwab & Co., Inc. ("Schwab"), a securities broker-dealer and a member of the Securities Investor Protection Corporation. We believe that Schwab provides quality execution services for our clients at competitive prices. Price is not the sole factor we consider in evaluating best execution. We also consider the following factors:

- Ability to maintain the confidentiality of trading intentions
- Timeliness of execution
- Timeliness and accuracy of trade confirmations
- Liquidity of the securities traded
- Willingness to commit capital
- Allocation of limited investment opportunities
- Ability to place trades in difficult market environments
- Client direction
- Research services provided
- Execution facilitation services provided
- Record keeping services provided
- Custody services provided
- Frequency and correction of trading errors
- Ability to access a variety of market venues
- Expertise as it relates to specific securities
- Intermediary compensation (commissions and spreads)
- Client Referrals
- Financial condition
- Business reputation

In recognition of these factors, including the value of research services and additional brokerage products and services Schwab provides, you may pay higher commissions and/or trading costs than those that may be available elsewhere.

Schwab Research and Other Benefits

We are independently owned and operated and not affiliated with Schwab. Schwab provides us with access to its institutional trading and custody services, which are typically not available to Schwab retail investors. These services generally are available to independent investment advisors on an unsolicited basis, at no charge to them so long as a total of at least \$5 million of the advisor's clients' assets are maintained in accounts at Schwab Advisor Services. Schwab's brokerage services include the execution of securities transactions, custody, research, and access to mutual funds and other investments that are otherwise generally available only to institutional investors or would require a significantly higher minimum initial investment.

For our client accounts maintained in its custody, Schwab generally does not charge separately for custody services but is compensated by account holders through commissions and other transaction- related or asset-based fees for securities trades that are executed through Schwab or that settle into Schwab accounts.

We believe that Schwab provides quality execution services for you at competitive prices. Price is not the sole factor we consider in evaluating best execution. We also consider the quality of the brokerage services provided by Schwab, including the value of research provided, the firm's reputation, execution capabilities, commission rates, and responsiveness to our clients and our firm. In recognition of the value of research services and additional brokerage products and services Schwab provides, you may pay higher commissions and/or trading costs than those that may be available elsewhere.

Schwab Advisor Services makes available to us other products and services that benefit us but may not directly benefit our clients' accounts. Many of these products and services may be used to service all or some substantial number of our accounts, including accounts not maintained at Schwab. Schwab's products and services that assist us in managing and administering your' accounts include software and other technology that (i) provide access to your account data (such as trade confirmations and account statements); (ii) facilitate trade execution and allocate aggregated trade orders for multiple client accounts; (iii) provide research, pricing and other market data; (iv) facilitate payment of our fees from your account; and (v) assist with back-office functions, recordkeeping and client reporting.

Schwab Advisor Services also offers other services intended to help us manage and further develop our business enterprise. These services may include: (i) compliance, legal and business consulting; (ii) publications and conferences on practice management and business succession; and (iii) access to employee benefits providers, human capital consultants and insurance providers. Schwab may make available, arrange, and/or pay third-party vendors for the types of services rendered to us. Schwab Advisor Services may discount or waive fees it would otherwise charge for some of these services or pay all or a part of the fees of a third party providing these services to us. Schwab Advisor Services may also provide other benefits such as educational events or occasional business entertainment to us.

The research, other products or services received benefit us because we do not pay for those benefits, and are considered soft dollar benefits. Such benefits are provided free of charge to us and other registered investment adviser's utilizing the custodial and brokerage services offered by Schwab. In recognition of the value of research services and additional brokerage products and services provided by Schwab, you may pay higher commissions and/or trading costs than those that may be available elsewhere. Therefore, you should be aware that the receipt of economic benefits by our firm is a perceived conflict of interest as we may have an economic incentive to recommend a broker-dealer based on our interest in receiving research or other products or services, rather than based solely on your interest in receiving most favorable execution costs.

Brokerage for Client Referrals

We do not receive client referrals from broker-dealers in exchange for cash or other compensation, such as brokerage services or research.

Directed Brokerage

We routinely recommend that you direct our firm to execute transactions through Schwab. As such, we may be unable to achieve the most favorable execution of your transactions and you may pay higher brokerage commissions than you might otherwise pay through another broker-dealer that offers the same types of services. Not all advisers require their clients to direct brokerage.

Block Trades

For managed accounts with Schwab, we may combine multiple orders for shares of the same securities purchased for discretionary 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 factual and market conditions, when we combine orders, generally each participating account pays an average price per share for all transactions and pays a proportionate share of all transaction costs. Commission rates paid by individual clients may vary based upon minimum ticket charges assessed by broker-dealers in which other services, such as custody of assets, are provided. Clients with household assets less than \$1 million may pay commission rates higher than rates paid by clients with household assets exceeding \$1 million due to special discounts, including flat rate commissions, provided by broker-dealer(s) for those clients with household assets in excess of \$1 million. 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.

Trade Errors

In the event a trading error occurs in your account, our policy is to restore your account to the position it should have been in had the trading error not occurred. Depending on the circumstances, corrective actions may include canceling the trade, adjusting an allocation, and/or reimbursing the account.

Item 13 Review of Accounts

Financial Planning and Financial Coaching. Michelle Waymire, Founder and Investment Adviser Representative of our firm, will review your financial plan or current circumstances as needed, depending on the arrangements made with you at the inception of your advisory relationship. Generally, we will contact existing clients periodically to determine whether any updates may be needed based on changes in your circumstances. Changed circumstances may include, but are not limited to: marriage, divorce, birth, death, inheritance, lawsuit, retirement, job loss and/or disability, among others. While we recommend meeting with you at least annually, additional reviews will be conducted upon your request. Such reviews and updates will generally be subject to a new and separate engagement. To the extent we provide any written reports, such reports and/or financial plans will be rendered as part of the negotiated services.

Portfolio Management Services (Schwab and Betterment): Michelle Waymire will monitor your accounts on an ongoing basis and will conduct account reviews at least annually to ensure the advisory services provided to you are consistent with your investment needs and objectives. Additional reviews may be conducted based on various circumstances, including, but not limited to: contributions and withdrawals; year-end tax planning; market moving events; security specific events; and/or, changes in your risk/return objectives. In our sole discretion, we may provide you with a written report in conjunction with account reviews at no additional cost. Reports we provide to you might contain relevant account and/or market-related information, such as an inventory of account holdings and account performance, etc. In addition, you will receive trade confirmations and monthly or quarterly statements from your account custodian(s).

Item 14 Client Referrals and Other Compensation

We do not receive any compensation from any third party in connection with providing investment advice to you nor do we compensate any individual or firm for client referrals. Please refer to the *Brokerage Practices* section above for disclosures on research and other benefits we may receive resulting from our relationship with Schwab and/or Betterment.

Item 15 Custody

As paying agent for our firm, your independent custodian will directly debit your account(s) for the payment of our advisory fees. This ability to deduct our advisory fees from your accounts causes our firm to exercise limited custody over your funds or securities. We do not have physical custody of any of your funds and/or securities. Your funds and securities will be held with a bank, broker-dealer, or other independent, qualified custodian. You will receive account statements from the independent, qualified custodian(s) holding your funds and securities at least quarterly. The account statements from your custodian(s) will indicate the amount of our advisory fees deducted from your account(s) each billing period. You should carefully review account statements for accuracy.

Item 16 Investment Discretion

Before we can buy or sell securities on your behalf, you must first sign our discretionary management agreement, and the appropriate trading authorization forms. You may grant our firm discretion over the selection and amount of securities to be purchased or sold for your account(s) without obtaining your consent or approval prior to each transaction. You may specify investment objectives, guidelines, and/or impose certain conditions or investment parameters for your account(s). For example, you may specify that the investment in any particular stock or industry should not exceed specified percentages of the value of the portfolio and/or restrictions or prohibitions of transactions in the securities of a specific industry or security. Please refer to the *Advisory Business* section in this brochure for more information on our discretionary management services.

Item 17 Voting Client Securities

We will not vote proxies on behalf of your advisory accounts. At your request, we may offer you advice regarding corporate actions and the exercise of your proxy voting rights. If you own shares of applicable securities, you are responsible for exercising your right to vote as a shareholder.

In most cases, you will receive proxy materials directly from the account custodian. However, in the event we were to receive any written or electronic proxy materials, we would forward them directly to you by mail, unless you have authorized our firm to contact you by electronic mail, in which case, we would forward any electronic solicitations to vote proxies.

Item 18 Financial Information

Our firm does not have any financial condition or impairment that would prevent us from meeting our contractual commitments to you. We do not take physical custody of client funds or securities or serve as trustee or signatory for client accounts. We do not require the prepayment of more than \$1,200 in fees six or more months in advance. We have not filed a bankruptcy petition at any time in the past ten years. Therefore, we are not required to include a financial statement with this brochure.

Class Action Lawsuits

We do not determine if securities held by you are the subject of a class action lawsuit or whether you are eligible to participate in class action settlements or litigation nor do we initiate or participate in litigation to recover damages on your behalf for injuries as a result of actions, misconduct, or negligence by issuers of securities held by you.

Item 19 Requirements for State-Registered Adviser

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

Your Financial Advisor: Michelle Waymire

Year of Birth: 1989

Education:

- University of Tennessee, MBA Marketing, 2013
- University of Chicago, BA International Studies, 2011

Business Background:

- The Nalls Sherbakoff Group, LLC, Investment Adviser Representative, 7/2017 – 11/2019
- Self-Employed, Freelance Marketing Consultant, 1/2017 - 7/2017
- BPV Capital Management / Finworx, Director of Marketing, 3/2016 - 1/2017
- BPV Capital Management, Marketing Manager, 1/2014 - 3/2016

Certifications:

Chartered Financial Analyst, CFA®. The Chartered Financial Analyst (CFA) charter is a globally respected, graduate-level investment credential established in 1962 and awarded by CFA Institute. There are currently more than 90,000 CFA charterholders working in 134 countries. To earn the CFA charter, candidates must: 1) pass three sequential, six-hour examinations; 2) have at least four years of qualified professional investment experience; 3) join CFA Institute as members; and 4) commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct.

The CFA Institute Code of Ethics and Standards of Professional Conduct, enforced through an active professional conduct program, require CFA charterholders to place their clients' interests ahead of their own, maintain independence and objectivity, act with integrity, maintain and improve their professional competence, and disclose conflicts of interest and legal matters.

The CFA Program curriculum provides a comprehensive framework of knowledge for investment decision making and is firmly grounded in the knowledge and skills used every day in the investment profession. The three levels of the CFA Program test a proficiency with a wide range of fundamental and advanced investment topics, including ethical and professional standards, fixed-income and equity analysis, alternative and derivative investments, economics, financial reporting standards, portfolio management, and wealth planning. To learn more about the CFA charter, visit www.cfainstitute.org.

CFP (Certified Financial Planner)®: The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the "CFP® marks") are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board").

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with Clients. Currently, more than 71,000 individuals have obtained CFP® certification in the United States. To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination includes case studies and Client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real-world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The *Standards* prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their Clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

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

Michelle Waymire owns and manages one investment real estate property outside of her work with Young Scrappy Money LLC. It requires approximately 5 hours per month of work, and does not interfere with her duties as financial advisor and financial coach.

How Performance-based Fees are Calculated and Degree of Risk to Clients

Y&S does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client. Moreover, Michelle Waymire does not receive any commissions, bonuses or other compensation based on the sale of securities or other investment products.

Material Disciplinary Disclosures for Management Persons of this Firm

Michelle Waymire does not have, nor has she ever had, any disciplinary disclosure. No management person at Y&S has been involved in an arbitration claim or been found liable in a civil, self-regulatory organization, or administrative proceeding that is material to the client's evaluation of the firm or its management.

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

Neither Y&S, nor its management persons, has any relationship or arrangement with issuers of securities.