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This brochure (officially known as ADV Part 2A) provides information about the qualifications and business practices of Resources, Estates, Assets, Planning as of 12/31/22. All material changes from the original filing (12/31/10) are shown as Exhibit I on the following page. If you have any questions relative to the contents of this brochure, please contact Robert E. Arnold, Jr. through the means provided above. Additional information is available on the SEC website (www.adviserinfo.sec.gov).

The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission, any state regulatory authority or the CFP board.

# RESOURCES, ESTATES, ASSETS, PLANNING 24410 Bloomington Drive Franklin, MI 48025 248-626-4964/248-935-9030 reapjr@comcast.net





# Exhibit I. Summary of Material Changes

<u>Date</u>	Material Changes
12/31/10	Original Filing
12/31/14	Client assets revised from \$8,500,000 (\$8,000,000 non-discretionary and \$500,000 discretionary to \$9,700,000 (\$8,700,000 non-discretionary and \$1,000,000 discretionary)
	Fee structure also updated
12/31/15	Client assets revised to \$9,650,000 (\$150,000 discretionary and \$9,500,000 non-discretionary)
	Item 4 A. Added phrase - and principal owner - to sentence 1
	Item 4 B. Added phrase - which includes discretionary asset management - to last sentence
	Item 13 A. Added last sentence - All reviews are conducted by the owner
12/31/16	Client assets revised to \$10,930,000 (\$10,580,000 non-discretionary and \$350,000 discretionary)
12/31/17	Client assets revised to \$14,460,130 (\$14,017,235 non-discretionary and \$442,895 discretionary)
12/31/18	Client assets revised to \$14,510,265 (\$14,143,230 non-discretionary and \$367,035 discretionary)
	RIAA membership was folded into Investments and Wealth Institute
	Fee structure updated
12/31/19	Client assets revised to \$15,196,405 (\$14,738,190 non-discretionary and \$458,215 discretionary)
12/31/20	Client assets revised to \$16,976,350 (\$16,458,575 non-discretionary and \$517,775 discretionary)
12/31/21	Client assets revised to \$13,648,315 (\$12,852,665 non-discretionary and \$795,650 discretionary)
	Fee structure updated
12/31/22	Client assets revised to \$12,234,030 (\$11,355,055 non-discretionary And \$878,975 discretionary)

Fee Structure updated

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<u>Date</u> <u>Material Changes</u>

**Exhibit I. Summary of Material Changes (Continued)** 







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## Item 4. Advisory Business

## A. Advisory Business Overview

Robert E. Arnold, Jr., sole participant and principal owner of the firm, primarily offered estate planning advice to individuals on an ancillary basis to his college teaching from obtaining a CFP® in 1988 until his resignation from college teaching in 2004. Today the firm, which was officially started in 2002, offers advice across the wide spectrum of financial planning. Mr. Arnold's brief functional resume follows:

## **Educational Background**

- BA (Economics), The University of Denver
- MBA (Finance), The University of Denver
- MS (Estate Planning), The College for Financial Planning

#### Work Experience

- Colorado National Bank (Trust Supervisor)
- Ford Motor Co. (Financial Analyst)
- Henry Ford College (Instructor)
- Additional Colleges (Adjunct Professor/Lecturer)
   University of Michigan Dearborn, Lawrence Technological University,
   Walsh College

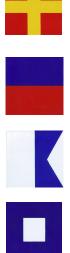
Professional Licenses-L/Registrations-R/Associational Memberships-M

- CFP® (Certified Financial Planner L)
- CASL™ (Charter Advisor for Senior Living L)
- RIA (Registered Investment Adviser with the state of MI R)
- AEA (American Economic Association M)

Both the CFP® and CASL™ are voluntary certifications that require its holders to have successfully completed college level courses and have minimum related work experience years. Additionally, to maintain the certification, holders must undertake continuing education requirements and adhere to a code of ethics. The RIA registration does not imply a minimum level of skill or training. SEC also requires annual continuing education.

## **B.** Advisory Business Details

The financial planning services offered by the firm focus on cash flow management, tax planning and preparation, personal risk management, investments, estate planning and especially retirement. As regards the latter, a post-crash model has been developed which concentrates on flooring the client's basic consumption desires in investments which will be highly protected from the volatility inherent in some capital market instruments. The firm's activities, which also include business consulting services, approximately break down into 20% tax planning, 30% investment advising - which includes discretionary asset management and the remaining 50% devoted to general financial planning.



To meet the client's particular goals, e.g., accumulating retirement assets, all of the investment products ranging from low principal loss money markets, CDs and Treasury bills to higher principal loss risk debt, equity and partnership interests may be recommended depending on the particular client risk profile. Primarily mutual funds will be the vehicle of choice to invest in the different asset classes. Retirement withdrawal portfolios may also utilize insurance and longevity products.

## C. Client Interaction

Although many clients prefer an annual contractual relationship, the process employed by the firm stress client interactivity and education with the objective of providing a platform for clients to self-monitor their investments and financial goals.

Most investments recommended are primarily meant to be held for the long term and can be managed by the clients alone. The client may impose restrictions on particular investments as to type, location and the intermediary that is preferred to hold the assets, e.g., a client may specify that some investments be limited to The Amana Funds offerings.

## D. Wrap Fee Programs

Not applicable.

#### E.Client Assets

Resources, Estates, Assets, Planning is responsible for providing investment advice on total assets of approximately \$12.23 million comprised of \$11.35 million non-discretionary and \$.88 million discretionary as of December 31, 2022.

## Item 5. Fees and Compensation

#### A. Fee Structure

Resources, Estates, Assets, Planning is a fee only financial planning firm where clients may bundle the services desired into modules with fees as listed below. Although particular client circumstances may result in that client's fees being higher or lower than those stated, listed fees are non-negotiable.

<u>Item</u>	Fee Charged
Hourly Rate	
Estate Planning Package	<b>\$ 150</b>
Financial Planning Package	3,000
Investment Accumulation	3,000
Plan Retirement Plan	3,000
	3,000
Tax Returns Preparation	600

Individual retainer and business advising fees are primarily based on hourly rate calculations with an average for individuals of \$3,000.







#### **B.** Fee Payment Process

All fees are paid directly by the client from funds of his or her choice either at the quarterly billing period for annual retainers or upon completion of the contract for particular services. No fees are ever deducted from a client's account.

#### C. Additional Fees

Additional charges imposed on clients may originate from annual business entity filings, computer software license billings and/or duplication and postage fees. The payment process for these firm incurred, but client responsible fees which have been previously agreed to in the contract, is the same as that stated in section B above.

Investment transactions, mutual fund and custodian fees are imposed by the financial intermediaries involved, e.g., Fidelity Investments administration of a company's 401(k) plan. These charges, which are fully disclosed to the client through literature provided by those institutions, are monitored by Resources, Estates, Assets, Planning to assure their relative reasonableness. These institutional fees are paid to the intermediary by the client consistent with current business practices. Additional information on this topic is mentioned in Item 12 - Brokerage Practices - below.

## D. Fee Timing and Refunds

Contracts may be cancelled by the client at any time and for any reason with payment due only for services rendered to that date. If it is difficult to demarcate the particular services already performed, the fee will be prorated over the days that the contract prevailed.

## E. Sales Fees

Not applicable.

## Item 6. Performance-Based Fees

Not applicable.

## Item 7. Types of Clients

All types of clients including individuals, business entities and trusts are welcome, but given the firm's development a significant number of clients come from the professional class, especially college professors. There is no minimum account size for discretionary investment accounts.









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

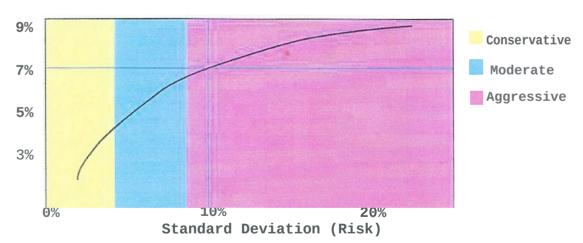
## A.Methods and Strategies

The process employed by REAP in building client portfolios differs by whether the client desires to accumulate assets or harvest income from accumulated assets. However, both types of portfolios will be built based on historical capital markets data and optimized using Modern Portfolio Theory (MPT) and Monte Carlo techniques. The optimization results are then tempered by trend projections in the demographic, philosophical and political arenas, current macro and micro economic analysis and specific client data relative to goals, risk and tax considerations.

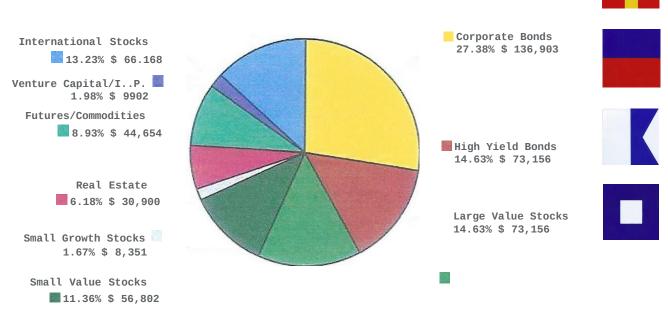
Modern Portfolio Theory recommends portfolio compositions designed to yield the highest reward for a prescribed level of risk based on historical performances of asset classes and their interrelationship to one another. An example of the set of possible portfolios recommended using (MPT) alone represented by the efficient frontier and the particular portfolio chosen for a hypothetical portfolio of \$500,000 and moderate risk are shown as Figures 1 and 2 immediately below.

Figure 1
Efficient Frontier: Qualified Assets - Proposed Mix
Return

## **Efficient Frontier**



# Figure 2 Proposed Asset Allocation



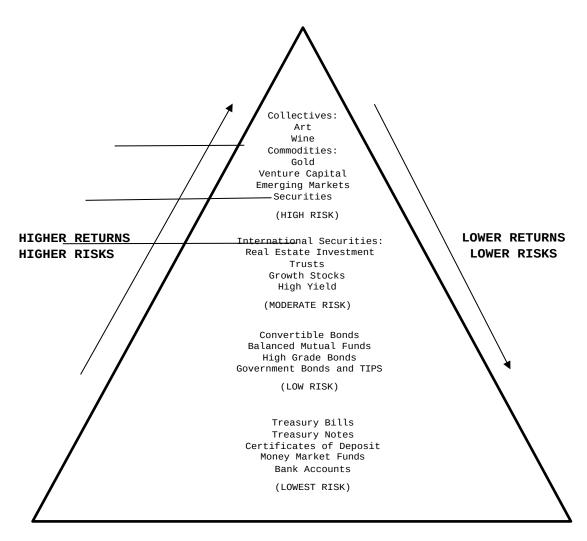
	Present	Proposed
Expected Return	8.43%	7.71%
Std Deviation(Risk)	14.82%	9.98%
Sharpe Ratio	0.40	0.52
Yield	2.72%	3.99%

Monte Carlo simulation is a numerical analysis technique used for answering questions such as, "What is the probable range of results for the portfolio in the future?" thus providing information on the likelihood that a portfolio will last through a client's retirement. The Monte Carlo calculations are based on asset classes rather than specific securities or investments.

In an asset-accumulation portfolio, more emphasis will be placed on obtaining the highest end value, given the client's risk tolerance, while in the income harvesting portfolio the assets needed to generate a certain desired consumption flow for the client will be selected based upon the greatest probability of obtaining that stream. The asset classes most likely to provide this safety will usually be highly rated private debt, government debt and insurance products. Naturally, as accumulation morphs into income harvesting the portfolio will possess characteristics of both.

Clients should be aware of the potential loss of principal in both types of portfolios due to firm specific conditions, the macroeconomic environment and general market valuations. A typical expression of principal loss is reflected in the asset class risk pyramid displayed as figure 3 below.





LOW RISK, LOW REWARD

Note: In any short-term time period, all securities can shift to a higher risk category due to a change in the current financial landscape.

#### **B.** Investment Strategies Risks

One advantage of employing Modern Portfolio Theory is that a byproduct of its portfolio development process is a reduction of asset class risk compared to that of the asset class standing alone. An example of this is where a combined two-asset class portfolio, say stocks and bonds, possesses a risk profile lower than either of the asset classes taken separately.

When a significant negative shock occurs to the system such as was experienced in late 2008 and again in 2020, asset category correlations converge temporarily negating the benefits of diversification and exposing the buy and hold investor to dramatic portfolio loss. This deviance, which tends to be relatively short in tenure, is not a major concern for the accumulation portfolio, but can be devastating to the income harvesting portfolio and explains why the firm prefers safety first for the latter portfolio.

#### C. Mutual Fund and Preferred Stocks Risk

REAP usually recommends mutual funds to fill the desired asset categories both because this type of security provides diversification within itself, thus reducing risk to the client, and because most client retirement plans only offer mutual funds as options.

The prime risk to any mutual fund, outside of the specific risk of the asset class that it represents as shown in the investment pyramid above, comes from the internal structure of the fund itself - mainly the management and fee structure. REAP subscribes to Morningstar's Mutual Funds which is a highly respected industry publication providing extensive data on all aspects of the mutual funds universe.

Additionally, in open-end mutual funds where shares are created or destroyed by the preferences of investors, the investor may be subjected to sharp market swings which a portfolio of individual securities held by the investor might avoid as no forced selling to redeem shares outstanding would be required.

The firm also recommends preferred stocks of individual companies which expose the investor to principal loss from firm specific activities, changes in interest rates and credit market upheavals.

## Item 9. <u>Disciplinary Information</u>

A. Criminal or Civil Actions

None.

**B.** Administrative Proceedings

None.

C. Self-Regulatory Proceedings

None.

#### Item 10. Other Financial Industry Activities and Affiliations

A. Broker-Dealer Registrations

Not applicable.

**B. Derivatives Markets** 

Registrations Not applicable.

C. Other Firm Affiliations

Not applicable.

D. Possible Material Conflicts Relationships

None.

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

A. SEC or State-Registered Adviser Code of Ethics

The firm's code of ethics is available to existing and prospective clients upon their request.

B. Material Financial Interests Conflict

Not applicable

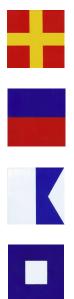
C. Trading Conflicts

For a small number of discretionary accounts, Resources, Estates, Assets, Planning may recommend the same security for more than one client account and be holding the same security in its personal portfolio. In the latter case, this potential conflict of interest is avoided by the practice of processing all clients' orders first.

Mutual fund purchases and sales are usually transacted by the account custodian, e.g., 40l(k) plan administrators, at the final bell, a practice which treats all actors equally. Open-end mutual funds simply create or destroy shares so there is no limit to the orders being filled.

D. More Trading Conflicts and Practices

In the case of the need to fill more than one client order for the same security simultaneously - such as might occur in rapidly ascending or descending markets - client orders are processed according to the risk tolerance of clients, or if that is equal, in a random fashion with the client whose order was processed first falling to the end of the line for the next situation.



## Item 12. Brokerage Practices

#### A. Brokerage Recommendations

The firm makes suggestions of potential brokers upon the request of the client and only offers advice based on the size of the account fees and quality of service provided relative to the options available. The vast majority of client accounts have already selected brokerages – the firm does not benefit in any way from the client's choice of financial intermediary.

## **B. Order Aggregation Practices**

Not applicable.

# Item 13. Review of Accounts

## A. Review Frequency

Retainer accounts are reviewed on an annual basis to assure that the portfolio weights are maintained within the pre-approved range and that particular mutual fund selections remain appropriate. Rebalancing is suggested to clients for accumulation portfolios along with any mutual fund or other security replacements. Selective rebalancing is accomplished for income harvesting portfolios as evidence shows that the practice can be potentially harmful to these types of portfolios. All reviews are conducted by the owner.

## B. Special Reviews

In the event that retainer clients experience a change in goals due to personal circumstances, the entire portfolio would be newly optimized and presents to the client for review and approval.

## C. Client Reports

Investment results that show the performance of asset classes within the total portfolio for the last two or three years as well as the aggregate results are supplied to the client along with the suggestions for changes to same. Oral comparisons to asset category benchmarks are discussed at the client review session.

Additionally, for retainer clients who have purchased a retirement package, the pro forma projections for cash flows will be compared along with the portfolio performance to confirm that the retiree is content with and maintaining the glide path envisioned. Suggested budget and portfolio changes to conform to new desires and/or historical experience are offered at the time of the review.

It should be stressed again (see 4.C above) that clients are provided with knowledge and rules to allow them to maintain their plans with the minimum of new outside intervention and firm monitoring.









#### Item 14. Client Referrals and Other Compensation

A. Economic Benefits Provided from Non-Clients to Firm

Not applicable.

B. Economic Benefits Provided from Firm for Referrals

Not applicable.

Item 15. <u>Custody</u>

Not applicable.

#### Item 16. <u>Investment Discretion</u>

The firm possesses discretionary authority over client assets for only a limited number of accounts and usually on a small portion of that client's assets such as some liquid funds held for specific purposes or required minimum distributions that were not needed for the current consumption. These accounts are administered through the client's financial intermediary with Robert E. Arnold, Jr. holding either a power of attorney for trading purposes or the client's permission to execute a specific trade. Most trades are previously agreed to by the client.

#### Item 17. Voting Client Securities

A. Voting Authority

Not applicable.

**B.** Clients Voting Practices

Resources, Estates, Assets, Planning holds no authority to vote client securities. All proxies and other solicitations go directly to the client, but questions relative to the material will be answered as desired by the client. Recommendations relative to the purchase of additional shares or the exchange of one security for another may be offered prior to the client contacting the firm.

#### Item 18. Financial Information

A. Balance Sheet

Not applicable.

B. Financial Impairment Disclosure

None.

C. Bankruptcy Filings

None.

# Item 19. Requirement for State-Registered Advisers

A. Management Personnel

Required information provided in Item 4, section A above.

**B.** Additional Businesses

Required information provided in Item 4, section B above.

C. Performance Based Fees

Not applicable.

D. Negative Involvements

None.

E. Relationship with Security Issuers

None.







