

InvestmentHunter Wealth Services Firm Brochure

This brochure provides information about the qualifications and business practices of Hardy Investment, Inc. dba InvestmentHunter Wealth Services. If you have any questions about the contents of this brochure, please contact us at (972) 977-6428 or by email at: hunter_hardy@investmenthunter.net. 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 Hardy Investment, Inc. dba InvestmentHunter Wealth Services is also available on the SEC's website at www.adviserinfo.sec.gov. InvestmentHunter Wealth Services' CRD number is: 146943

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Registration does not imply a certain level of skill or training.

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Item 2: Material Changes

The material changes in this brochure from the last annual updating amendment of InvestmentHunter Wealth Services on January 15, 2021 are described below. Material changes relate InvestmentHunter Wealth Services' policies, practices or conflicts of interests.

- InvestmentHunter Wealth Services has updated Fees and Compensation (Item 5).
- InvestmentHunter Wealth Services has updated Item 4 to disclose written acknowledgement of fiduciary status.

Item 3: Table of Contents

Table of Contents

Item 2: Material Changes	i
Item 3: Table of Contents	ii
Item 4: Advisory Business	1
A. Description of the Advisory Firm.....	1
B. Types of Advisory Services.....	1
Investment Supervisory Services	1
Financial Planning.....	2
Educational Seminars	2
Services Limited to Specific Types of Investments	2
C. Client Tailored Services and Client Imposed Restrictions	2
D. Wrap Fee Programs.....	2
E. Amounts Under Management.....	3
Item 5: Fees and Compensation.....	3
A. Fee Schedule.....	3
Investment Supervisory Services Fees.....	3
Financial Planning Fees	3
Fixed Fees	3
Hourly Fees	4
Educational Seminar Fees.....	4
B. Payment of Fees.....	4
Payment of Investment Supervisory Fees	4
Payment of Financial Planning Fees	4
Payment of Educational Seminar Fees.....	5
C. Clients Are Responsible For Third Party Fees	5
D. Prepayment of Fees	5
E. Outside Compensation For the Sale of Securities to Clients.....	5
Item 6: Performance-Based Fees and Side-By-Side Management	5
Item 7: Types of Clients	5
Minimum Account Size.....	5
Item 8: Methods of Analysis, Investment Strategies and Risk, of Investment Loss.....	6
A. Methods of Analysis and Investment Strategies.....	6
Charting analysis.....	6
Fundamental analysis.....	6
Technical analysis.....	6

Cyclical analysis	6
B. Material Risks Involved	6
C. Risks of Specific Securities Utilized	6
Item 9: Disciplinary Information	7
Item 10: Other Financial Industry Activities and Affiliations.....	7
A. Registration as a Broker/Dealer or Broker/Dealer Representative	7
B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor	7
C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests.....	7
D. Selection of Other Advisors or Managers and How This Adviser is Compensated for Those Selections.....	7
Item 11: Code of Ethics, Participation in Transactions, Personal Trading.....	7
A. Code of Ethics.....	7
B. Recommendations Involving Material Financial Interests	8
C. Investing Personal Money in the Same Securities as Clients.....	8
D. Trading Securities At/Around the Same Time as Clients' Securities	8
Item 12: Brokerage Practices.....	8
A. Factors Used to Select Custodians and/or Broker/Dealers	8
1. Research and Other Soft-Dollar Benefits	9
2. Brokerage for Client Referrals	9
3. Clients Directing Which Broker/Dealer/Custodian to Use	10
B. Aggregating (Block) Trading for Multiple Client Accounts	10
Item 13: Reviews of Accounts	10
A. Frequency and Nature of Periodic Reviews and Who Makes Those Reviews.....	10
B. Factors That Will Trigger a Non-Periodic Review of Client Accounts.....	11
C. Content and Frequency of Regular Reports Provided to Clients.....	11
Item 14: Client Referrals and Other Compensation	11
A. Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)	11
B. Compensation to Non -Advisory Personnel for Client Referrals.....	11
Item 15: Custody	11
Item 16: Investment Discretion	11
Item 17: Voting Client Securities (Proxy Voting).....	12
Item 18: Financial Information	12
A. Balance Sheet	12
B. Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients	12
C. Bankruptcy Petitions in Previous Ten Years	12
Item 19: REQUIREMENTS FOR STATE REGISTRERED ADVISERS.....	12
A. Principal Executive Officers and Management Persons; Their Formal Education and Business Background.....	12
B. Other Businesses in Which This Advisory Firm or its Personnel are Engaged and Time Spent on Those (If Any).....	12
C. How Performance Based Fees are Calculated and Degree of Risk to Clients	13

D.	Material Disciplinary Disclosures for Management Persons of this Firm	13
E.	Material Relationships That Management Persons Have With Issuers of Securities (If Any)	13

Item 4: Advisory Business

A. Description of the Advisory Firm

This firm has been in business since May 28, 2008, and the principal owner is Hunter Kell Hardy.

B. Types of Advisory Services

InvestmentHunter Wealth Services (hereinafter "IHWS") offers the following services to advisory clients:

Investment Supervisory Services

IHWS offers ongoing portfolio management services based on the individual goals, objectives, time horizon, and risk tolerance of each client. IHWS creates an Investment Policy Statement for each client, which outlines the client's current situation (income, tax levels, and risk tolerance levels) and then constructs a plan (the Investment Policy Statement) to aid in the selection of a portfolio that matches each client's specific situation. Investment Supervisory Services include, but are not limited to, the following:

- Investment strategy • Personal investment policy
- Asset allocation • Asset selection
- Risk tolerance • Regular portfolio monitoring

IHWS evaluates the current investments of each client with respect to their risk tolerance levels and time horizon. IHWS will request discretionary authority from clients in order to select securities and execute transactions without permission from the client prior to each transaction. Risk tolerance levels are documented in the Investment Policy Statement, which is given to each client.

Written Acknowledgement of Fiduciary Status

When we provide investment advice to you regarding your retirement plan account or individual retirement account, we are fiduciaries within the meaning of Title I of the Employee Retirement Income Security Act and/or the Internal Revenue Code, as applicable, which are laws governing retirement accounts. The way we make money creates some conflicts with your interests, so we operate under a special rule that requires us to act in your best interest and not put our interest ahead of yours. Under this special rule's provisions, we must:

- Meet a professional standard of care when making investment recommendations (give prudent advice);
- Never put our financial interests ahead of yours when making recommendations (give loyal advice);

- Avoid misleading statements about conflicts of interest, fees, and investments;
- Follow policies and procedures designed to ensure that we give advice that is in your best interest;
- Charge no more than is reasonable for our services; and
- Give you basic information about conflicts of interest.

Financial Planning

Financial plans and financial planning may include, but are not limited to: investment planning, business analysis, life insurance; tax concerns; retirement planning; mortgage refinancing; college planning; and debt/credit planning. These services are based on fixed fees or hourly fees and the final fee structure is documented in Exhibit II of the Financial Planning Agreement.

Educational Seminars

IHWS provides educational seminars covering all areas of financial planning including budgeting, tax planning, investing in retirement plans, emergency funds, etc.

Services Limited to Specific Types of Investments

IHWS limits its investment advice and/or money management to mutual funds, equities, bonds, fixed income, debt securities, ETFs, real estate, hedge funds, third party money managers, REITs, insurance products including annuities, private placements, government securities. IHWS may use other securities as well to help diversify a portfolio when applicable.

C. Client Tailored Services and Client Imposed Restrictions

IHWS offers the same suite of services to all of its clients. However, specific client financial plans and their implementation are dependent upon the client Investment Policy Statement which outlines each client's current situation (income, tax levels, and risk tolerance levels) and is used to construct a client specific plan to aid in the selection of a portfolio that matches restrictions, needs, and targets.

Clients may impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs. However, if the restrictions prevent IHWS from properly servicing the client account, or if the restrictions would require IHWS to deviate from its standard suite of services, IHWS reserves the right to end the relationship.

D. Wrap Fee Programs

IHWS does not participate in any wrap fee programs.

E. Amounts Under Management

IHWS has the following assets under management:

Discretionary Amounts:	Non-discretionary Amounts:	Date Calculated:
\$96,000,000.00	\$0.00	December 2020

Item 5: Fees and Compensation

A. Fee Schedule

Investment Supervisory Services Fees

First	\$500,000	1.25%
Next	\$500,000	1.15%
Next	\$500,000	1.00%
Next	\$500,000	0.90%
Next	\$1,000,000	0.80%
Next	\$1,000,000	0.70%
Above	\$4,000,000	0.60%

There is an annual minimum fee of \$1,200 (payable \$300 each quarter). This is a scaled fee schedule illustrating the incremental fee in each range. For example, a client with \$1,000,000 in assets under management will be charged 1.25% on the first \$500,000 and 1.15% on the second \$500,000 for an average of 1.20%.

The final fee schedule is attached as Exhibit II of the Investment Advisory Contract. Fees are paid quarterly in advance, and clients may terminate their contracts with five days' written notice. Refunds are given on a prorated basis, based on the number of days remaining in a quarter at the point of termination. Clients may terminate their contracts without penalty, for full refund, within 5 business days of signing the advisory contract.

Advisory fees are withdrawn directly from the client's accounts with client written authorization. In cases where IHWS fees are directly deducted, IHWS is required to (a) Obtain client authorization, and (b) Disclose that the custodian will send quarterly invoices to the client wherein IHWS fees are itemized.

Financial Planning Fees

Fixed Fees

Depending upon the complexity of the situation and the needs of the client, the rate for creating client financial plans is between \$500 and \$2,500. Depending upon the complexity of the situation and the needs of the client, the fee for business analysis

and/or business valuations is between \$500 and \$10,000. Fees are paid 50% in advance but never more than six months in advance and 50% during the plan process. Fees that are charged in advance will be refunded based on the prorated amount of work completed at the point of termination. The fees are negotiable and the final fee schedule will be attached as Exhibit II of the Financial Planning Agreement. Clients may terminate their contracts without penalty within five business days of signing the advisory contract.

Hourly Fees

Depending upon the complexity of the situation and the needs of the client, the hourly fee for these services is \$250 per hour. The fees are negotiable and the final fee schedule will be attached as Exhibit II of the Financial Planning Agreement. Fees are paid in advance based on the estimated number of required hours, but never more than six months in advance. Fees that are charged in advance will be refunded based on the prorated amount of work completed at the point of termination. Clients may terminate their contracts without penalty within five business days of signing the advisory contract.

Educational Seminar Fees

Educational fees are negotiable based on the seminar.

B. Payment of Fees

Payment of Investment Supervisory Fees

Advisory fees are withdrawn directly from the client's accounts with client written authorization. Fees are paid quarterly in advance.

Payment of Financial Planning Fees

Hourly Financial Planning fees are paid via check in advance, but never more than six months in advance, with the remainder due upon presentation of the plan. Fees that are charged in advance will be refunded based on the prorated amount of work completed at the point of termination.

Fixed Financial Planning fees are paid via check, with half of the fee to be paid in advance, but never more than six months in advance, one quarter of the remaining fee when the plan is half done, and the remaining one quarter due upon presentation of the plan. Fees that are charged in advance will be refunded based on the prorated amount of work completed at the point of termination.

Payment of Educational Seminar Fees

Any fees to be paid in advance of the seminar

C. Clients Are Responsible For Third Party Fees

Clients are responsible for the payment of all third party fees (i.e. custodian fees, mutual fund fees, transaction fee etc.). Those fees are separate and distinct from the fees and expenses charged by IHWS. Please see Item 12 of this brochure regarding broker/custodian.

D. Prepayment of Fees

IHWS collects fees in advance and in arrears. Fees that are collected in advance will be refunded based on the prorated amount of work completed at the point of termination and the total days during the billing period. Fees will be returned within fourteen days to the client via check or return to credit card.

E. Outside Compensation For the Sale of Securities to Clients

Neither IHWS nor its supervised persons accept any compensation for the sale of securities or other investment products, including asset-based sales charges or services fees from the sale of mutual funds.

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

IHWS 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.

Item 7: Types of Clients

IHWS generally provides investment advice and/or management supervisory services to the following Types of Clients:

- ❖ Individuals
- ❖ High-Net-Worth Individuals
- ❖ Pension and Profit Sharing Plans
- ❖ Trusts, Estates, or Charitable Organizations

Minimum Account Size

There is an account minimum, \$300,000, which may be waived by the investment advisor, based on the needs of the client and the complexity of the situation. While minimum account size

may be waived by the investment advisor, clients with account below \$50,000 in assets should be aware that the \$1,200 minimum advisory fee (approaching 2.4% per year) would be greater than industry standards for this size account and that client may find lower more competitive fees for this size account with other advisors. Accounts less than \$300,000 are required to purchase a life plan at a rate of \$2000. This fee is paid 50% in advance and 50% during the plan process.

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

A. Methods of Analysis and Investment Strategies

IHWS' methods of analysis include charting analysis, fundamental analysis, technical analysis, and cyclical analysis.

Charting analysis involves the use of patterns in performance charts. IHWS uses this technique to search for patterns used to help predict favorable conditions for buying and/or selling a security.

Fundamental analysis involves the analysis of financial statements, the general financial health of companies, and/or the analysis of management or competitive advantages.

Technical analysis involves the analysis of past market data; primarily price and volume.

Cyclical analysis involved the analysis of business cycles to find favorable conditions for buying and/or selling a security.

Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

B. Material Risks Involved

IHWS uses Long Term Trading, Short Term Trading, Short Sales, Options Writing (including covered options, uncovered options, or spreading strategies).

IHWS utilizes investment strategies that are designed to capture market rates of both return and risk. Frequent trading, when done, can affect investment performance, particularly through increased brokerage and other transaction costs and taxes. Short sales and options writing generally hold greater risk and clients should be aware that there is a chance of material risk of loss using any of those strategies.

Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

C. Risks of Specific Securities Utilized

IHWS generally seeks investment strategies that do not involve significant or unusual risk beyond that of the general domestic and/or international equity markets.

Past performance is not a guarantee of future returns. Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

Item 9: Disciplinary Information

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business or the integrity of our management.

Item 10: Other Financial Industry Activities and Affiliations

A. Registration as a Broker/Dealer or Broker/Dealer Representative

Neither IHWS nor its representatives are registered as a broker/dealer or as representatives of a broker/dealer.

B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor

Neither IHWS nor its representatives are registered as a FCM, CPO, or CTA.

C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests

Hunter Hardy is a licensed insurance agent. From time to time, he will offer clients products from those activities. Clients should be aware that these services pay compensation and thus involve a conflict of interest. IHWS always acts in the best interest of the client. Clients are in no way required to purchase any product or service through any representative of IHWS in such individual's capacities

D. Selection of Other Advisors or Managers and How This Adviser is Compensated for Those Selections

IHWS does not utilize nor select other advisors or third party managers. All assets are managed by IHWS management.

Item 11: Code of Ethics, Participation in Transactions, Personal Trading

A. Code of Ethics

We have a written Code of Ethics that covers the following areas: Prohibited Purchases and Sales, Insider Trading, Personal Securities Transactions, Exempted Transactions,

Prohibited Activities, Conflicts of Interest, Gifts and Entertainment, Confidentiality, Service on a Board of Directors, Compliance Procedures, Compliance with Laws and Regulations, Procedures and Reporting, Certification of Compliance, Reporting Violations, Compliance Officer Duties, Training and Education, Recordkeeping, Annual Review, and Sanctions. Clients may request a copy of our Code of Ethics from management.

B. Recommendations Involving Material Financial Interests

IHWS does not recommend that clients buy or sell any security in which a related person to IHWS has a material financial interest.

C. Investing Personal Money in the Same Securities as Clients

From time to time, representatives of IHWS may buy or sell securities for themselves that they also recommend to clients. IHWS will always document any transactions that could be construed as conflicts of interest and will always transact client business before their own when similar securities are being bought or sold.

D. Trading Securities At/Around the Same Time as Clients' Securities

From time to time, representatives of IHWS may buy or sell securities for themselves at or around the same time as clients. IHWS representatives will always trade after client trades and will always put client's interests ahead of their own.

Item 12: Brokerage Practices

A. Factors Used to Select Custodians and/or Broker/Dealers

IHWS strongly recommends that clients establish brokerage accounts with the Schwab Advisor Services division of Charles Schwab & Co., Inc. (Schwab), a FINRA registered broker-dealer, member SIPC, to maintain custody of clients' assets and to effect trades for their accounts. Although IHWS strongly recommends that clients establish accounts at Schwab, IHWS may at its discretion accept alternate custodians if both the client and IHWS agree on the reasoning for using this custodian in lieu of Schwab. IHWS is independently owned and operated and not affiliated with Schwab.

Schwab provides IHWS 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 \$10 million of the advisor's clients' assets are maintained in accounts at Schwab Advisor Services. These services are not contingent upon IHWS committing to Schwab any specific amount of business (assets in custody or trading commissions). 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 IHWS 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.

Schwab Advisor Services also makes available to IHWS other products and services that benefit IHWS but may not directly benefit its clients' accounts. Many of these products and services may be used to service all or some substantial number of IHWS's accounts, including accounts not maintained at Schwab.

Schwab's products and services that assist IHWS in managing and administering clients' accounts include software and other technology that (i) provide access to client 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 IHWS's fees from its clients' accounts; and (v) assist with back-office functions, recordkeeping and client reporting. Schwab Advisor Services also offers other services intended to help IHWS manage and further develop its 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 IHWS. 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 IHWS. Schwab Advisor Services may also provide other benefits such as educational events or occasional business entertainment of personnel. In evaluating whether to recommend or require that clients custody their assets at Schwab, IHWS may take into account the availability of some of the foregoing products and services and other arrangements as part of the total mix of factors it considers and not solely on the nature, cost or quality of custody and brokerage services provided by Schwab, which may create a potential conflict of interest.

1. Research and Other Soft-Dollar Benefits

There is no minimum client number or dollar number that IHWS must meet in order to receive free research from the custodian or broker/dealer. There is no incentive to for IHWS to direct clients to this particular broker-dealer over other broker-dealers who offer the same services. The first consideration when recommending broker/dealers to clients is best execution.

2. Brokerage for Client Referrals

IHWS receives no referrals from a broker-dealer or third party in exchange for using that broker-dealer or third party.

3. Clients Directing Which Broker/Dealer/Custodian to Use

IHWS will not allow clients to direct IHWS to use a specific broker-dealer to execute transactions. Clients must use IHWS recommended custodian (broker-dealer). Not all investment advisers require their clients to direct brokerage. By requiring clients to use our specific custodian, IHWS may be unable to achieve most favorable execution of client transaction and that this may cost clients money over using a lower-cost custodian.

B. Aggregating (Block) Trading for Multiple Client Accounts

IHWS maintains the ability to block trade purchases across accounts. While block trading may benefit clients by purchasing larger blocks in groups, we do not feel that the clients are at a disadvantage due to the best execution practices of our custodian.

Item 13: Reviews of Accounts

A. Frequency and Nature of Periodic Reviews and Who Makes Those Reviews

Client accounts are monitored at quarterly only by Hunter Kell Hardy, President. Hunter Kell Hardy is the chief advisor and is instructed to review clients' accounts with regards to their investment policies and risk tolerance levels. This investment program will be reviewed at least annually with clients. All accounts at IA are assigned to this reviewer.

All financial planning accounts are reviewed upon financial plan creation and plan delivery by Hunter Kell Hardy, President. There is only one level of review and that is the total review conducted to create the financial plan.

IHWS may also provide advanced financial planning and report services (eg. retirement planning, cash flow analysis, debt analysis, etc.) to specific clients with account assets totaling over \$600,000 at no extra charge. These reports are updated quarterly and discussed with the clients 2 to 4 times a year based on AUM. For the accounts with AUM less than \$300,000 the fee will be \$2000 and for accounts with AUM between \$300,000 and \$600,000 the fee will be \$1000. Ongoing planning and updating of life plan comes with no extra charge.

B. Factors That Will Trigger a Non-Periodic Review of Client Accounts

Reviews may be triggered by material market, economic or political events, or by changes in client's financial situations (such as retirement, termination of employment, physical move, or inheritance).

C. Content and Frequency of Regular Reports Provided to Clients

Each client will receive an annual written report detailing the clients account performance, which may come from the custodian.

Clients are provided a one-time financial plan concerning their financial situation. After the presentation of the plan, there are no further reports. Clients may request additional plans or reports for a fee.

Item 14: Client Referrals and Other Compensation

A. Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)

IHWS does not receive any economic benefit, directly or indirectly from any third party for advice rendered to IHWS clients.

B. Compensation to Non –Advisory Personnel for Client Referrals

IHWS does not directly or indirectly compensate any person who is not advisory personnel for client referrals.

Item 15: Custody

IHWS does not take custody of client accounts at any time. Custody of client's accounts is held primarily at Charles Schwab & Co.; Inc. Clients will receive account statements from the custodian and should carefully review those statements.

Item 16: Investment Discretion

For those client accounts where IHWS provides ongoing supervision, IHWS maintains limited power of authority over client accounts with respect to securities to be bought and sold and amount of securities to be bought and sold. All buying and selling of securities is explained to clients in detail before an advisory relationship has commenced.

Item 17: Voting Client Securities (Proxy Voting)

IHWS will not be required to take any action or render any advice with respect to the voting of proxies solicited by or with respect to the issuers of securities in which assets of the Account may be invested from time to time.

Item 18: Financial Information

A. Balance Sheet

IHWS does not require nor solicit prepayment of more than \$500 in fees per client, six months or more in advance and therefore does not need to include a balance sheet with this brochure.

B. Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients

Neither IHWS nor its management have any financial conditions that are likely to reasonably impair our ability to meet contractual commitments to clients.

C. Bankruptcy Petitions in Previous Ten Years

Neither IHWS nor its management have been the subject of a bankruptcy petition in the last ten years.

Item 19: REQUIREMENTS FOR STATE REGISTERED ADVISERS

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

IHWS currently has only one management person and only one executive officer; Hunter Kell Hardy. Hunter Kell Hardy's education and business background can be found on the Supplemental ADV Part 2B form.

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

Hunter Kell Hardy's other business activities can be found on the Supplemental ADV Part 2B form.

C. How Performance Based Fees are Calculated and Degree of Risk to Clients

IHWS 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.

D. Material Disciplinary Disclosures for Management Persons of this Firm

No management person at IHWS has ever been involved in an arbitration claim of any kind or been found liable in a civil, self-regulatory organization, or administrative proceeding

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

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