

## **Firm Brochure**

(Form ADV Part 2A)



### **Jazz Wealth Managers, Inc.**

8925 66<sup>th</sup> Court #102

Pinellas Park, FL 33782

727-492-0314

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This brochure provides information about the qualifications and business practices of Jazz Wealth Managers, Inc., "Jazz". Being registered as a registered investment adviser does not imply a certain level of skill or training. If you have any questions about the contents of this brochure, please contact us at: 727-492-0314, or by email at: [Dustin@JazzWealth.com](mailto:Dustin@JazzWealth.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 Jazz Wealth Managers, Inc. (CRD #282807) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

February 3, 2019

## **Item 2 Material Changes**

Since the filing of the firm's annual updating amendment on February 14, 2018, this Brochure has been revised in Item 5A & B to include a new fee schedule. The range of the management fee is 0.50% to 1.50% depending upon the assets under management in the client account. Item 10 has been updated to include an outside business activity for Mr. Tibbitts which involves writing a blog for an unaffiliated entity. The firm's office location has changed to the following address: 8925 66<sup>th</sup> Court #102, Pinellas Park, FL 33782. The telephone number remains the same. Item 4 has been amended to update the firm's regulatory assets under management as of December 31, 2018.

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## **Item 4 Advisory Business**

### **A. General Description of the Firm**

Jazz Wealth Managers, Inc. (“Jazz”) was founded in 2016. Dustin Ray Tibbitts is the 100% owner and serves as the Firm’s President, Chief Investment Officer.

Jazz provides personalized confidential investment management primarily to individuals, high net worth individuals and corporations or business entities. Investment management services are provided through consultation with the client.

Jazz is a fee based discretionary money management firm and does not sell annuities, insurance, or other commissioned products.

Jazz does not act as a custodian of client assets. Advisor places trades for clients under limited power of attorney.

### **B. Summary of Advisors Services**

Each portfolio is individually tailored to meet the individual client’s long-term financial objectives and within his or her risk tolerance based upon the information provided by the client to Jazz Wealth Managers, Inc. Jazz requires Client accounts to be held at Interactive Brokers, LLC. (“Interactive Brokers”), or FolioFN (“Folio”). Interactive Brokers, and or Folio will maintain physical custody of Client funds and securities. Jazz does not act as custodian and Advisor does not have access to Client accounts except to have advisory fees deducted from Client accounts by the custodian with prior written authorization. Jazz will not assume any responsibility for the accuracy of the information provided by the client. Jazz is not obligated to verify any information received from the client or from the client’s other professionals (e.g., attorney, accountant, etc.) and is expressly authorized to rely on such information. Under all circumstances, clients are responsible for promptly notifying Jazz in writing of any material changes to the client’s investment guidelines. In the event that a client notifies Jazz of changes, Jazz will review such changes and recommend any necessary revisions to the client’s portfolio. Jazz’s representatives will generally meet by telephone with clients periodically to review the client’s investment goals and current advisory portfolios.

Jazz will manage client portfolios investing in equities (stocks), options, and Exchange traded funds (ETF’s). Stocks, options and ETF’s may be purchased or sold through a brokerage account when appropriate. The brokerage firm charges a fee for securities transactions. Jazz does not receive any compensation, in any form, from the brokerage firm or fund companies.

When a client grants Jazz investment discretion, Jazz will have authority to determine without specific client consent the (1) securities to be bought and sold; (2) the amount of securities to be bought and sold; and, (3) the broker or dealer to be used.

Jazz does not provide financial planning services.

### **C. Tailored Services and Investment Restrictions**

The goals and objectives for each client are tailored to each individual client's risk tolerance. Clients may impose restrictions on certain securities or types of securities.

### **D. Wrap Fee Programs**

Jazz does not sponsor any wrap fee programs

### **E. Client Assets under Management**

As of December 31, 2018, Jazz Wealth Managers, Inc. has the following assets under management:

Discretionary: \$10,150,646

Non-Discretionary: \$0

### **F. Education Seminars**

From time to time, Jazz Wealth may engage in events that would be considered seminars, either on-line or in person. Copies of all documents including slides, materials, and attendees are kept in accordance of regulations.

## **Item 5 Fees and Compensation**

### **A. & B. Advisory Fees**

Jazz charges fees for investment advice based on a percentage of assets under management. The annual negotiable fee ranges from 0.50% to 1.50%, depending on the assets under management, size and complexity of a client's account. The fee is paid monthly in arrears and deducted from the clients account. Although Jazz believes its advisory fees are competitive and reasonable in light of the types of services to be provided, it should be noted that clients may be able to receive similar services elsewhere for a lower cost. Custodial fees, brokerage commissions and/or transaction ticket fees charged by Interactive Brokers or Folio are billed directly to the Client account by the custodian. Jazz does not receive any portion of such brokerage commissions or custodial fees charged by the qualified custodian. Jazz's' management fees are separate and distinct from the fees and expenses. The breakdown of fees is as follows:

<b>Assets under Management</b>	<b>Annualized Fee</b>
First \$25,000	1.50%
\$25,001 - \$50,000	1.25%
\$50,001-\$100,000	1.00%

\$100,001-\$250,000	0.75%
\$250,001 and Above	0.50%

Jazz offers its clients and prospective clients educational seminars and/or workshops on topics such as, but not limited to, general investing, economic conditions, investing strategies or estate planning concepts. Jazz does not charge for the educational seminars and/or workshops.

### **C. External Compensation for the Sale of Securities to Clients**

Jazz does not receive any external compensation for the sale of securities to clients.

### **D. Other Account Fees**

1. Jazz is typically a “fee only” investment advisor. This means that clients will not be sold products or services that create additional fees or compensation to benefit Jazz. However, in addition to advisory fees, Clients may also pay other fees or expenses to third-parties. The issuer of some of the securities or products we purchase for Clients, such as ETFs or other similar financial products, may charge product fees that affect Clients. An ETF typically includes embedded expenses that may reduce the fund’s net asset value, and therefore directly affect the fund’s performance and indirectly affect a Client’s portfolio performance or an index benchmark comparison. Expenses of an ETF may include management fees, custodian fees, brokerage commissions, and legal and accounting fees. ETF expenses may change from time to time at the sole discretion of the ETF issuer.

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

Jazz does not offer a performance based program for managing client accounts.

## **Item 7 Types of Clients**

Jazz generally provides independent, objective investment advice regarding investments for individuals, high net worth individuals, and corporations or business entities. There is no minimum to open and maintain an investment advisory account.

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

### **A. Methods of Analysis**

Security analysis methods may include charting, fundamental analysis, technical analysis, and quantitative analysis. The main sources of information include financial newspapers and magazines, research materials prepared by others, corporate rating services, prospectuses, filings with the Securities and Exchange Commission, and company press releases.

### **B. Investment Strategies**

Strategies utilized by Jazz may include long-term purchases, short –term purchases, trading, short sales, and margin transactions. Jazz will frequently use cost basis reduction techniques such as



covered calls and other various options strategies to achieve the client's goals while maintaining agreed upon risk metrics.

Some of Jazz's investment strategies may involve frequent trading. As a result, these strategies will incur higher transaction costs which are costs assessed to client/investor portfolios. These costs will commensurately reduce portfolio returns relative to a strategy that requires a lower level of trading.

### **C. Risk of Loss**

All investment programs have certain risks that are borne by the investor. Fundamental analysis may involve interest rate risk, market risk, business risk, and financial risk. Risks involved in technical analysis are inflation risk, reinvestment risk, and market risk. Risks involved in quantitative analysis are market risk, liquidity risk, and formulation risk

- *Interest-Rate Risk:* Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.

- *Market Risk:* The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.

- *Business Risk:* These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.

- *Financial Risk:* Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

- *Inflation Risk:* When any type of inflation is present, a dollar today will buy more than a dollar next year, because purchasing power is eroding at the rate of inflation.

- *Reinvestment Risk:* This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.

- *Liquidity Risk:* Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.

- *Formulation Risk*: This is the risk associates with any financial formula that may be used to rebalance a portfolio or hedge risk. There is risk that the formula may be flawed or not applicable to certain market environments.

### **Item 9 Disciplinary Information**

Like all registered investment advisors, Jazz is obligated to disclose any disciplinary event that might be material to any Client when evaluating our services. We do not have any legal, financial, regulatory, or other “disciplinary” item to report to any Client. This statement applies to our firm and to every employee of our firm.

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

#### **A. Broker-Dealer or Representative Registration**

Representatives of Advisor are not registered representatives of a broker-dealer.

#### **B. Futures or Commodity Registration**

Neither Advisor nor its employees are registered or has an application pending to register as a futures commission merchant, commodity pool operator, or a commodity trading advisor.

#### **C. Material Relationships Maintained by this Advisory Business and Conflicts of Interest**

Dustin R. Tibbitts, owner of Jazz provides short educational articles and videos about the US markets to Orbis Systems, Inc. The content is translated and used for a Polish blog site called Passport to Wall Street, <https://www.pazport.ws/>, which is owned by Orbis Systems, Inc. Mr. Tibbitts is compensated for this content and spends less than 2 hours per month on this activity. Advisory clients of Jazz are not solicited for this activity, therefore there is no conflict of interest.

Otherwise, Jazz does not currently have any material financial interest involving its recommendations to clients.

#### **D. Recommendation or Selection of Other Investment Advisers and Conflicts of Interest**

Jazz does not recommend or select other investment advisers for clients.

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

#### **A. Description of Code of Ethics**

Jazz and any future employees have and will be committed to a Code of Ethics (“Code”). The purpose of our Code is to set forth standards of conduct expected of Jazz employees and addresses conflicts that may arise. The Code defines acceptable behavior for employees of Jazz. The Code reflects Jazz and its supervised persons’ responsibility to act in the best interest of their client.

One area which the Code addresses is when employees buy or sell securities for their personal accounts and how to mitigate any conflict of interest with our clients. Jazz does not allow and will not allow any employees to use non-public material information for their personal profit or to use internal research for their personal benefit in conflict with the benefit to our clients.

Jazz's policy prohibits any person from acting upon or otherwise misusing non-public or inside information. No advisory representative or other employee, officer or director of Jazz may recommend any transaction in a security or its derivative to Jazz's clients or engage in personal securities transactions for a security or its derivatives if the advisory representative possesses material, non-public information regarding the security. Jazz's Code is based on the guiding principle that the interests of the client are our top priority. Jazz's officers, directors, advisors, and current or future employees have a fiduciary duty to our clients and must diligently perform that duty to maintain the complete trust and confidence of our clients. When a conflict arises, it is our obligation to put the client's interests over the interests of either employees or the company.

The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

#### **B. Participation or Interest in Client Transactions**

Jazz does not currently have any material financial interest involving its recommendations to clients therefore this question is not applicable.

#### **C. Advisory Firm Purchase of Same Securities Recommended to Clients and Conflicts of Interest**

Jazz and/or its investment advisory representative does not purchase or sell products that he recommends to clients. Therefore, this question is not applicable.

### **Item 12 Brokerage Practices**

#### **A. Factors Used to Select Broker-Dealers for Client Transactions**

Jazz recommends that Clients establish accounts with Interactive Brokers or Folio in order to maintain custody of Client assets and effect trades for their accounts. Factors considered by Jazz in recommending custodian brokers include but are not limited to, the reasonableness of their commissions, their financial strength, product availability, research and other services available to both the Client and the Firm. Jazz places trades for its clients' accounts subject to its duty to seek best execution and its other fiduciary duties. The Firm will generally place client trades with the appointed custodian broker since the custodian broker, such as Interactive Brokers, or Folio, does not charge separately for custody services so long as client transactions are executed by the custodian broker.

In using brokers or dealers to execute transactions, Jazz will seek to achieve the best execution possible but this does not require it to solicit competitive bids and does not have an obligation to seek the lowest available commission cost. It is the policy and practice of Jazz to strive for the best price and execution for costs and discounts which are competitive in relation to the value of the transaction and which comply with Section 28(e) of the Securities Exchange Act of 1934, as amended.

Nevertheless, it is understood that Jazz may pay compensation on a transaction in excess of the amount of compensation that another broker or dealer may charge so long as it is in compliance with Section 28(e), and Jazz makes no warranty or representation regarding compensation paid on transactions. In negotiating mark-ups or mark-downs, Jazz will take into account the financial stability and reputation of brokerage firms and the brokerage and research services provided by such brokers, although the client may not, in any particular instance, be the sole direct or indirect beneficiary of the research services provided.

Jazz has no obligation to deal with any broker or group of brokers in executing transactions in portfolio securities. Jazz does not receive soft dollar benefits i.e. research products or software etc. for executing trades through these broker dealers.

Jazz requires Interactive Brokers, or Folio be used as the qualified custodian for Client accounts and executes transactions on behalf of Client accounts through Interactive Brokers, LLC, or FolioFN.

### **B. Aggregating Securities Transactions for Client Accounts**

Transactions for each client generally will be effected independently, unless Jazz decides to purchase or sell the same securities for several clients at approximately the same time. Jazz may (but is not obligated to) combine or “batch” such orders to obtain best execution, to negotiate more favorable commission rates, or to allocate equitably among Jazz’s clients differences in prices and commissions or other transaction costs that might have been obtained had such orders been placed independently. The nature of the clients and/or trading activity on behalf of client accounts is such that trade aggregation does not garner any client benefit.

## **Item 13 Review of Accounts**

### **A. Schedule for Periodic Review of Client Accounts or Financial Plans and Advisory Persons Involved**

Accounts are monitored frequently but account reviews are performed at least quarterly by Dustin R. Tibbitts, President. Market conditions may dictate more frequent reviews.

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

### **B. Review of Client Accounts on Non-Periodic Basis**

See the response to Item 13A.

### **C. Content of Client Provided Reports and Frequency**

Clients receive account statements no less than quarterly. Account statements are issued by Jazz’s custodian. Client receives confirmations of each transaction in account from custodian and an additional statement during any month in which a transaction occurs.

## **Item 14 Client Referrals and other Compensation**

### **A. Economic Benefits Provided to the Advisory Firm from External Sources and Conflicts of Interest**

Jazz receives client referrals which may come from current clients, estate planning attorneys, accountants, employees, personal friends of employees and other similar sources. The firm does not compensate referring parties for these referrals. Jazz does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

### **B. Advisory Firm Payments for Client Referrals**

In the past, Jazz engaged in local advertising through an online service, utilizing internet based ads focused on a town in the Registrant's home state of Florida. After a period of one month, Jazz stopped using those online advertisements and has not used them since. Jazz does not pay any fees to third parties for client referrals.

### **Item 15 Custody**

All assets are held at qualified a custodian, which means the custodians provide account statements directly to clients at their address of record at least quarterly. Clients are urged to compare the account statements received directly from their custodians to the performance report statements prepared by Jazz. Jazz is deemed to have constructive custody solely because advisory fees are directly deducted from clients' account by the custodian on behalf of Jazz.

Under state regulations, Jazz is deemed to have custody of client assets if you authorize us to instruct the qualified custodian to deduct our advisory fees directly from your account. The investment adviser has custody of the funds and securities solely as a consequence of its authority to make withdrawals from client accounts to pay its advisory fee. The investment adviser has written authorization from the client to deduct advisory fees from the account held with the qualified custodian.

Each time a fee is directly deducted from a client account, the investment adviser concurrently:

- i. Sends the qualified custodian an invoice or statement of the amount of the fee to be deducted from the client's account; and
- ii. Sends the client an invoice or statement itemizing the fee. Itemization includes the formula used to calculate the fee, the value of the assets under management on which the fee is based, and the time period covered by the fee.

The investment adviser notifies the Commissioner in writing that the investment adviser intends to use the safeguards provided in this paragraph (b)(3). Such notification is required to be given on Form ADV.

### **Item 16 Investment Discretion**

The authority to manage accounts on a discretionary basis subject to the client's authorization, is set out in an investment advisory agreement executed between Jazz and client. If a client agrees to discretionary management, Jazz will be responsible for selecting the amount of securities to be bought and sold. The only limitations on the investment authority will be those limitations imposed in writing by the client.

There may be conflicts of interest over the Advisor's time devoted to managing any one account and the allocation of investment opportunities among all accounts managed by Jazz. Jazz will attempt to resolve all such conflicts in a manner that is generally fair to all of its clients. Jazz may give advice and take action with respect to any of its clients that may differ from advice given or the timing or nature of action taken with respect to any particular client so long as it does not violate any of its fiduciary standards.

Jazz is not obligated to acquire for any account any security that Jazz or its officers, partners, members or employees may acquire for its or their own accounts or for the account of any other client, if in the absolute discretion of the Advisor, it is not practical or desirable to acquire a position in such security.

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

Jazz will not vote nor advise clients how to vote proxies for securities held in client accounts. The client clearly keeps the authority and responsibility for the voting of these proxies. Jazz does not give any advice or take any action with respect to the voting of these proxies. For accounts subject to the provisions of the Employee Retirement Income Security Act of 1974 ("ERISA"), the plan fiduciary specifically keeps the authority and responsibility for the voting of any proxies for securities held in plan accounts. Jazz promptly passes along any proxy voting information to the clients or their representatives.

Upon termination of its Agreement with Client, Jazz shall make a good faith and reasonable attempt to forward proxy information inadvertently received by Jazz on behalf of Client to the forwarding address provided by Client to Jazz. Any information received by Jazz which relates to the voting of clients' proxies shall be maintained by Jazz for a period of five years from the date of receipt, the first two years in the offices of Jazz.

### **Item 18 Financial Information**

#### **A. Balance Sheet**

A balance sheet is not required to be provided because Jazz does not serve as a custodian for client funds or securities and Jazz does not require prepayment of fees of more than \$500 per client and six months or more in advance.

#### **B. Financial Conditions Reasonably Likely to Impair Advisory Firm's Ability to Meet Commitments to Clients**

There are no financial conditions that will impair Jazz's ability to meet its commitments to clients. Therefore, this question is not applicable.

#### **C. Bankruptcy Petitions during the Past Ten Years**

Jazz has never filed for bankruptcy and is not aware of any financial condition that is expected to affect its ability to manage client accounts.

**Item 1 Cover Page for Brochure Supplement**

**Form ADV Part 2B Brochure Supplement – Dustin R. Tibbitts**

**Brochure Supplement**

Part 2B of Form ADV

**Dustin Ray Tibbitts**

**Personal CRD #6174632**

**Jazz Wealth Managers, Inc.**

**Firm CRD #282807**

8925 66<sup>th</sup> Court #102

Pinellas Park, FL 33782

Phone: 727-492-0314

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

February 3, 2019

This brochure supplement provides information about Dustin Ray Tibbitts that supplements the Jazz Wealth Managers, Inc. (“Jazz” or the “Firm”) brochure, of which you should have received a copy. Please contact Dustin Tibbitts at (727)492-0314 if you did not receive the Firm’s Brochure or if you have any questions about the contents of this supplement. Thank you. Additional information about Dustin Ray Tibbitts is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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

Name: Dustin Ray Tibbitts

Date of Birth: 1982

Educational Background: Attended St. Petersburg College

Business Background:

ViewTrade Securities, Inc., Educator / Registered Representative 05/2010 -04/2015

Velez Capital Management, Educator 06/2008-05/2010

Jazz Printing, Inc., Owner / Partner, 04/2004 – 09/2008

## **Item 3 Disciplinary Information**

Jazz is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of each of the Firm's investment persons, including Dustin Ray Tibbitts, providing advice to you. Mr. Tibbitts has no applicable legal or disciplinary events required to be disclosed under this Item.

## **Item 4 Other Business Activities**

Dustin R. Tibbitts, owner of Jazz provides short educational articles and videos about the US markets to Orbis Systems, Inc. The content is translated and used for a Polish blog site called Passport to Wall Street, <https://www.pazport.ws/>, which is owned by Orbis Systems, Inc. Mr. Tibbitts is compensated for this content and spends less than 2 hours per month on this activity. Advisory clients of Jazz are not solicited for this activity, therefore there is no conflict of interest.

## **Item 5 Additional Compensation**

In addition to the compensation Mr. Tibbitts may earn from his employment at Jazz, Mr. Tibbitts, as the equity owner of Jazz, shares in the profits and losses of the Firm

## **Item 6 Supervision**

Dustin Ray Tibbitts is the president of Jazz Wealth Managers, Inc. as such, Mr. Tibbitts oversees all advice provided to clients. Mr. Tibbitts may be contacted at (727) 492-0314 or [Dustin@JazzWealth.com](mailto:Dustin@JazzWealth.com)