This Brochure provides information about the qualifications and business practices of Pathfinder Planning LLC. If you have any questions about the contents of this Brochure, please contact us at 704.301.7522 or info@pathfinderplanningllc.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 Pathfinder Planning LLC also is available on the SEC’s website at www.adviserinfo.sec.gov.
Item 2 – Material Changes

Brochure Date: January 26, 2020  
Previous Brochure: September 17, 2019

Pathfinder Planning LLC will send a notice of any material changes made during the year to all active clients. Active clients will also receive an annual updated Brochure by the end of March each year.

In January 2020, we submitted our annual brochure update.

As of January 26, 2020, Pathfinder Planning reported $4,550,744.00 in regulatory assets under management. The firm gave financial planning advice on $17,324,635.00 in securities investments held outside the firm.

You may view a copy of the current Brochure on the website at www.pathfinderplanningllc.com, or you may request one by contacting Pamela J. Horack, CFP® at 704.301.7522 or info@pathfinderplanningllc.com.
**Item 3 - Table of Contents**

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

*Form ADV Part 2B - Advisor Information*
Item 4 – Advisory Business

Mission

Pathfinder Planning LLC was formed in June of 2010 by Pamela J. Horack, CFP®. The company mission is to provide personal financial planning and asset management services for a simple fee to young adults and working families, with one-on-one planning and ongoing advice.

Assets Under Management

As of January 26, 2020, Pathfinder Planning reported $4,550,744.00 in regulatory assets under management. The firm gave financial planning advice on $17,324,635.00 in securities investments held outside the firm.

Financial Planning Services

Pathfinder Planning LLC provides education and planning services to help answer questions and meet client needs with easy to understand recommendations, including, but not limited to:

- Budgeting and Cash flow
- Retirement Planning
- Insurance Review
- College Education Planning
- Investment Review

Financial Planning Process

Once a prospect has agreed to an engagement and signed the Client Agreement, the following process for planning begins.

- Get Organized: Client securely links and/or uploads as much information as possible and the Planner enters additional information. At the first meeting, we review the information, discuss goals, and make updates as needed.
- Explore: At this meeting, we focus on the client’s risk and insurance needs.
- Brainstorm: At this meeting, we will discuss current accounts and model various scenarios to help meet your goals.
- Discover: Here, we catch up on any missing pieces as needed to move your plan forward.
- Present: The last meeting is to review your overall plan recommendations and your Action Plan to help you meet your goals.

Note: Information related to tax and legal consequences that is provided as part of the financial plan is for informative purposes only. Clients are instructed to contact their tax or legal advisers for personalized advice.
Plan Implementation
The Client, at their discretion, may retain Pathfinder Planning to continue to help implement and monitor plan recommendations.

Annual Planning Service: We provide implementation assistance for budgeting, insurance, 401(k) or other employer sponsored plan, college and other financial needs.

Asset Management: Use of technology to assist the client in opening and maintaining investment accounts.

Comprehensive Planning: All-in-one planning and asset management services.

Periodic Checkup: Client may re-engage Pathfinder Planning LLC on an as-needed basis. The company recommends annual financial check-ups once a plan is complete.

Portfolio Management Services
Pathfinder Planning LLC offers discretionary portfolio management services. Discretionary portfolio management service means that we do not need to obtain our clients’ approval prior to making any transactions in their account(s). We do not participate in a wrap fee program.

Our investment advice is tailored to meet our clients’ needs and investment objectives. To do this, we work together to gather your financial information, determine your goals, and decide how much risk to take in your investments. The information we gather helps us create and implement an asset allocation and investment strategy to meet your goals.

Pathfinder Planning LLC mainly uses mutual funds and exchange traded funds in its portfolio management programs. However, we reserve the right to invest in any other type of security including, but not limited to, individual stocks and bonds, U.S. government securities, corporate debt securities, commercial paper, municipal securities, certificates of deposit. We do not invest directly in futures contracts, private placements, hedge funds or non-publicly traded securities.

We will monitor your portfolio's performance on a continuous basis, and rebalance the portfolio whenever necessary, as changes occur in market conditions, your financial circumstances, or both.

Recommendation of Sub-Advisers
As part of our overall portfolio management strategy, we may also recommend sub-advisers to manage all or a portion of your account. All sub-advisers recommended by our company must either be registered as investment advisers or exempt from registration requirements. Factors that we take into consideration when making our recommendations include, but are not limited to, the following: the sub-advisor’s investment performance, methods of analysis, fees, your financial needs, investment goals, risk tolerance, and investment objectives. We will periodically monitor the sub-adviser's performance to ensure its management and investment style remains aligned with your investment goals and objectives.
Clients will consult with Pathfinder Planning to understand and evaluate the sub-advisor’s investment management portfolios and determine which of those portfolios are suitable for Client based on Client’s goal and objectives. Client will discuss with Advisor their investment needs, goals and objectives, and review performance and the continued suitability of the sub-advisor’s Portfolio for the Client. Clients must work through Pathfinder Planning in order to access the sub-advisor’s investment management services.

Item 5 – Fees and Compensation

Financial Planning Services Fee Schedule

<table>
<thead>
<tr>
<th>Type of Service</th>
<th>Fees and Billing</th>
<th>Deposit</th>
<th>Payment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Planning Services</td>
<td>Detailed in the Client Agreement. Financial Plans generally range from $1295 to $3995. Fees may be more or less depending on the scope of work.</td>
<td>Deposit is detailed in the Client Agreement and may vary according to the services needed.</td>
<td>Payment is detailed in the Client Agreement and may vary according to the services needed.</td>
</tr>
<tr>
<td>Hourly Engagement</td>
<td>$300.00 per hour. Billed in 10-minute increments for the first 10 minutes and 5-minute increments thereafter.</td>
<td>The lesser of $500 or ½ of the lower end of the estimated project fee.</td>
<td>Payment is detailed in the Client Agreement with balance due and payable on final plan presentation.</td>
</tr>
<tr>
<td>Project</td>
<td>$300.00 per hour based on an estimated number of hours. Projects spanning more than three months will be billed monthly.</td>
<td>The lesser of $500 or ½ of the lower end of the estimated project fee.</td>
<td>Payment is detailed in the Client Agreement with balance due and payable at the end of the engagement as defined in the Client Agreement.</td>
</tr>
<tr>
<td>Annual Planning Services</td>
<td>Detailed in the Client Agreement. This is an annual fee for implementation services, paid on a monthly basis. Available only after a Financial Plan has been created.</td>
<td>None</td>
<td>Monthly payment date and amount is detailed in the Client Agreement.</td>
</tr>
</tbody>
</table>

Alternate Fees
Pathfinder Planning LLC may negotiate alternate fees. The company may:
- Offer a flat fee based on a reduced hourly rate for a minimum number of hours.
- Negotiate a reduced hourly fee.
- Waive fees under special circumstances.
- Offer special promotional fees for services.
- Offer seminars and educational workshops for a fee.
- Teach classes at a public or private college or university for a negotiated fee.
- Offer 401(k) education and advisory services for businesses for a negotiated fee.
Financial Planning Cancellation Policy
With written notice, either party may end a planning contract within 5 days of signing the Client Agreement with no fees due. If a Client terminates the engagement after 5 days, the Client is responsible for any hourly charges incurred in the preparation of their plan. Money owed to Pathfinder Planning LLC will be invoiced. Any unused portion of a deposit will be refunded.

Service Provider Policy
Pathfinder Planning LLC is not affiliated with other brokers or financial service providers. Clients are free to purchase recommended products through any provider of their choice. Asset allocation and other employer sponsored retirement plan recommendations must be made within the confines of the plan. For example, a 401(k) plan that uses Fidelity as a third-party provider must use the Fidelity trading platform.

Portfolio Management Services Fee Schedule
For portfolio management services, Pathfinder Planning LLC charges an annual fee based upon a percentage of the market value of the assets under management. On an annualized basis, we charge a maximum of 1% of the account value. The annual portfolio management fee per account is determined based on the following fee schedules.

Schedule A - Portfolios Held with Betterment for Advisors

<table>
<thead>
<tr>
<th>Account Value</th>
<th>Annual Advisory Fee</th>
<th>Fee Calculation</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0 - $999,999</td>
<td>0.95%</td>
<td>• Asset-based fees are calculated as a prorated amount of a client’s average daily balance over a quarter.</td>
</tr>
<tr>
<td>$1,000,000 and above</td>
<td>0.95%</td>
<td>• Fees are automatically debited from the client account in arrears at the end of the quarter.</td>
</tr>
</tbody>
</table>

• Betterment for Advisors will deduct the entire advisory fee for both Betterment for Advisors and Pathfinder Planning LLC and forward the Adviser's portion of the fee to the Adviser. Your fees will be available on your Account Statement. Pathfinder Planning LLC does not send separate fee billing information for these accounts.
### Schedule B - Portfolios Held with TD Ameritrade – Managed by Pathfinder Planning LLC

<table>
<thead>
<tr>
<th>Account Value</th>
<th>Annual Advisory Fee</th>
<th>Fee Calculation</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0 - $999,999</td>
<td>1.00%</td>
<td>- Asset-based fees are calculated as a prorated amount of a client’s average daily balance over a quarter.</td>
</tr>
<tr>
<td>$1,000,000 and above</td>
<td>0.75%</td>
<td>- Fees are automatically debited from the client account in arrears at the end of each quarter.</td>
</tr>
</tbody>
</table>

- Clients are responsible for Custodian’s fees, including trading fees and other expenses as stated in TD Ameritrade’s current Fee Schedule.
- Pathfinder Planning LLC is authorized to bill the Custodian of your account directly for advisory fees. The Custodian will deduct and pay fees from the Account. Pathfinder Planning LLC does not send separate billing statements for these accounts. Billing detail is available on request.

### Schedule C - Portfolios Held with TD Ameritrade – Managed by First Ascent Asset Management

<table>
<thead>
<tr>
<th>Account Value</th>
<th>Annual Advisory Fee</th>
<th>Fee Calculation</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0 - $999,999</td>
<td>1.00%</td>
<td>- Asset-based fees are automatically debited from the client account in advance for the upcoming quarter. Fees are calculated based on the closing market value of the prior quarter.</td>
</tr>
</tbody>
</table>
| $1,000,000 and above | 0.75%               | - Accounts opened during a quarter will be charged a pro-rata fee that will be assessed at the beginning of the first full calendar quarter that First Ascent Asset Management manages the account.  
- If the client terminates services, any unearned portion of the investment management fee will be refunded to the client. |

- Clients are responsible for Custodian’s fees, including trading fees and other expenses as stated in TD Ameritrade’s current Fee Schedule.
- First Ascent Asset Management will deduct the entire advisory fee for both First Ascent Asset Management and Pathfinder Planning LLC and forward the Adviser’s portion of the fee to the Adviser. Your fees will be available on your Account Statement. Pathfinder Planning LLC does not send separate fee billing information for these accounts. Billing detail is available on request.

Portfolio management fees may be negotiable depending on factors such as the amount of assets under management, range of investments, and complexity of the client’s financial circumstances, among others. Since this fee is negotiable, the exact fee paid by the client will be clearly stated in the Investment Agreement and/or Fee Adjustment form signed by the client and Pathfinder Planning LLC.
Cancellation Policy
The Investment Agreement between Pathfinder Planning LLC and the client will continue in effect until either party terminates the Agreement in accordance with the terms of the Agreement. Upon termination, all assets will be held at the Custodian and it will be Client’s responsibility to instruct the Custodian as to the final disposition of assets, unless the Client specifically notifies Pathfinder Planning LLC to liquidate or take other action. As of the date of termination, Pathfinder Planning LLC will no longer be the investment advisor of record, and it will be Client’s responsibility to monitor the timely disposition of the account and take all future actions in regard to the management of the account. For accounts paid in arrears, the annual fee will be pro-rated through the date of termination. For accounts paid in advance, any pro-rated fees will be refunded based on termination date.

Additional Fees and Expenses
Clients may incur certain charges imposed by custodians, brokers, and other third parties such as custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions.

Mutual fund and exchange traded funds (ETFs) also charge internal management fees, which are disclosed in a fund’s prospectus. Such charges, fees, and commissions are exclusive of and in addition to Pathfinder Planning’s fee. Pathfinder Planning does not receive any portion of these commissions, fees, and costs.

Clients who choose to invest directly in a mutual fund or ETF would not receive the asset management services provided by Pathfinder Planning LLC which are designed, among other things, to assist the client in determining which mutual fund or funds are most appropriate to each client’s financial condition and objectives. Accordingly, the client should review both the fees charged by the funds and the fees charged by Pathfinder Planning LLC to fully understand the total amount of fees to be paid by the client and to thereby evaluate the advisory services being provided.

General Information on Advisory Services and Fees
We do not represent, warrant, or imply that the services or methods of analysis employed by our company can or will predict future results, successfully identify market tops or bottoms, or insulate you from losses due to market corrections or declines.

We do not have custody of any client funds or securities, as the services of a qualified and independent custodian will be used for asset management services.
**Item 6 – Performance-Based Fees and Side-By-Side Management**

Performance-based fees are fees that are charged based on a share of capital gains or capital appreciation of an asset. Pathfinder Planning LLC does not charge performance-based fees.

**Item 7 – Types of Clients**

Pathfinder Planning LLC provides Financial Planning Advice and Asset Management to Individuals, Couples, Other investment advisers and Businesses. The company does not require a minimum amount of assets or net worth in order to become a client.

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

Pathfinder Planning LLC helps Clients save and invest toward their goals by recommending an asset allocation model that balances overall return with a Client’s emotional and financial capacity to handle losses. **Investing in securities involves risk of loss that you should be prepared to bear.**

Pathfinder Planning LLC believes that buying assets and holding them for the long term helps reduce costs and increase overall return. The company believes that regular investing and low-cost products maximize savings and investments. As such, Pathfinder Planning LLC generally advocates a passive investment strategy, although other strategies may be recommended and used. Sometimes, we will recommend a short-term move based on the Client’s individual situation.

We primarily recommend mutual funds and ETFs to create asset allocation models appropriate to the client’s risk tolerance and capacity, although we will incorporate other client assets into their investment mix.

The investment advice provided along with the strategies suggested by Pathfinder Planning LLC will vary depending on each client’s specific financial situation and goals. The following section is an overview of some common risks and other significant aspects of investing in financial markets. In light of the risks, you should fully understand the nature of the contractual relationship(s) into which you are entering and the extent of your exposure to risk. Certain investing strategies may not be suitable for many members of the public. You should carefully consider whether the strategies employed will be appropriate for you in light of your experience, objectives, financial resources and other relevant circumstances.

**General Investment Risk**

All investments come with the risk of losing money. Investing involves substantial risks, including complete possible loss of principal plus other losses and may not be suitable for many members of the public. Investments, unlike savings and checking accounts at a bank, are not insured by the government to protect against market losses. Different market instruments carry different types and degrees of risk and you should familiarize yourself with the risks involved in the particular market instruments you intend to invest in.
**Loss of Value:** There can be no assurance that a specific investment will achieve its investment objectives and past performance should not be seen as a guide to future returns. The value of investments and the income derived may fall as well as rise and investors may not recoup the original amount invested. Investments may also be affected by any changes in exchange control regulation, tax laws, withholding taxes, international, political and economic developments, and government, economic or monetary policies.

**Interest Rate Risk:** Fixed income securities and funds that invest in bonds and other fixed income securities may fall in value if interest rates change. Generally, the prices of debt securities rise when interest rates fall, and their prices fall when interest rates rise. Longer term debt securities are usually more sensitive to interest rate changes.

**Credit Risk:** Investments in bonds and other fixed income securities are subject to the risk that the issuer(s) may not make required interest payments. An issuer suffering an adverse change in its financial condition could lower the credit quality of a security, leading to greater price volatility of the security. A lowering of the credit rating of a security may also offset the security’s liquidity, making it more difficult to sell. Funds investing in lower quality debt securities are more susceptible to these problems and their value may be more volatile.

**Item 9 – Disciplinary Information**

Registered Investment Advisors are required to disclose any legal or disciplinary events that impact your evaluation of the company. Pathfinder Planning LLC does not have any legal or disciplinary issues to report.

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

Pathfinder Planning LLC is not affiliated with any broker-dealer or other financial or service provider. Fees paid to Pathfinder Planning LLC for financial planning and advisory services are separate from fees charged by other firms, advisers and professionals.

The company does not receive fees or commissions from any products or services recommended. Be sure you understand all fee schedules before engaging additional services. Be sure to read all prospectuses before purchasing mutual funds and other investments.

**Item 11 – Code of Ethics**

Pathfinder Planning LLC follows the Code of Ethics and Practice Standards defined by the Certified Financial Planner Board of Standards. The company has adopted a Code of Ethics for all employees. The Code describes the standard of business conduct and fiduciary duty to our clients. The Code of Ethics includes details on:
- client confidentiality
- ban on insider trading
- restrictions on gifts
- employee securities trading
- employee education

All employees must acknowledge the terms of the Code of Ethics annually, or as amended. Employees of Pathfinder Planning LLC may hold some of the same securities that are recommended to Clients. Employees do not receive preferential treatment for trades over Clients. The company maintains records of personal securities transactions. Pathfinder Planning LLC complies with the rules that prohibit insider trading.

Anyone may request a copy of our company’s Code of Ethics by contacting us via mail, email or phone.

**Item 12 – Brokerage Practices**

Pathfinder Planning LLC does not maintain custody of your assets (see Item 15—Custody, below). Your assets must be maintained in an account at a “qualified custodian,” generally a broker dealer or bank. At this time, we recommend that our clients use TD Ameritrade Institutional, a division of TD Ameritrade, Inc. (“TD Ameritrade”) or MTG, LLC dba Betterment for Advisors (“Betterment for Advisors”). These firms are independent and unaffiliated SEC-registered broker-dealers and members of the Financial Industry Regulatory Authority (“FINRA”) and the Securities Investor Protection Corporation (“SIPC”). These firms offer us services which include custody of securities, trade execution, clearance and settlement of transactions.

**Research and Other Soft Dollar Benefits received from TD Ameritrade**

There is no direct link between Pathfinder Planning LLC’s use of TD Ameritrade and the investment advice it gives to its clients, although Pathfinder Planning LLC receives economic benefits through its participation in the program that are typically not available to TD Ameritrade retail investors.

These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving Pathfinder Planning LLC participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have advisory fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to Pathfinder Planning LLC by third party vendors. TD Ameritrade may also have paid for business consulting and professional services received by our related persons.
Some of the products and services made available by TD Ameritrade through the program may benefit Pathfinder Planning LLC but may not benefit its client accounts. These products or services may assist us in managing and administering client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help us manage and further develop its business enterprise. The benefits received by us or our personnel through participation in the program do not depend on the amount of brokerage transactions directed to TD Ameritrade. As part of its fiduciary duties to clients, Pathfinder Planning LLC endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by us or our related persons in and of itself creates a potential conflict of interest and may indirectly influence our choice of TD Ameritrade for custody and brokerage services.

**Research and Other Soft Dollar Benefits received from Betterment for Advisors**

Betterment for Advisors serves as broker dealer to Betterment for Advisors, an investment and advice platform serving independent investment advisory companies like us. Betterment for Advisors also makes available various support services which may not be available to Betterment’s retail customers. Some of those services help us manage or administer our clients’ accounts, while others help us manage and grow our business. Betterment for Advisors’ support services are generally available on an unsolicited basis (we don’t have to request them) and at no charge to us. Following is a more detailed description of Betterment for Advisors’ support services:

**Services That Benefit You:** Betterment for Advisors includes access to a range of investment products, execution of securities transactions, and custody of client assets through Betterment for Advisors. Betterment for Advisors’ services described in this paragraph generally benefit you and your account.

**Services That May Not Directly Benefit You:** Betterment for Advisors also makes available to us other products and services that benefit us, but may not directly benefit you or your account. These products and services assist us in managing and administering our clients’ accounts, such as software and technology that may:

- Assist with back-office functions, recordkeeping, and client reporting of our clients’ accounts. Provide access to client account data (such as duplicate trade confirmations and account statements).
- Provide pricing and other market data.
- Assist with back-office functions, recordkeeping, and client reporting.

**Services That Generally Benefit Only Us:** By using Betterment for Advisors, we will be offered other services intended to help us manage and further develop our business enterprise. These services may include:

- Educational conferences and events.
- Consulting on technology, compliance, legal, and business needs.
- Publications and conferences on practice management and business succession.
Pathfinder Planning LLC understands its duty for best execution and considers all factors in making recommendations to clients. The research services we receive from TD Ameritrade and Betterment for Advisors may be useful in servicing all Pathfinder Planning LLC clients, and may not be used in connection with any particular account that may have paid compensation to the firm providing such services. While Pathfinder Planning LLC may not always obtain the lowest commission rate, we believe the rate is reasonable in relation to the value of the brokerage and research services provided by these custodians.

**Brokerage for Client Referrals**

We may receive Financial Planning Prospect referrals from the broker-dealers or Custodians in which we have an institutional advisory arrangement.

**Directed Brokerage**

Clients who choose to manage their own funds outside of Pathfinder Planning LLC’s recommended custodians are responsible for all aspects of managing their own accounts. In these situations, our company is not authorized to negotiate commissions, cannot obtain volume discounts or best execution, and does not rebalance client accounts. In addition, under these circumstances a disparity in commission charges may exist between the commissions charged to clients who direct our company to use a particular broker/dealer and those that don’t.

**Trade Aggregation/Block Trading**

Pathfinder Planning LLC does not aggregate client transactions. Our sub-advisors may use block trades for trading efficiencies.

**Item 13 – Review of Accounts**

**Financial Plan Reviews**

Pathfinder Planning LLC sees Clients on a limited engagement and does not provide on-going or automatic reviews for one-time plans unless the client opts for additional Implementation Services. The company recommends annual financial check-ups and regular portfolio reviews. The Client is responsible for initiating this review; however, the company will send follow-up reminders for this service.

Clients who continue Financial Planning services through the Annual Planning Service program have a built-in review schedule and receive regular contact and follow up for their plans.

**Portfolio Management Account Reviews**

Pathfinder Planning LLC monitors client accounts that fall under its investment management program. Accounts are monitored on a regular basis with a formal account review at least annually.

Additional reviews may be offered in certain circumstances. Factors for an additional review include, but are not limited to: changes in economic conditions, changes in the client’s financial situation or investment objectives, or a client’s request.
Clients will receive statements directly from their account custodian(s) on at least a quarterly basis. We encourage our clients to compare custodial account statements with statements prepared by our company for accuracy. Clients are encouraged to notify our company if changes occur in their personal financial situation.

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

Pathfinder Planning LLC may provide financial planning services to clients of other investment advisers. Fees and payments are negotiated.

The company may provide referrals to legal, accounting, tax, insurance or other professionals as a service to our Clients. Neither the company nor its financial planners receive referral fees from these firms or professionals.

Except for the receipt of Research and Soft Dollar Benefits described under Item 12 above, we do not receive any other compensation from outside parties in connection with the investment advice we provide to you.

**Recommendation of Other Advisors**

We may recommend that you use a sub-adviser as part of your asset allocation and investment strategy. The compensation arrangement is designed so that the sub-advisor fee is included with your Pathfinder Planning fee to prevent a conflict of interest. You are not required to use the services of any sub-adviser we recommend.

**Item 15 – Custody**

Under Federal and State regulations, registered investment advisers who are authorized to debit advisory fees from client accounts are considered to have custody. TD Ameritrade and Betterment for Advisors maintain actual custody of your assets and forward advisory fees to Pathfinder Planning. Your statements will be available for you to review on each custodian’s website. You will also receive electronic account statements directly from TD Ameritrade and Betterment for Advisors. You should carefully review those statements promptly.

**Item 16 – Investment Discretion**

Pathfinder Planning LLC offers Investment Management Services on a discretionary basis. Clients must grant discretionary authority in the executed investment advisory contract. Discretionary authority extends to the type and amount of securities to be bought and sold and does not require advance client approval. However, apart from the ability to request the deduction of advisory fees, Pathfinder Planning LLC does not have the ability to withdraw funds or securities from the client’s account.
If you wish, you may limit our discretionary authority in some areas. For example, you may set a limit on the type of securities that can be purchased for your account. This information will be stated in the Investment Policy Statement we will complete with each account Investment Management Agreement. Please refer to the “Advisory Business” section in this Brochure for more information on our discretionary management services.

**Item 17 – Voting Client Securities**

Pathfinder Planning LLC does not vote client proxy requests. You will receive proxy voting information directly from your broker-dealer or other custodian. If you are interested in advice on how to vote a proxy, you may contact the company for a consultation. The standard hourly rate will apply.

**Item 18 – Financial Information**

Pathfinder Planning LLC is required to disclose information about the company's financial condition. The company has no financial issues that impact its ability to work for you. Neither the company nor its officers or management has filed for bankruptcy.

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

**Principal Executive Officers and Management Persons**

Please refer to Item 2 of the Form ADV Part 2B Supplement for Pamela J. Horack, CFP® for information about our Principal Executive Officer’s education and business background.

The officers and management of Pathfinder Planning LLC do not receive performance-based fees.

There are no arbitration cases, civil proceedings, self-regulatory organization proceedings, or administrative proceedings against an officer or manager of the company.

Pathfinder Planning LLC employees who give financial advice to Clients must have a college degree and relevant financial planning and/or investment advisory experience. Employees agree to adhere to the CFP® Board’s Code of Ethics and Professional Responsibility, whether they are a CFP® certificant or not. Our company and our related persons do not have relationships or arrangements with any securities issuer.
This Brochure provides information about the qualifications and business practices of Pamela J. Horack, CFP® that supplements Pathfinder Planning LLC’s brochure. You should have received a copy of that brochure. If you have any questions about the contents of this Brochure, please contact us at 704.301.7522 or info@pathfinderplanningllc.com.

Information about Pamela J. Horack, CFP® is available on the SEC’s website at www.adviserinfo.sec.gov.
Item 2 – Educational Background and Business Experience

Name: Pamela J. Horack, CFP®
Birth Year: 1968
Education:
- Boston University, Certificate in Financial Planning (2014)
- University of South Carolina, BS in Business Administration, Finance Major (1991)

Experience:

<table>
<thead>
<tr>
<th>Company</th>
<th>Position</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pathfinder Planning LLC, Lake Wylie, SC</td>
<td>President, Financial Planner</td>
<td>(2010 – present)</td>
</tr>
<tr>
<td>DLJDirect, Charlotte, NC</td>
<td>Online Brokerage Firm Training Manager</td>
<td>(1998 - 2001)</td>
</tr>
<tr>
<td>Mother, Lake Wylie, SC</td>
<td>Caregiver for two boys</td>
<td>(2004 – forever)</td>
</tr>
<tr>
<td>Charlotte NC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Broker-Dealer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>First Citizens Bank, Greenville, SC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vice President - Curriculum Developer</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Summit National Bank, Greenville, SC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Atlantic Assurance, Charlotte, NC</td>
<td>Training Manager</td>
<td>(2001 - 2002)</td>
</tr>
<tr>
<td>Title, Appraisal and Insurance Company</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Teller, Customer Service Representative, Loan</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Processor, Loan Documentation Specialist</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Certified Financial Planner™ Credentials:
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 68,000 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, administered over a six-hour period, 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.

**Item 3 – Disciplinary Information**
There are no arbitration cases, civil proceedings, self-regulatory organization proceedings, or administrative proceedings against Pamela J. Horack, CFP®.

**Item 4 – Other Business Activities**
Pamela J. Horack, CFP® is not involved in any other investment related business activities.

**Item 5 – Additional Compensation**
Please refer to item 14 of our Form ADV Part 2A Brochure for more information about additional compensation received by our company and Mrs. Horack.

**Item 6 – Supervision**
Pamela J. Horack, CFP® is subject to the company’s Policies and Procedures. The company is based in and regulated by the State of South Carolina and follows the rules and regulations of the state.

**Item 7 – Requirements for State-Registered Advisers**
There are no arbitration cases, civil proceedings, self-regulatory organization proceedings, or administrative proceedings against Pamela J. Horack, CFP®. She has not filed for bankruptcy in any state.
This Brochure provides information about the qualifications and business practices of Aaron M. Salmon, CFP® that supplements Pathfinder Planning LLC’s brochure. You should have received a copy of that brochure. If you have any questions about the contents of this Brochure, please contact us at 704.301.7522 or info@pathfinderplanningllc.com.

Information about Aaron M. Salmon, CFP® is available on the SEC’s website at www.adviserinfo.sec.gov.
Item 2 – Educational Background and Business Experience

Name: Aaron M. Salmon, CFP®
Birth Year: 1974
Education:
Presbyterian College, B.S. Business Administration (1996)
Graduate, Southeastern Trust School at Campbell University (2004)
Queens University, Certificate in Financial Planning (2005)

Experience:
| Stay-at-home Dad (2009-Present) |

Certified Financial Planner™ Credentials:
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 68,000 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, administered over a six-hour period, 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:

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:
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.

Item 3 – Disciplinary Information
There are no arbitration cases, civil proceedings, self-regulatory organization proceedings, or administrative proceedings against Aaron M. Salmon, CFP®.

Item 4 – Other Business Activities
Aaron M. Salmon, CFP® is not involved in any other investment related business activities.

Item 5 – Additional Compensation
Aaron M. Salmon, CFP® does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Pathfinder Planning LLC.

Item 6 – Supervision
As a representative of Pathfinder Planning LLC, Mr. Salmon works closely with his supervisor who reviews all advice provided to clients prior to implementation. Pathfinder Planning implements procedures to ensure employees comply with the firm’s Code of Ethics, and monitors all reports provided to clients. Questions can be referred to 704.301.7522 or info@pathfinderplanningllc.com.

Item 7 – Requirements for State-Registered Advisers
There are no arbitration cases, civil proceedings, self-regulatory organization proceedings, or administrative proceedings against Aaron M. Salmon, CFP®. Mr. Salmon has not filed for bankruptcy for bankruptcy in any state.