



Independent Wealth Network

Item 1

**James M. Poindexter CFP®, AEP®, CLU®, LUTCF, ChFC®**

Poindexter Financial Group, LLC.  
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This ADV Part 2B brochure provides information about **James M. Poindexter** that supplements the Independent Wealth Network, Inc. ADV Part 2A brochure. You should have received a copy of that brochure. Please contact us at (515) 461-5123 or [compliance@indwealth.net](mailto:compliance@indwealth.net) if you did not receive the Independent Wealth Network, Inc. brochure or if you have any questions about the content of this supplement.

Additional information about **James M. Poindexter** is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2

# Educational Background and Business Experience

Year of Birth: 1959

### Formal Education beyond high school:

- FINRA Exams Passed: Series 7, 24, 63 and SIE
- Health, Life and Variable Insurance Licensed

### **CERTIFIED FINANCIAL PLANNER™ (CFP®) – July 2000**

James is certified for financial planning services in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”). Therefore, may refer as a CERTIFIED FINANCIAL PLANNER™ professional or a CFP® professional, and may use these and CFP Board’s other certification marks (the “CFP Board Certification Marks”). CFP® certification is voluntary. No federal or state law or regulation requires financial planners to hold CFP® certification. You may find more information about CFP® certification at [www.cfp.net](http://www.cfp.net).

CFP® professionals have met CFP Board’s high standards for education, examination, experience, and ethics. To become a CFP® professional, an individual must fulfill the following requirements:

- **Education** – Earn a bachelor’s degree or higher from an accredited college or university and complete CFP Board-approved coursework at a college or university through a CFP Board Registered Program. The coursework covers the financial planning subject areas CFP Board has determined are necessary for the competent and professional delivery of financial planning services, as well as a comprehensive financial plan development capstone course. A candidate may satisfy some of the coursework requirement through other qualifying credentials.
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination is designed to assess an individual’s ability to integrate and apply a broad base of financial planning knowledge in the context of real-life financial planning situations.
- **Experience** – Complete 6,000 hours of professional experience related to the personal financial planning process, or 4,000 hours of apprenticeship experience that meets additional requirements.
- **Ethics** – Satisfy the *Fitness Standards for Candidates for CFP® Certification and Former CFP® Professionals Seeking Reinstatement* and agree to be bound by CFP Board’s *Code of Ethics and Standards of Conduct (“Code and Standards”)*, which sets forth the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements to remain certified and maintain the right to continue to use the CFP Board Certification Marks:

- **Ethics** – Commit to complying with CFP Board’s *Code and Standards*. This includes a commitment to CFP Board, as part of the certification, to act as a fiduciary, and therefore, act in the best interests of the client, at all times when providing financial advice and financial planning. CFP Board may sanction a CFP® professional who does not abide by this commitment, but CFP Board does not guarantee a CFP® professional’s services. A client who seeks a similar commitment should obtain a written engagement that includes a fiduciary obligation to the client.

- **Continuing Education** – Complete 30 hours of continuing education hours every two years to maintain competence, demonstrate specified levels of knowledge, skills, and abilities, and keep up with developments in financial planning. Two of the hours must address the *Code and Standards*.

### **Accredited Estate Planner® (AEP®) – August 2003**

A graduate level specialization in estate planning, obtained in addition to already recognized professional credentials within the various disciplines of estate planning. It is awarded by the National Association of Estate Planners & Councils (NAEPC) to estate planning professionals who meet stringent requirements of experience, knowledge, education professional reputation, and character. NAEPC has designated The American College of Financial Services as the primary provider of the education courses required to earn the AEP® designation.

### **Chartered Life Underwriter® (CLU®) – October 1998**

The CLU® has been the respected risk management credential for advisors. Designees have completed eight or more college-level courses representing an average study time of 400 hours. Topics for required courses include insurance and financial planning, life insurance law, estate planning, and planning for business owners and professionals. Elective courses include such advanced topics as income taxes, group benefits, retirement planning, and health insurance. CLU® designees must meet experience and continuing education requirements and must adhere to a high ethical standard. The American College, a non-profit educator with the top level of academic accreditation, awards the mark.

### **Life Underwriter Training Council Fellow (LUTCF) – September 1993**

The LUTCF educational program includes required ethical training and five elective courses chosen from such topics as meeting client needs, serving personal markets, essentials of business insurance, annuities, long-term care, life insurance products, and retirement, investment, and estate planning. An LUTCF has studied the fundamental skills required for an insurance agent and must adhere to an ongoing ethical standard when serving clients. The designation is offered by The American College, a non-profit educator with an 86-year heritage and the highest level of accreditation, in association with the National Association of Insurance and Financial Advisors (NAIFA).

### **Chartered Financial Consultant® (ChFC®) – February 2003**

The ChFC® designation has been a mark of excellence for almost thirty years and currently requires nine college-level courses, the most of any financial planning credential. Average study time to earn the ChFC® exceeds 450 hours. Required courses cover extensive education and application training in financial planning, income taxation, investments, and estate and retirement, and executive compensation. ChFC® designees must meet experience requirements and adhere to continuing education and ethical standards. The American College, a non-product educator with an 86-year heritage and the highest level of academic accreditation, awards the credential.

### **Business Background for the past 5 years:**

- Poindexter Financial Group, LLC. – Insurance Advisor & Business Consultant – 01/1995 to present
- McDermott Investment Service, LLC. – Registered Representative – 01/2019 to present
- Independent Wealth Network, Inc. – Investment Adviser Representative – 09/2017 to present
- The Financial Coach – Owner – 01/2007 to present

### **Item 3 Disciplinary Actions**

List any legal or disciplinary event, which occurred during the previous 10 years. **None**

### **Item 4 Other Business Activities**

Other capacities in which you participate in investment-related business and the material conflicts of interest this presents:

Operating under the name of Poindexter Financial Group, LLC. as both an Investment Adviser Representative of Independent Wealth Network, Inc. for fee-based advisory relationships, and as a Registered Representative of McDermott Investment Services, LLC. for transactional commission-based relationships. Clients choose the compensation arrangement(s) based on their needs and investment objectives.

James is a licensed insurance agent operating under the name Poindexter Financial Group, LLC. to provide insurance products which generate a sales commission.

**Poindexter Financial Group, LLC., McDermott Investment Services, LLC., and Independent Wealth Network, Inc. are not affiliated.**

### **Item 5 Additional Compensation**

Any other activities if they involve more than 10% of your time or compensation:

- **Owner of The Financial Coach**
- **Owner and Manager of JMP Legacy Properties, LLC.**
- **Broker/Real Estate Agent for ERN Real Estate**

Consistent with firm policies, James may attend training events, due diligence meetings, and other events provided and paid for by the sponsors of mutual funds or other investment products which he may recommend to my clients. The receipt of this cash or non-cash compensation may create an incentive to recommend these investment products.

Investment Adviser Representatives are required to act in the best interest of the clients and are required to only recommend investment advisory programs, investment products and securities that are suitable for each client based upon the client's investment objectives, risk tolerance, and financial situation and needs.

Investment Adviser Representatives may also refer clients and prospective clients to a separate disclosure document that the client has or will receive that sets out a more detailed explanation of the material risks of investment strategies or methods of analysis that are or will be used to manage the client's account.

## **Item 6**    **Supervision**

Clients complete an Investment Policy Statement (IPS) as part of their Investment Advisory Agreement which they acknowledge and sign. The Investment Adviser Representative (IAR) relies on this information when providing advice and services to the client. It is the client's responsibility to inform their IAR when their financial profile, goals, or objectives change.

The firm employs automated account supervision processes to identify potential variations from the clients' stated goals and objectives stated in the IPS.

**The supervisor and compliance officer is Andrew Endelman, President & CCO (515) 461-5123**