



Independent
Wealth Network

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

1965 Commerce Center Circle, Suite D
Prescott, AZ 86301
(928) 443-5542

Independent Wealth Network, Inc. 2763 86TH Street, Urbandale, IA 50322 (515) 255-3354

January 2, 2019

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) 255-3354 or 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.

Educational Background and Business Experience

Year of Birth: 1959

Formal Education beyond high school:

FINRA licensed 7, 24, 63

Life. Health and Variable Insurance Licensed

The CERTIFIED FINANCIAL PLANNERS™ - CFP® - 7/2000 The 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”) which it awards to individuals who successfully complete CFP Board’s initial and ongoing certification requirements.

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold the 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 62,000 individuals have obtained the 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 in 10 hours over a two-day 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.

The Accredited Estate Planner® - AEP® – 8/2003 is 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 – 10/1998 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 – 9/1993 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 – 2/2003 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.

Business Background for the past 5 years:

- Preferred Wealth Management, LLC – Investment Advisor Representative 5/01/2004 to present
- Preferred Financial Group, LLC –Financial Advisor - 05/01/2004 to present
- McDermott Investment Services - Registered Representative - 01/03/2019 to present
- Brokers International- Registered Representative – 09/08/2017 to 12/31/2018
- Preferred Group, LLC –Insurance Advisor - 05/01/2004 to present
- Poindexter Financial Group, LLC – Insurance Advisor/Business Consultant – 1/1995 to present
- Broker Dealer Financial Services/Investment Advisors Corp – Registered Representative 10/2015-9/2017
- Centaurus Financial Inc. – Registered Representative and Advisory - 03/10 to 10/2015

Disciplinary Information

List any legal or disciplinary event, which occurred during the previous 10 years.

NONE

Other Business Activities

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

I am a licensed insurance agent using the name Preferred Financial Group to provide insurance products including life insurance, disability insurance, long-term care insurance, and fixed annuities. Selling these types of products can generate a sales commission. I sell variable annuities and alternative investments through McDermott Investment based on client suitability. Any commissions earned are paid directly to me.

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

THE FINANCIAL COACH - TRADENAME TRADEMARK - OWNER; SINCE 1/13/2007; 1965 COMMERCE CENTER CIRCLE, SUITE D, PRESCOTT, AZ 86301; DAY TO DAY BUSINESS ADVISORY ETC/MARKETING; ALL WORKING HOURS SPENT ON THIS ACTIVITY.

Additional Compensation

1. JMP LEGACY PROPERTIES LLC - MANAGER/OWNER - PROPERTY MANAGEMENT PERSONAL PROPERTIES; 1965 COMMERCE CENTER CIRCLE, SUITE D, PRESCOTT, AZ 86301; 10 HOURS PER MONTH SPENT ON THIS ACTIVITY/2 DURING TRADING HOURS.

2. ERN REAL ESTATE - REFERRALS TO DON BONELL – DESIGNATED BROKER/REAL ESTATE AGENT, 503 E. GURLEY STREET, PRESCOTT, AZ; 1 HOUR PER MONTH SPENT ON THIS ACTIVITY/DURING TRADING.

Consistent with firm policies I 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 I may recommend to my clients. The receipt of this cash or non-cash compensation may create an incentive to recommend these investment products.

Investment Advisor Representatives are required to act in the best interest of the clients and are required to recommend only 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.

Supervision

Independent Wealth Network, Inc. supervises the Investment Advisor Representatives (IAR) and monitors the advice he or she provides to clients, and any trading discretion he or she may exercise, through regular reviews of client account activity and positions for adherence to client investment guidelines and the firm's internal policies and procedures. The firm

utilizes general policies applicable to all investment advisory programs and, because of the different features and services of our programs, program-specific policies, and procedures.

The firm's supervisor to your IAR is: Ross Bonifield (602) 424-0020

The firm's compliance officer is: Arthur L. Dinkin CCO (515) 255-3354