Form ADV Part 2 – Firm Brochure

Trail Financial Planning LLC

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Dated December 5, 2017

This Brochure provides information about the qualifications and business practices of Trail Financial Planning LLC, referred to as “Trail Financial” in this document. If you have any questions about the contents of this Brochure, please contact us at the number above. 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.

Trail Financial Planning LLC is registered as an Investment Adviser with the State of Washington. Registration of an Investment Adviser does not imply any level of skill or training.

Additional information about Trail Financial is available on the SEC’s website at www.adviserinfo.sec.gov which can be found using the firm’s identification number: 165063 (be sure to choose “firm” and not “individual” on the website.)

Throughout the document the terms “adviser”, “advisor”, or “planner” may be used to refer to Trail Financial, or a representative of the company.
Item 2: Material Changes

This is an other-than-annual amendment filing of the Form ADV Part 2A for Trail Financial. This filing has a few changes from the previous firm’s Form ADV Part 2A. Sections that were changed are:

- **Item 4: Advisory Business.** I update Assets Under Management.
- **Item 12: Brokerage Practices.** I added to language about using “Shareholder Services Group, or SSG, as a brokerage for client investment accounts, per request by custodian (SSG).
- **Item 15: Custody.** I added to language about using “Shareholder Services Group, or SSG, as a brokerage for client investment accounts, per request by custodian (SSG).

Future Changes

From time to time, we may amend this Disclosure Brochure to reflect changes in our business practices, changes in regulations and routine annual updates as required by the securities regulators. This complete Disclosure Brochure or a Summary of Material Changes shall be provided to each Client annually and if a material change occurs in the business practices of (Company Name).

At any time, you may view the current Disclosure Brochure on-line at the SEC’s Investment Adviser Public Disclosure website at http://www.adviserinfo.sec.gov by searching for our firm name or by our CRD number (company CRD). You may also request a copy of this Disclosure Brochure at any time, by contacting us at (company number).
Item 3: Table of Contents

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Item 4: Advisory Business

Description of Advisory Firm

Trail Financial Planning LLC, AKA “Trail Financial,” is registered as an Investment Adviser with the State of Washington. We were founded on April 28, 2017. John Chesbrough and Elizabeth Weinstein are the principal owners of Trail Financial Planning LLC. The firm is successor to a previous registered investment advisory business known as “John Chesbrough, Investment Advisor,” that had been registered since October 2012. Trail Financial has the following Assets Under Management as detailed in Table 1.

Table 1. Assets Under Management

<table>
<thead>
<tr>
<th>Assets Under Management</th>
<th>12/1/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>AUM with discretion</td>
<td></td>
</tr>
<tr>
<td>Equities</td>
<td>$1,922,946</td>
</tr>
<tr>
<td>Fixed</td>
<td>$242,115</td>
</tr>
<tr>
<td>Cash</td>
<td>$186,911</td>
</tr>
<tr>
<td>Total discretion</td>
<td>$2,351,971</td>
</tr>
<tr>
<td>AUM no discretion</td>
<td></td>
</tr>
<tr>
<td>Equities</td>
<td>$-</td>
</tr>
<tr>
<td>Fixed</td>
<td>$-</td>
</tr>
<tr>
<td>Cash</td>
<td>$-</td>
</tr>
<tr>
<td>Total Assets Under Management</td>
<td>$2,351,971</td>
</tr>
</tbody>
</table>

We provide the following services:

- Financial planning
- Investment management
- Wealth Management – a combined comprehensive financial planning & investment management service

Here are details of the services we offer:

Financial Planning Services

Overall description of financial planning

Financial planning is the process of evaluating and analyzing a client’s current and future financial state. A primary focus of the work is establishing goals, and helping the client plan for and manage their finances to achieve those goals. A planner uses currently known variables to predict future cash flows, asset values and withdrawal plans. We offer both targeted and
comprehensive financial planning. The key aspect of comprehensive financial planning is that all questions, information and analysis will be considered as they impact and are impacted by the entire financial and life situation of the client (see detailed list of Financial Planning topics starting on page 9). Targeted or hourly financial planning focuses on only one topic.

Description of comprehensive financial planning services

**Develop a Comprehensive Financial Plan.** In this service, we address a client’s full financial life by developing and presenting a comprehensive financial plan. We explore your values, your goals, and your current financial condition. We assess how you are utilizing your financial resources. We address each of the relevant topics of financial planning listed below under “Topics for Comprehensive Financial Planning” (on the following page). We analyze the information to produce multiple scenarios, or recommendations. We work together to develop an implementation plan. For one calendar month after an implementation plan is presented, the client may access the planner by phone or virtual contact (email or video conference) for any follow-up work. At the end of the one-month contact window, the engagement to develop a Comprehensive Financial Plan is terminated. Fees pertaining to this service are outlined in Item 5 of this brochure.

Details, and what the client receives:

- **Discovery Meeting** – About two hours of conversation around goals and financial data gathering. This meeting can be done in person, or virtually.
- **Data follow-up** – Once data is input into financial planning software, client and advisor review the inputs for validity. This is a virtual meeting (with screen sharing).
- **Analysis** – Advisor analyzes the information.
- **Scenario preparation and recommendations** – Advisor creates multiple scenarios, including an assessment of “maintain current plan.”
- **Financial Plan presentation** – Advisor presents the plan and recommended scenarios to the client, in person or virtually.
- **Implementation plan** – Client and advisor together create an implementation plan. The implementation plan does not necessarily include the services of the advisor.
- **One month support** – Client may contact advisor for one calendar month after delivery of the implementation plan for questions or clarifications regarding the plan. Contact may be made by telephone or virtually (email or video conference).

Please note: There may be a conflict-of-interest between the planner in creating the implementation plan, because some of the recommended services may be offered by the planner. Client and advisor should address the conflict during the delivery of implementation plan.
**Ongoing Comprehensive Financial Planning Service.** This service involves working one-on-one with a planner over an extended period of time. By paying a monthly/quarterly retainer, clients get continuous access to a planner who will work with them to implement, monitor and update their comprehensive financial plan, as well as address ongoing financial planning issues. Fees pertaining to this service are outlined in Item 5 of this brochure.

Details, and what the client receives:

- A prioritized implementation plan, presented electronically or on paper, to establish the most important areas for financial planning work.
- Regular contact from your planner, at least once per quarter to address progress towards your implementation plan. Contact may be by phone, or virtual communication.
- Quarterly contact regarding specific financial planning topics according to a monthly service calendar.
- Ongoing support by phone or virtual contact about any financial planning topic you wish to address.
- Annual, or biennial (every other year), update of comprehensive financial plan (per client preference).
- Celebrations of accomplishing tasks in the implementation plan!

**Description of targeted financial planning services**

**Targeted Financial Planning - a single issue financial analysis.** This is also known as “project-based financial planning.” If a client has a single question of financial planning they wish to explore, such as “Will you see if my investments make sense for me?” or “How can I better manage my tax bill?” we can do a project-based planning engagement. The work includes a data gather, analysis, recommendations, and plan presentation. For one calendar month after the plan is delivered to the client, the client may access the planner by phone or virtual contact (email or video conference) for any follow-up work. After one calendar month, the Targeted Financial Planning engagement is terminated. Fees pertaining to this service are outlined in Item 5 of this brochure.

Details, and what the client receives in a targeted financial planning engagement:

- **Discovery Meeting** – Client and advisor meet to clarify the scope of work and gather financial data. This meeting can be done in person, or virtually.
- **Analysis** – Advisor analyzes the information.
- **Targeted planning presentation** – Advisor presents the results of the analysis to the either in person or virtually.
- **One month support** – Client may contact advisor for one calendar month (~30 days) after the presentation. Contact may be made by telephone or virtually (email or video conference).
Hourly Financial Planning. We may provide hourly financial planning services.
Topics of Comprehensive Financial Planning

In general, the financial plan and comprehensive financial planning will address any or all of the following areas of concern. The client and advisor will work together to select the specific areas to cover. These areas may include, but are not limited to, the following:

- **Business Planning:** We provide consulting services for clients who currently operate their own business, are considering starting a business, or are planning for an exit from their current business. Under this type of engagement, we work with you to assess your current situation, identify your objectives, and develop a plan aimed at achieving your goals.

- **Cash Flow and Debt Management:** We will conduct a review of your income and expenses to determine your current surplus or deficit along with advice on prioritizing how any surplus should be used or how to reduce expenses if they exceed your income. Advice may also be provided on which debts to pay off first based on factors such as the interest rate of the debt and any income tax ramifications. We may also recommend what we believe to be an appropriate cash reserve that should be considered for emergencies and other financial goals, along with a review of accounts (such as money market funds) for such reserves, plus strategies to save desired amounts.

- **College Savings:** Includes projecting the amount that will be needed to achieve college or other post-secondary education funding goals, along with advice on ways for you to save the desired amount. Recommendations as to savings strategies are included, and, if needed, we will review your financial picture as it relates to eligibility for financial aid or the best way to contribute to grandchildren (if appropriate).

- **Employee Benefits Optimization:** We will provide review and analysis as to whether you, as an employee, are taking the maximum advantage possible of your employee benefits. If you are a business owner, we will consider and/or recommend the various benefit programs that can be structured to meet both business and personal retirement goals.

- **Estate Planning:** This usually includes an analysis of your exposure to estate taxes and your current estate plan, which may include whether you have a will, powers of attorney, trusts and other related documents. Our advice also typically includes ways for you to minimize or avoid future estate taxes by implementing appropriate estate planning strategies such as the use of applicable trusts.
We always recommend that you consult with a qualified attorney when you initiate, update, or complete estate planning activities. We may provide you with contact information for attorneys who specialize in estate planning when you wish to hire an attorney for such purposes. From time-to-time, we will participate in meetings or phone calls between you and your attorney with your approval or request.

- **Financial Goals:** We will help clients identify financial goals and develop a plan to reach them. We will identify what you plan to accomplish, what resources you will need to make it happen, how much time you will need to reach the goal, and how much you should budget for your goal.

- **Insurance:** Review of existing policies to ensure proper coverage for life, health, disability, long-term care, liability, home and automobile.

- **Investment Analysis:** This may involve developing an asset allocation strategy to meet clients’ financial goals and risk tolerance, providing information on investment vehicles and strategies, reviewing employee stock options, as well as assisting you in establishing your own investment account at a selected broker/dealer or custodian. The strategies and types of investments we may recommend are further discussed in Item 8 of this brochure.

- **Retirement Planning:** Our retirement planning services typically include projections of your likelihood of achieving your financial goals, typically focusing on financial independence as the primary objective. For situations where projections show less than the desired results, we may make recommendations, including those that may impact the original projections by adjusting certain variables (i.e., working longer, saving more, spending less, taking more risk with investments).

If you are near retirement or already retired, advice may be given on appropriate distribution strategies to minimize the likelihood of running out of money or having to adversely alter spending during your retirement years.

- **Risk Management:** A risk management review includes an analysis of your exposure to major risks that could have a significant adverse impact on your financial picture, such as premature death, disability, property and casualty losses, or the need for long-term care planning. Advice may be provided on ways to minimize such risks and about weighing the costs of purchasing insurance versus the benefits of doing so and, likewise,
the potential cost of not purchasing insurance (“self-insuring”).

- **Tax Planning Strategies**: Advice may include ways to minimize current and future income taxes as a part of your overall financial planning picture. For example, we may make recommendations on which type of account(s) or specific investments should be owned based in part on their “tax efficiency,” with consideration that there is always a possibility of future changes to federal, state or local tax laws and rates that may impact your situation.

  We recommend that you consult with a qualified tax professional before initiating any tax planning strategy, and we may provide you with contact information for accountants or attorneys who specialize in this area if you wish to hire someone for such purposes. We will participate in meetings or phone calls between you and your tax professional with your approval.

**Investment Management Services**

We offer investment management service through our own in-house service model, and through the use of third party money managers.

**In-house Investment Management Services**

We manage individually tailored investment portfolios. Those portfolios may follow an active or passive management strategy, or a mix. Our firm provides continuous advice to a client regarding the investment of client funds based on the individual needs of the client. Through personal discussions in which goals and objectives based on a client’s particular circumstances are established, we develop a client’s personal Investment Policy Statement with an asset allocation target and create and manage a portfolio based on that policy and allocation target.

During our data-gathering process, we determine the client’s individual objectives, time horizons, risk tolerance, and liquidity needs. We may also review and discuss a client’s prior investment history, as well as family composition and background.

Account supervision is guided by the stated objectives of the client (i.e., maximum capital appreciation, growth, income, or growth and income), as well as tax considerations. Clients may impose reasonable restrictions on investing in certain securities, types of securities, or industry sectors. Fees pertaining to this service are outlined in Item 5 of this brochure.

We do not have any account size limitation for passive management strategies, but we do have a minimum account size of $100,000 for actively managed accounts.
Investment Advisory Services - third party money managers

We also offer investment advisory services by referring clients, where appropriate, to third-party money managers (“Outside Managers”) for portfolio management services. We assist clients in selecting an appropriate allocation model, completing the Outside Manager’s investor profile questionnaire, interacting with the Outside Manager and reviewing the Outside Manager. Our review process and analysis of outside managers is further discussed in Item 8 of this Form ADV Part 2A. Client may impose reasonable restrictions on their account. Additionally, we will meet with the client on a periodic basis to discuss changes in their personal or financial situation, suitability, and any new or revised restrictions to be applied to the account. Fees pertaining to this service are outlined in Item 5 of this brochure.

Account minimum: There is no minimum account size for this service.

Wealth Management

We offer a combined comprehensive, ongoing financial planning and investment management service to our clients. This service does not include the development of a comprehensive financial plan. Each component is the same as described above.

Educational Seminars and Speaking Engagements

We may provide seminars on an “as announced” basis for groups seeking general advice on investments and other areas of personal finance. The content of these seminars will vary depending upon the needs of the attendees. These seminars are purely educational in nature and do not involve the sale of any investment products. Information presented will not be based on any individual’s person’s need, nor does Trail Financial provide individualized investment advice to attendees during these seminars.

Client Tailored Services and Client Imposed Restrictions

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

Wrap Fee Programs

We do not participate in wrap fee programs.
Item 5: Fees and Compensation

Please note, unless a client has received the firm’s disclosure brochure at least 48 hours prior to signing the investment advisory contract, the investment advisory contract may be terminated by the client within five (5) business days of signing the contract without penalty. How we are paid depends on the type of advisory service we are performing. Please review the fee and compensation information below.

Fees for Financial Planning Services

Fee to develop a Comprehensive Financial Plan. The fee is determined by the anticipated time of work and our hourly rate, between $100-$250/hour depending on the expertise required (e.g. administrative vs. professional). The maximum fee for development of a comprehensive financial plan is $5,000. One-half of the agreed-upon fee is due before work begins, and one-half is due at the end of the engagement.

Fee for Ongoing Comprehensive Financial Planning. Ongoing Comprehensive Financial Planning has an annual fee of $1,800. Fees are paid monthly or quarterly, per client preference, at the rate of $150/month, or $450/quarter. The fee may be negotiable, based on the complexity. If an ongoing comprehensive financial planning client also wishes for us to manage investments, their annual fee will be calculated somewhat differently. See “Wealth Management” on page 13.

Fee for Targeted Financial Planning. The fee is determined by the anticipated time of work and our hourly rate, between $100-$250/hour depending on the expertise required (e.g. administrative vs. professional). The maximum fee for targeted financial planning will be $1000. One-half of the agreed-upon fee is due before work begins, and one-half is due at the end of the engagement.

Fee for Hourly Financial Planning. Fees are based upon our hourly rate between $100.00 and $250.00 per hour, depending on the expertise required (e.g. administrative vs. professional planning). The fee may be negotiable in certain cases and is due at the completion of the engagement.

Fee details for all planning work. The fee is written into the client-advisor agreement, and is established before any work is done. Fees may be paid by electronic funds transfer or check. Financial planning services may be terminated at any time by written notice. Upon termination of the agreement, the client will be billed for work completed, and any unearned fee will be refunded to the client. Trail Financial will not bill an amount above $500 more than 6 months in advance.
Fees for Investment Management Services

Our standard advisory fee is based on the market value of the Assets Under Management, or AUM, and is calculated as shown in Table 2:

<table>
<thead>
<tr>
<th>Assets Under Management</th>
<th>Annual Advisory Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0 - $360,000</td>
<td>1.00%</td>
</tr>
<tr>
<td>$360,001 and above</td>
<td>$3,600 + (0.5% of AUM above $360,000)</td>
</tr>
</tbody>
</table>

Investment management fees may be negotiable. They are pro-rated, based upon time of management, and paid in arrears on a quarterly basis. The advisory fee is a blended fee and is calculated by assessing the percentage rates using the predefined levels of assets as shown in the above chart, resulting in a combined weighted fee. For example, an account valued at $1,000,000 would pay an effective fee of 0.68%. This is determined by the following calculation: ($360,000 x 1.00%) + ($640,000 x 0.5%) = $6,800. The AUM is based upon the last open market day of the calendar quarter. No increase in the annual fee shall be effective without agreement from the client by signing a new agreement or amendment to their current advisory agreement.

Advisory fees may be directly debited from client accounts, or paid by check or electronic funds transfer, per client’s choice. An investment management agreement may be terminated at any time with written notice. Accounts initiated or terminated during a calendar quarter will be charged a pro-rated fee based on the amount of time the Client-Advisor Agreement was valid during the billing period. Upon termination, any unearned fee will be refunded to the client.

Members of the same family may combine account values (for purposes of fee calculation) if their finances are enmeshed in such a way as to allow for one Investment Policy Statement and Advisory Agreement to cover all accounts.

Client investment accounts held at Betterment Securities, full legal name, MTG, LLC dba Betterment Securities, will incur an additional 20 basis point, or 0.2% annual fee. The fee is consistent for any level of Assets Under Management.

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1 Assets Under Management, or AUM, are defined by any and all assets that are included in separate Investment Management contract, and for management of which the client pays a fee to the Advisor.
Fees for Wealth Management - combined Financial Planning and Investment Management

Wealth Management is our service of combined financial planning and investment management. The annual fee is $1,800/year, plus 0.5% of Assets Under our Management. The $1,800 annual fee may be negotiable. For example, a Wealth Management client with $300,000 in Assets Under our Management would have a total annual advisory fee of: $1800 + 0.5% × $300,000 = $3,300.

How the fee is paid. We recognize that clients have different preference on the manner they pay fees. Some clients may wish to deduct all or some of their fee from their investment accounts. To accommodate client preference, we decompose the wealth management advisory fee into two components: Financial Planning and Investment Management. Clients have the option to deduct investment management fees directly from their investment account(s). We follow a system to determine how much of the Wealth Management fee is Financial Planning and how much is Investment Management. Here are details:

The total advisory fee is a combination of financial planning fees and investment management fees as follows:

\[
\text{Total annual fee} = \text{Financial Planning fee} + \text{Investment Management fee}
\]

Financial planning fee: The maximum Financial Planning fee is $1,800/year, or $150/month. The fee may be negotiable. A client may pay this portion directly by check or electronic funds transfer.

Investment Management fee: The investment management fee, for Wealth Management clients, is 0.5% of Assets Under our Management (AUM), for all levels of AUM.

If a client wishes to pay more of the fee through Investment Management, we can increase the investment management component to 1% of Assets Under Management (AUM) on the first $360,000 of AUM, following the exact same fee structure as “Investment Management” described on the previous page of this brochure. The financial planning portion of their total advisory fee is reduced by $5 per every $1,000 Assets Under our Management (AUM). The total advisory fee results in the same amount as the $1800 + 0.5% AUM fee structure, but a client could pay a greater portion of his/her advisory fees as investment management. The actual formulas used are presented in Figure 1.
Table 3 shows the total example fees for four different clients (based on different AUM).

Table 3. Fee breakdown for Wealth Management clients wishing to pay more of their Advisory fee through Investment Management.

<table>
<thead>
<tr>
<th>Client</th>
<th>AUM</th>
<th>FP fee</th>
<th>AUM fee</th>
<th>Total fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>David</td>
<td>$</td>
<td>$1,800</td>
<td>$ -</td>
<td>$1,800</td>
</tr>
<tr>
<td>Erin</td>
<td>$100,000</td>
<td>$1,300</td>
<td>$1,000</td>
<td>$2,300</td>
</tr>
<tr>
<td>Fayette</td>
<td>$500,000</td>
<td>$ -</td>
<td>$4,300</td>
<td>$4,300</td>
</tr>
<tr>
<td>Gertrude</td>
<td>$1,000,000</td>
<td>$ -</td>
<td>$6,800</td>
<td>$6,800</td>
</tr>
</tbody>
</table>

Discussion of example client fees.

David, with no Assets Under Management, would pay an un-adjusted financial planning fee of $1,800 per year ($150 per month). He would pay the fee directly by check or fund transfer.

Erin, who has $100,000 of Assets Under our Management would pay a financial planning fee of $1,300 ($108.33 per month) by check or electronic funds transfer, and $1,000 in AUM fee could be debited from her investment account(s) if she so chose. Note that the total fee of $2,300 is the same as calculated by $1800 + 0.5% AUM structure: $1,800 + 0.5%×$100,000 = $2300.

Fayette, with $500,000 AUM, would have no Financial Planning fee, and $4,300 in AUM fees, which she could pay directly or through account debit. Note that the total fee of $4,300 is the same as calculated by $1,800 + 0.5% AUM structure: $1800 + 0.5%×$500,000 = $4,300.

Gertrude, with $1,000,000 AUM, would have no Financial Planning fee, and $6,800 in AUM fees, which she could pay directly or through account debit. Note that the total fee of $6,800 is the same as calculated by $1,800 + 0.5% AUM structure: $1800 + 0.5%×$1,000,000 = $6,800.

Paying the fee

The annual financial planning fee is re-calculated at the annual review, and remains flat for the year. The Financial Planning fee may be paid monthly or quarterly, by check or electronic funds transfer. The investment management fee is paid quarterly, and may be paid by check/electronic...
funds transfer, or directly debited from client investment accounts, per client preference. Fees are paid in arrears for services provided.

Purpose of the combined fee structure

The purpose of this fee structure is to have a transparent and concrete method of fee calculation (based on a formula with well-defined inputs), but allow flexibility in how a client pays their fees. Some clients may wish to pay their fees directly, while other clients may desire to have their fees deducted from investment accounts. Our fee structure allows us to work with a client regardless of the level of their assets they want us to manage.

A note about excessive fees

As fiduciaries to our clients, we research and discuss the effect of fees on their long-term financial health. We aim for our advisory fees to be between 0.5% and 1.0% of Assets Under our Management. However, we recognize that some of our clients without significant Assets Under our Management would be paying a higher fee as measured by “percent of Assets Under Management.” Within the industry, a “reasonable maximum advisor fee” is considered to be less than 2% of Assets Under Management.

However, a client may receive value from our financial planning services apart from the investment management service. Thus, they may wish to engage our services despite the fact that our fees would appear excessive as a “percent of assets under management.” In such a case, where a client is paying a fee higher than 2% of Assets Under Management, we will inform the client of the fee, and disclose to them that it may be possible for them to find another advisor or advisory firm where they can pay less in fees than our firm charges.

Other Types of Fees and Expenses

Our fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which may be incurred by the client, and may be the result of our investment recommendation. 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 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 our fee, and we shall not receive any portion of these commissions, fees, and costs.
If a client investment account is held with Betterment Securities, there will be an additional annual fee associated with the third-party management. The fee is an annual 20 basis points, or 0.2% of Assets Under Management. It is not a blended fee.

Item 12 further describes the factors that we consider in selecting or recommending broker-dealers for client's transactions and determining the reasonableness of their compensation (e.g., commissions).

We do not accept compensation for the sale of securities or other investment products including asset-based sales charges or service fees from the sale of mutual funds.

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

We do not accept performance-based fees for the management of clients' assets. Nor do we have any other affiliated accounts in which we do so (AKA side-by-side management where an adviser manages accounts both with and without performance-based fees).

**Item 7: Types of Clients**

We provide financial planning and investment management services to individuals, families, small businesses and trusts.

We do not have a minimum account size requirement for financial planning services and/or a passive strategy of investment management. However, if a client wishes to for active investment management, the minimum Assets Under Management is $100,000. The $100,000 account minimum for active management may be waived in certain cases.

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

**Investment Analysis methodology and risks**

Investment analysis within financial planning

When clients have us complete an Investment Analysis (described in Item 4 of this brochure) as part of their financial plan, we use a client's goals and risk tolerance/capacity to determine a
recommended asset allocation for their investments. We aggregate their current investment accounts, and assess their current asset allocation. We compare current allocation to recommended allocation. We also look at the actual investments, and evaluate the impact of expenses on portfolio performance.

As we evaluate existing client investments for asset allocation and expenses, our primary method of investment analysis is to use fundamental analysis from primary account documents. If such documents are unavailable, we will use a third party supplier of investment research such as Morningstar. We do not use market timing, charting or technical analysis of the market or market sectors in our analysis.

There are many risks to Investment Analysis including the risk that our information is incorrect or incomplete. There is also an inherent timing risk since we mainly advise our clients on issues of diversification, investment allocation and expense management.

**Actively managed investment accounts**

For our actively managed investment accounts, we predominately analyze investments based on Fundamental analysis. Fundamental analysis involves analyzing individual companies and their industry groups, such as a company’s financial statements, details regarding the company’s product line, the experience, and expertise of the company’s management, and the outlook for the company’s industry. The resulting data is used to measure the true value of the company’s stock compared to the current market value. Our data and information comes from company reports and third-party investment reports. Beyond overall market risk, the risk of fundamental analysis is that information obtained may be incorrect, or the analysis may not provide an accurate estimate of earnings, which may be the basis for a stock’s value. If securities prices adjust rapidly to new information, utilizing fundamental analysis may not result in favorable performance.

**Passive Investment Management**

For our passively managed investment accounts, we primarily recommend low-expense index mutual funds or Exchange Traded Funds. Passive investing involves building portfolios that are comprised of various distinct asset classes. The asset classes are weighted in a manner to achieve a desired relationship between correlation, risk and return. Funds that passively capture the returns of the desired asset classes are placed in the portfolio.

Passive investment management is characterized by low portfolio expenses (i.e. the funds inside the portfolio have low internal costs), minimal trading costs (due to infrequent trading activity), and relative tax efficiency (because the funds inside the portfolio are tax efficient and turnover inside the portfolio is minimal).
Active vs. Passive investing

Passive investing is a strategy where investment manager does not pick individual securities, but owns proportionate amounts corresponding to a broader index (i.e. the S&P 500 market). As the strategy requires little analysis, expenses are generally much lower than actively managed investments. Active management involves a single manager or managers who employ some method, strategy or technique to construct a portfolio that is intended for a specific purpose. The purpose could be to deliver dividend income, to generate returns that are greater than the broader market/designated benchmark, or to invest with a particular set of values (i.e. “socially responsible investing”). If market-beating returns are the only goal, it should be noted that academic research indicates most active managers underperform the market.

Trail Financial does not believe that one strategy is better than another. We believe that the strategy should match the client’s individual goals, financial position and risk tolerance.

Third party managed investment accounts

We employ the use of sub-advisers (“outside managers”). Our analysis of outside managers involves the examination of the experience, expertise, investment philosophies, and past performance of the outside managers in an attempt to determine if that manager has demonstrated an ability to invest over a period of time and in different economic conditions. We monitor the manager’s underlying holdings, strategies, concentrations and leverage as part of our overall periodic risk assessment. Additionally, as part of our due-diligence process, we survey the manager’s compliance and business enterprise risks. A risk of investing with an outside manager who has been successful in the past is that he/she may not be able to replicate that success in the future. In addition, as we do not control the underlying investments in an outside manager’s portfolio. There is also a risk that a manager may deviate from the stated investment mandate or strategy of the portfolio, making it a less suitable investment for our clients. Moreover, as we do not control the manager’s daily business and compliance operations, we may be unaware of the lack of internal controls necessary to prevent business, regulatory or reputational deficiencies.

Material Risks Involved

All investing strategies we offer involve risk and may result in a loss of your original investment which you should be prepared to bear. Many of these risks apply equally to stocks, bonds, commodities and any other investment or security. Material risks associated with our investment strategies are listed below.
Market Risk: Market risk involves the possibility that an investment’s current market value will fall because of a general market decline, reducing the value of the investment regardless of the operational success of the issuer’s operations or its financial condition.

Strategy Risk: The Adviser’s investment strategies and/or investment techniques may not work as intended.

Small and Medium Cap Company Risk: Securities of companies with small and medium market capitalizations are often more volatile and less liquid than investments in larger companies. Small and medium cap companies may face a greater risk of business failure, which could increase the volatility of the client’s portfolio.

Turnover Risk: If an investment portfolio has a turnover rate that is higher than other strategies, it could incur correspondingly greater brokerage commission expenses and may result in the distribution of additional capital gains for tax purposes. These factors may negatively affect the account’s performance. If we, as the investment manager, or a third-party investment manager traded stocks at a high rate (resulting in high turnover), this risk would become relevant to portfolio performance.

Concentration Risk: If your portfolio has an investment with a higher than desired concentration based on portfolio allocation, then the investment may have an exaggerated effect on portfolio performance. A position can become concentrated due to excess purchase, or appreciation of the underlying security. The investment manager should keep aware of this risk, and at the very least, inform the client of the risk.

Interest Rate Risk: Bond (fixed income) prices generally fall when interest rates rise, and the value may fall below par value or the principal investment. The opposite is also generally true: bond prices generally rise when interest rates fall. In general, fixed income securities with longer maturities are more sensitive to these price changes. Most other investments are also sensitive to the level and direction of interest rates.

Legal or Legislative Risk: Legislative changes or Court rulings may impact the value of investments, or the securities’ claim on the issuer’s assets and finances.

Inflation: Inflation may erode the buying-power of your investment portfolio, even if the dollar value of your investments remains the same.

Risks Associated with Securities

Apart from the general risks outlined above which apply to all types of investments, specific securities may have other risks.
Commercial Paper is, in most cases, an unsecured promissory note that is issued with a maturity of 270 days or less. Being unsecured the risk to the investor is that the issuer may default.

Common stocks may go up and down in price quite dramatically, and in the event of an issuer’s bankruptcy or restructuring could lose all value. A slower-growth or recessionary economic environment could have an adverse effect on the price of all stocks.

Corporate Bonds are debt securities to borrow money. Generally, issuers pay investors periodic interest and repay the amount borrowed either periodically during the life of the security and/or at maturity. Alternatively, investors can purchase other debt securities, such as zero coupon bonds, which do not pay current interest, but rather are priced at a discount from their face values and their values accrete over time to face value at maturity. The market prices of debt securities fluctuate depending on such factors as interest rates, credit quality, and maturity. In general, market prices of debt securities decline when interest rates rise and increase when interest rates fall. The longer the time to a bond’s maturity, the greater its interest rate risk.

Bank Obligations including bonds and certificates of deposit may be vulnerable to setbacks or panics in the banking industry. Banks and other financial institutions are greatly affected by interest rates and may be adversely affected by downturns in the U.S. and foreign economies or changes in banking regulations.

Municipal Bonds are debt obligations generally issued to obtain funds for various public purposes, including the construction of public facilities. Municipal bonds pay a lower rate of return than most other types of bonds. However, because of a municipal bond’s tax-favored status, investors should compare the relative after-tax return to the after-tax return of other bonds, depending on the investor’s tax bracket. Investing in municipal bonds carries the same general risks as investing in bonds in general. Those risks include interest rate risk, reinvestment risk, inflation risk, market risk, call or redemption risk, credit risk, and liquidity and valuation risk.

Options and other derivatives carry many unique risks, including time-sensitivity, and can result in the complete loss of principal. While covered call writing does provide a partial hedge to the stock against which the call is written, the hedge is limited to the amount of cash flow received when writing the option. When selling covered calls, there is a risk the underlying position may be called away at a price lower than the current market price.

Exchange Traded Funds prices may vary significantly from the Net Asset Value due to market conditions. Certain Exchange Traded Funds may not track underlying benchmarks as expected.

Investment Companies Risk. When a client invests in open end mutual funds or ETFs, the client indirectly bears its proportionate share of any fees and expenses payable directly by those
funds. Therefore, the client will incur higher expenses, many of which may be duplicative. In addition, the client’s overall portfolio may be affected by losses of an underlying fund and the level of risk arising from the investment practices of an underlying fund (such as the use of derivatives). ETFs are also subject to the following risks: (i) an ETF’s shares may trade at a market price that is above or below their net asset value; (ii) the ETF may employ an investment strategy that utilizes high leverage ratios; or (iii) trading of an ETF’s shares may be halted if the listing exchange’s officials deem such action appropriate, the shares are de-listed from the exchange, or the activation of market-wide “circuit breakers” (which are tied to large decreases in stock prices) halts stock trading generally. The Adviser has no control over the risks taken by the underlying funds in which clients invest.

Item 9: Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of Trail Financial or the integrity of our management.

We have no information applicable to this Item. In other words, neither John Chesbrough nor Elizabeth Weinstein, nor any affiliated person with the firm, have been the object of any disciplinary or legal action. Specifically, neither party has been the subject of any criminal or civil action(s) in domestic or foreign courts, administrative proceeding by the SEC or other regulatory body, or been the subject of any proceeding by a self-regulatory organization.

Item 10: Other Financial Industry Activities and Affiliations

John Chesbrough and Elizabeth Weinstein currently do not participate in other financial industry activities and are not affiliated with other financial firms.

Recommendations or Selections of Other Investment Advisers

As referenced in Item 4 of this brochure, Trail Financial recommends clients to Outside Managers to manage their accounts. In the event that we recommend an Outside Manager, please note that we do not share in their advisory fee. Our fee is separate and in addition to their compensation (as noted in Item 5) and will be described to you prior to engagement. You are not obligated, contractually or otherwise, to use the services of any Outside Manager we
recommend. Additionally, Trail Financial will only recommend an Outside Manager who is properly licensed or registered as an investment adviser.

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

As a fiduciary, our firm and its associates have a duty of utmost good faith to act solely in the best interests of each client. Our clients entrust us with their funds and personal information, which in turn places a high standard on our conduct and integrity. Our fiduciary duty is a core aspect of our Code of Ethics and represents the expected basis of all of our dealings. The firm also adheres to the Code of Ethics and Professional Responsibility adopted by the CFP® Board of Standards Inc., and accepts the obligation not only to comply with the mandates and requirements of all applicable laws and regulations but also to take responsibility to act in an ethical and professionally responsible manner in all professional services and activities.

This code does not attempt to identify all possible conflicts of interest, and literal compliance with each of its specific provisions will not shield associated persons from liability for personal trading or other conduct that violates a fiduciary duty to advisory clients. A summary of the Code of Ethics’ Principles is outlined below.

- Integrity - Associated persons shall offer and provide professional services with integrity.
- Objectivity - Associated persons shall be objective in providing professional services to clients.
- Competence - Associated persons shall provide services to clients competently and maintain the necessary knowledge and skill to continue to do so in those areas in which they are engaged.
- Fairness - Associated persons shall perform professional services in a manner that is fair and reasonable to clients, principals, partners, and employers, and shall disclose conflict(s) of interest in providing such services.
- Confidentiality - Associated persons shall not disclose confidential client information without the specific consent of the client unless in response to proper legal process, or as required by law.
- Professionalism - Associated persons’ conduct in all matter shall reflect credit of the profession.
Diligence - Associated persons shall act diligently in providing professional services. We will, upon request, promptly provide a complete code of ethics.

Our firm and its “related persons” (associates, their immediate family members, etc.) may buy or sell securities the same as, similar to, or different from, those we recommend to clients for their accounts. A recommendation made to one client may be different in nature or in timing from a recommendation made to a different client. Clients often have different objectives and risk tolerances. At no time, however, will our firm or any related party receive preferential treatment over our clients.

In an effort to reduce or eliminate certain conflicts of interest involving the firm or personal trading, our policy may require that we restrict or prohibit associates’ transactions in specific securities transactions. Any exceptions or trading pre-clearance must be approved by our Chief Compliance Officer in advance of the transaction in an account, and we maintain the required personal securities transaction records per regulation.

Item 12: Brokerage Practices

Factors Used to Select Custodians and/or Broker-Dealers

Trail Financial Planning LLC does not have any affiliation with Broker-Dealers. Specific custodian recommendations are made to clients based on their need for such services. We recommend custodians based on the reputation and services provided by the firm. Our primary recommended custodians are:

- TD Ameritrade Institutional, Division of TD Ameritrade, Inc., member FINRA/SIPC (“TD Ameritrade Institutional”)
- Shareholder Services Group, or SSG
- MTG, LLC dba Betterment Securities (“Betterment Securities”)
- Vanguard Brokerage Services

The advisor is not affiliated with any of the brokerage firms listed. None of the brokers supervise the advisor, its agents or activities.

1. Research and Other Soft-Dollar Benefits

We currently receive soft dollar benefits by nature of our relationship with Betterment Securities or TD Ameritrade Institutional. The soft dollar benefits are primarily tools to make the delivery of our investment management services more efficient and effective. Details are included below part 3.

2. Brokerage for Client Referrals
We receive no referrals from a broker-dealer or third party in exchange for using that broker-dealer or third party.

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

We do recommend a specific custodian for clients to use, however, clients may custody their assets at a custodian of their choice. Clients may also direct us to use a specific broker-dealer to execute transactions. By allowing clients to choose a specific custodian, we may be unable to achieve most favorable execution of client transaction and this may cost clients money over using a lower-cost custodian.

We may recommend MTG, LLC dba Betterment Securities (“Betterment Securities”) or TD Ameritrade depending on the investment management services we provide to a client.

The Custodian and Brokers We Use – Betterment

Trail Financial does not maintain custody of your assets that we manage, although we may be deemed to have custody of your assets if you give us authority to withdraw advisory fees from your account (see Item 15—Custody, below). Your assets must be maintained in an account at a “qualified custodian,” generally a broker-dealer or bank. We may recommend that our clients use MTG, LLC dba Betterment Securities (“Betterment Securities”), a registered broker-dealer, member SIPC, as the qualified custodian. We are independently owned and operated and are not affiliated with Betterment Securities. Betterment Securities will hold your assets in a brokerage account and buy and sell securities when we and/or you instruct them to. While we may recommend that you use Betterment Securities as custodian/broker, you will decide whether to do so and will open your account with Betterment Securities by entering into an account agreement directly with them. We do not open the account for you, although we may assist you in doing so. If you do not wish to place your assets with Betterment Securities, then we cannot manage your account on Betterment Institutional (defined below).

Your Brokerage and Custody Costs

For our clients’ accounts that Betterment Securities maintains, Betterment Securities generally does not charge you separately for custody services, but is compensated as part of the Betterment Institutional (defined below) platform fee, which is a percentage of the dollar amount of assets in the account in lieu of commissions. We have determined that having Betterment Securities execute trades is consistent with our duty to seek “best execution” of your trades. Best execution means the most favorable terms for a transaction based on all relevant factors, including those listed above (see “Factors Used to Select Custodians and/or Broker- Dealers”).

Services Available to us via Betterment Institutional
Betterment Securities serves as broker dealer to Betterment Institutional, an investment and advice platform serving independent investment advisory firms like us (“Betterment Institutional”). Betterment Institutional 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 Institutional’s 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 Institutional’s support services:

1. SERVICES THAT BENEFIT YOU. Betterment Institutional includes access to a range of investment products, execution of securities transactions, and custody of client assets through Betterment Securities. Betterment Securities’ services described in this paragraph generally benefit you and your account.

2. SERVICES THAT MAY NOT DIRECTLY BENEFIT YOU. Betterment Institutional 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:
   a. Assist with back-office functions, recordkeeping, and client reporting of our clients’ accounts.
   b. Provide access to client account data (such as duplicate trade confirmations and account statements).
   c. Provide pricing and other market data.
   d. Assist with back-office functions, recordkeeping, and client reporting.

3. SERVICES THAT GENERALLY BENEFIT ONLY US. By using Betterment Institutional, we will be offered other services intended to help us manage and further develop our business enterprise. These services include:
   a. Educational conferences and events.
   b. Consulting on technology, compliance, legal, and business needs.
   c. Publications and conferences on practice management and business succession.

Our Interest in Betterment Securities’ Services

The availability of these services from Betterment Institutional benefits us because we do not have to produce or purchase them. In addition, we don’t have to pay for Betterment Securities’ services. These services may be contingent upon us committing a certain amount of business to Betterment Securities in assets in custody. We may have an incentive to recommend that you maintain your account with Betterment Securities, based on our interest in receiving Betterment Institutional and Betterment Securities’ services that benefit our business rather than based on your interest in receiving the best value in custody services and the most favorable execution of your transactions. This is a potential conflict of interest. We believe, however, that our selection
of Betterment Securities as custodian and broker is in the best interests of our clients. Our selection is primarily supported by the scope, quality, and price of Betterment Securities’ services and not Betterment Institutional and Betterment Securities’ services that benefit only us.

The Custodian and Brokers We Use - TD Ameritrade

Trail Financial participates in the customer program of TD Ameritrade Institutional, Division of TD Ameritrade, Inc., member FINRA/SIPC, and may recommend TD Ameritrade to clients for custody and brokerage services. There is no direct link between Trail Financial’s participation in the program and the investment advice it gives to its clients, although Trail Financial 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 Trail Financial 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 Trail Financial by third party vendors. TD Ameritrade may also have paid for business consulting and professional services received by Trail Financial’s related persons. Some of the products and services made available by TD Ameritrade through the program may benefit Trail Financial but may not benefit its client accounts. These products or services may assist Trail Financial in managing and administering client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help Trail Financial manage and further develop its business enterprise. The benefits received by Trail Financial or its 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, Trail Financial endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by Trail Financial or its related persons in and of itself creates a potential conflict of interest and may indirectly influence Trail Financial’s choice of TD Ameritrade for custody and brokerage services.

Clients may also direct us to use a specific custodian for the holding of assets, or a specific broker-dealer to execute transactions. By allowing clients to choose a specific custodian, we may be unable to achieve most favorable execution of client transaction and this may cost clients money over using a lower-cost custodian.
Aggregating (Block) Trading for Multiple Client Accounts

Outside Managers used by Trail Financial may block client trades at their discretion. Their specific practices are further discussed in their ADV Part 2A, Item 12.

For investments managed by Trail Financial, we may combine multiple orders for shares of the same securities purchased for advisory accounts we manage (this practice is commonly referred to as “block trading”). We will then distribute a portion of the shares to participating accounts in a fair and equitable manner. The distribution of the shares purchased is typically proportionate to the size of the account, but it is not based on account performance or the amount or structure of management fees. Subject to our discretion, regarding particular circumstances and market conditions, when we combine orders, each participating account pays an average price per share for all transactions and pays a proportionate share of all transaction costs. Accounts owned by our firm or persons associated with our firm may participate in block trading with your accounts; however, they will not be given preferential treatment.

Item 13: Review of Accounts

Investment Management client accounts will be reviewed regularly on a quarterly basis by an advisor from Trail Financial. During the regular review, the asset allocation, investment return, and transactions effected in client accounts will be examined. In addition, reasonable client imposed restrictions will be reviewed to confirm that they are being enforced.

Clients will receive trade confirmations from the broker(s) for each transaction in their accounts as well as monthly or quarterly statements and annual tax reporting statements from their custodian showing all activity in the accounts, such as receipt of dividends and interest.

Trail Financial will provide written reports to Investment Management clients on a quarterly basis. We urge clients to compare these reports against the account statements they receive from their custodian.

Item 14: Client Referrals and Other Compensation

We do not receive any economic benefit, directly or indirectly, from any third party for advice rendered to our clients. Nor do we, directly or indirectly, compensate any person who is not advisory personnel for client referrals.
We receive a non-economic benefit from Betterment Institutional and Betterment Securities in the form of the support products and services it makes available to us and other independent investment advisors whose clients maintain their accounts at Betterment Securities. These products and services, how they benefit us, and the related conflicts of interest are described above (see Item 12—Brokerage Practices). The availability to us of Betterment Institutional and Betterment Securities’ products and services is not based on us giving particular investment advice, such as buying particular securities for our clients.

We receive a non-economic benefit from TD Ameritrade in the form of the support products and services it makes available to us and other independent investment advisors whose clients maintain their accounts at TD Ameritrade. These products and services, how they benefit us, and the related conflicts of interest are described above (see Item 12—Brokerage Practices). The availability to us of TD Ameritrade’s products and services is not based on us giving particular investment advice, such as buying particular securities for our clients.

Item 15: Custody

Trail Financial does not accept custody of client funds except in the instance of withdrawing client fees. For client accounts in which Trail Financial directly debits their advisory fee:

i. Trail Financial will send a copy of its invoice to the custodian at the same time that it sends the client a copy.
ii. The custodian will send at least quarterly statements to the client showing all disbursements for the account, including the amount of the advisory fee.
iii. The client will prove written authorization to Trail Financial, permitting them to be paid directly for their accounts held by the custodian.

Clients should receive at least quarterly statements from the broker dealer, bank or other qualified custodian that holds and maintains client’s investment assets. We urge you to carefully review such statements and compare such official custodial records to the account statements or reports that we may provide to you. Our statements or reports may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

The Advisor is not affiliated with the custodian. The custodian does not supervise the advisor, its agents or activities.

Item 16: Investment Discretion
For investment accounts managed by an outside manager, we do not exercise discretion.

For in-house investment management services, we maintain discretion over client accounts with respect to securities to be bought and sold and the amount of securities to be bought and sold. Investment discretion is explained to clients in detail when an advisory relationship has commenced. At the start of the advisory relationship, the client will execute a Limited Power of Attorney which will grant our firm discretion over the account. Additionally, the discretionary relationship will be outlined in the advisory contract and signed by the client.

For those client accounts held at Betterment, the Advisor will have discretion to facilitate the selection of, and changes to, the Betterment Institutional portfolio allocation. Betterment Institutional provides software tools for advisors to facilitate the purchase and sale of securities in the client’s accounts, including the amounts of securities to be bought and sold to align with the client’s goals and risk tolerance, through a series of 101 incremental model portfolio allocations ranging from 0% to 100% in equities.

Item 17: Voting Client Securities

If your account is actively managed, you may own some securities directly, like corporate stocks. One of the rights of stock ownership is to vote on company issues, similar to a right of a citizen is to vote on matters of leadership and policy within one’s country. A request for you to vote, as a share-holder of a private company is called a “proxy.”

Trail Financial does not vote client proxies. Therefore, Clients maintain exclusive responsibility for: (1) voting proxies, and (2) acting on corporate actions pertaining to the Client’s investment assets. The Client shall instruct the Client’s qualified custodian to forward to the Client copies of all proxies and shareholder communications relating to the Client’s investment assets. If the client would like our opinion on a particular proxy vote, they may contact us at the number listed on the cover of this brochure.

In most cases, you will receive proxy materials directly from the account custodian. However, in the event we were to receive any written or electronic proxy materials, we would forward them directly to you by mail, unless you have authorized our firm to contact you by electronic mail, in which case, we would forward you any electronic solicitation to vote proxies.

Item 18: Financial Information

Registered investment advisers are required in this Item to provide you with certain financial information or disclosures about our financial condition. We have no financial commitment that
impairs our ability to meet contractual and fiduciary commitments to clients, and we have not been the subject of a bankruptcy proceeding.

We do not have custody of client funds or securities or require or solicit prepayment of more than $500 in fees per client six months in advance.
Item 19: Requirements for State-Registered Advisers

There are two principal owners of Trail Financial, John Chesbrough and Elizabeth Weinstein. We will describe the background of each owner separately.

Background of John Chesbrough, co-owner Trail Financial Planning LLC

Full Legal Name: Chesbrough, John David
Born: 1972 in Corvallis, OR USA

Educational Background

- 2002 – Master of Science, Physics, Montana State University
- 1994 – Bachelor of Science, Civil Engineering, Oregon State University

Business Experience

- 04/2017 – Present, Trail Financial Planning LLC, co-owner and CCO
- 09/2012 – current, Bellingham School District, Certified Teacher
- 09/2004 – 08/2012, Sedro-Woolley School District, Certified Teacher

Professional Designations, Licensing & Exams

- Passed Series 65 exam, Uniform Investment Adviser Law Examination, June 2012

Other Business Activities

John Chesbrough is currently employed as Certified Teacher in the Bellingham School District. This activity accounts for approximately 40-50 hours of working time during the normal school year from mid-August to mid-June.

Background of Elizabeth Weinstein, co-owner Trail Financial Planning LLC

Full Legal Name: Weinstein, Elizabeth
Born: 1971 in Portland, OR

Educational Background

Trail Financial Planning LLC, Form ADV, part 2A

- 1997 - BS in Psychology, University of Washington
- 2000 - MS in Mental Health Counseling, Western Washington University

**Business Experience**

- 04/2017 – Present, Trail Financial Planning LLC, co-owner
- 05/2002 – Present, Sole Proprietor in Private Practice as Licensed Mental Health Counselor, Elizabeth A Snyder, MS, LMHC

**Professional Designations, Licensing & Exams**

- Passed Series 65 exam, Uniform Investment Adviser Law Examination, March 2017
- Licensed Mental Health Counselor in the state of Washington, LH00007502
- National Board Certified Counselor, 63301

**Other Business Activities**

Elizabeth Weinstein is currently doing business as Elizabeth A. Snyder, MS, LMHC as a sole proprietor providing mental health counseling services to adolescent and young adult women. This activity accounts for 20-30 hours a week of work with 10-15 direct client service hours.

**Performance Based Fees**

Please refer to Item 6 of this brochure.

**Material Disciplinary Disclosures**

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

**Material Relationships That Management Persons Have With Issuers of Securities**

Neither Trail Financial Planning LLC, nor John Chesbrough or Elizabeth Weinstein, have any relationship or arrangement with issuers of securities.
This brochure supplement provides information about John Chesbrough that supplements the Trail Financial Planning LLC (“Trail Financial”) brochure. A copy of that brochure precedes this supplement. Please contact John Chesbrough if the Trail Financial brochure is not included with this supplement or if you have any questions about the contents of this supplement.

Additional information about John Chesbrough is available on the SEC’s website at www.adviserinfo.sec.gov.

Item 2: Educational Background and Business Experience

- 2002 – Master of Science, Physics. Montana State University
- 1994 – Bachelor of Science, Civil Engineering, Oregon State University

Item 3: Disciplinary Information

John Chesbrough has no legal of disciplinary events to report.

Item 4: Other Business Activities
John Chesbrough is currently employed as Certified Teacher in the Bellingham School District. This activity accounts for approximately 40-50 hours of working time during the normal school year from mid-August to mid-June.

Item 5: Additional Compensation

John Chesbrough does not receive any economic benefit from any person, company, or organization, (who is not a client), in exchange for providing clients advisory services through Trail Financial, except for soft dollar benefits as described in Item 12 of the Form ADV Part 2B.

Item 6: Supervision

John Chesbrough, as co-founder and Chief Compliance Officer of Trail Financial, is responsible for supervision. Either person may be contacted at the phone number at (360) 399-6486 or the phone number on this brochure supplement.

Item 7: Requirements for State Registered Advisers

1. John Chesbrough has NOT been involved in any of the events listed below.
   a. An award or otherwise being found liable in an arbitration claim alleging damages in excess of $2,500, involving any of the following:
      i. An investment or an investment-related business or activity;
      ii. Fraud, false statements, or omissions;
      iii. Theft, embezzlement, or other wrongful taking of property;
      iv. Bribery, forgery, counterfeiting, or extortion; or
      v. Dishonest, unfair, or unethical practices.
   b. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:
      i. An investment or an investment-related business or activity;
      ii. Fraud, false statements, or omissions;
      iii. Theft, embezzlement, or other wrongful taking of property;
iv. Bribery, forgery, counterfeiting, or extortion; or
v. Dishonest, unfair, or unethical practices.

2. John Chesbrough has NOT been the subject of a bankruptcy petition at any time.
This brochure supplement provides information about Elizabeth Weinstein that supplements the Trail Financial Planning LLC (“Trail Financial”) brochure. A copy of that brochure precedes this supplement. Please contact John Chesbrough or Elizabeth Weinstein if the Trail Financial brochure is not included with this supplement or if you have any questions about the contents of this supplement.

Additional information about Elizabeth Weinstein is available on the SEC’s website at www.adviserinfo.sec.gov.

Item 2: Educational Background and Business Experience

- 1997- BS in Psychology, University of Washington
- 2000- MS in Mental Health Counseling, Western Washington University

Item 3: Disciplinary Information

Elizabeth Weinstein has no legal or disciplinary events to report.

Item 4: Other Business Activities
Elizabeth Weinstein is currently doing business as Elizabeth A. Snyder, MS, LMHC as a sole proprietor providing mental health counseling services to adolescent and young adult women. This activity accounts for 20-30 hours a week of work with 10-15 direct client service hours.

**Item 5: Additional Compensation**

Elizabeth Weinstein does not receive any economic benefit from any person, company, or organization, (who is not a client), in exchange for providing clients advisory services through Trail Financial, except for soft dollar benefits as described in Item 12 of the Form ADV Part 2B.

**Item 6: Supervision**

John Chesbrough, as co-founder and Chief Compliance Officer of Trail Financial, is responsible for supervision. Either person may be contacted at the phone number at (360) 399-6486 or the phone number on this brochure supplement.

**Item 7: Requirements for State Registered Advisers**

1. Elizabeth Weinstein has NOT been involved in any of the events listed below.
   a. An award or otherwise being found liable in an arbitration claim alleging damages in excess of $2,500, involving any of the following:
      i. An investment or an investment-related business or activity;
      ii. Fraud, false statements, or omissions;
      iii. Theft, embezzlement, or other wrongful taking of property;
      iv. Bribery, forgery, counterfeiting, or extortion; or
      v. Dishonest, unfair, or unethical practices.
   b. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:
      i. An investment or an investment-related business or activity;
      ii. Fraud, false statements, or omissions;
      iii. Theft, embezzlement, or other wrongful taking of property;
iv. Bribery, forgery, counterfeiting, or extortion; or
v. Dishonest, unfair, or unethical practices.

2. Elizabeth Weinstein has NOT been the subject of a bankruptcy petition at any time.