# Flying Point Asset Management, LLC Firm Brochure

This brochure provides information about the qualifications and business practices of Flying Point Asset Management, LLC. If you have any questions about the contents of this brochure, please contact us at (914) 715-5826 or by email at: flyingpointassetmanagement@gmail.com. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about Flying Point Asset Management, LLC is also available on the SEC's website at <u>www.adviserinfo.sec.gov</u>. Flying Point Asset Management, LLC's CRD number is: 157858

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Registration does not imply a certain level of skill or training.

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# **Item 2: Material Changes**

There are no material changes in this brochure from the last annual updating amendment of Flying Point Asset Management, LLC on 02/28/2018. Material changes relate to Flying Point Asset Management, LLC policies, practices or conflicts of interests only.

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# Item 4: Advisory Business

#### A. Description of the Advisory Firm

Flying Point Asset Management, LLC is a Limited Liability Company organized in the state of New York.

This firm has been in business since January of 2011, and the principal owner is Alan Hugh Nadel.

#### **B.** Types of Advisory Services

Flying Point Asset Management, LLC (hereinafter "FPAM") offers the following services to advisory clients:

#### Investment Supervisory Services

FPAM offers ongoing portfolio management services based on the individual goals, objectives, time horizon, and risk tolerance of each client. FPAM creates an Investment Policy Statement for each client, which outlines the client's current situation (income, tax levels, and risk tolerance levels) and then constructs a plan (the Investment Policy Statement) to aid in the selection of a portfolio that matches each client's specific situation. Investment Supervisory Services include, but are not limited to, the following:

- Investment strategy
- Personal investment policy
  - Asset allocation
- Asset selection
- Risk tolerance Regular portfolio monitoring

FPAM evaluates the current investments of each client with respect to their risk tolerance levels and time horizon. FPAM will request discretionary authority from clients in order to select securities and execute transactions without permission from the client prior to each transaction. Risk tolerance levels are documented in the Investment Policy Statement, which is given to each client.

#### Services Limited to Specific Types of Investments

FPAM generally limits its money management to mutual funds, equities, bonds, fixed income, debt securities, ETFs, hedge funds, REITs, and government securities. FPAM may use other securities as well to help diversify a portfolio when applicable.

#### C. Client Tailored Services and Client Imposed Restrictions

FPAM offers the same suite of services to all of its clients. However, specific client financial plans and their implementation are dependent upon the client 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.

Clients may not impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs.

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

A wrap fee program is an investment program where the investor pays one stated fee that includes management fees, transaction costs, fund expenses, and any other administrative fees. FPAM DOES NOT participate in any wrap fee programs.

#### E. Amounts Under Management

FPAM has the following assets under management:

Discretionary Amounts:	Non-discretionary Amounts:	Date Calculated:
\$ 22,761,150.00	\$0.00	December 2018

## Item 5: Fees and Compensation

#### A. Fee Schedule

#### Investment Supervisory Services Fees

Total Assets Under Management	Annual Fee
All Assets Under Management	1.00%

These fees are negotiable depending upon the needs of the client and complexity of the situation, and the final fee schedule is attached as Exhibit II of the Investment Advisory Contract. Fees are collected monthly in arrears, and clients may terminate their contracts with ten days' written notice. Because fees are charged in arrears, no refund policy is necessary. Clients may terminate their accounts without penalty within 5 business days of signing the advisory contract. Clients may terminate their contracts without penalty, for full refund, within 5 business days of signing the advisory contract. Advisory fees are withdrawn directly from the client's accounts with client written authorization.

#### **B.** Payment of Fees

#### Payment of Investment Supervisory Fees

Advisory fees are withdrawn directly from the client's accounts with client written authorization. Fees are paid monthly in arrears.

#### C. Clients Are Responsible For Third Party Fees

Clients are responsible for the payment of all third party fees (i.e. custodian fees, mutual fund fees, transaction fees, etc.). Those fees are separate and distinct from the fees and expenses charged by FPAM. Please see Item 12 of this brochure regarding broker/custodian.

#### **D.** Prepayment of Fees

FPAM collects its fees in arrears. It does not collect fees in advance.

#### E. Outside Compensation For the Sale of Securities to Clients

Neither FPAM nor its supervised persons accept any compensation for the sale of securities or other investment products, including asset-based sales charges or services fees from the sale of mutual funds.

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

FPAM does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

## **Item 7: Types of Clients**

FPAM generally provides management supervisory services to the following types of clients:

- Individuals
- High-Net-Worth Individuals
- Trusts

#### Minimum Account Size

There is an account minimum, \$1,000,000, which may be waived by the investment advisor, based on the needs of the client and the complexity of the situation.

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

#### A. Methods of Analysis and Investment Strategies

#### Methods of Analysis

FPAM's methods of analysis include charting analysis, fundamental analysis, technical analysis, and cyclical analysis.

**Charting analysis** involves the use of patterns in performance charts. FPAM uses this technique to search for patterns used to help predict favorable conditions for buying and/or selling a security.

**Fundamental analysis** involves the analysis of financial statements, the general financial health of companies, and/or the analysis of management or competitive advantages.

**Technical analysis** involves the analysis of past market data; primarily price and volume.

**Cyclical analysis** involved the analysis of business cycles to find favorable conditions for buying and/or selling a security.

#### Investment Strategies

FPAM uses long term trading, short term trading, short sales, and options writing (including covered options, uncovered options, or spreading strategies).

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Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

#### **B.** Material Risks Involved

#### Methods of Analysis

**Charting analysis** strategy involves using and comparing various charts to predict long and short term performance or market trends. The risk involved in solely using this method is that only past performance data is considered without using other methods to crosscheck data. Using charting analysis without other methods of analysis would be making the assumption that past performance will be indicative of future performance. This may not be the case.

**Fundamental analysis** concentrates on factors that determine a company's value and expected future earnings. This strategy would normally encourage equity purchases in stocks that are undervalued or priced below their perceived value. The risk assumed is that the market will fail to reach expectations of perceived value.

**Technical analysis** attempts to predict a future stock price or direction based on market trends. The assumption is that the market follows discernible patterns and if these patterns can be identified then a prediction can be made. The risk is that markets do not always follow patterns and relying solely on this method may not work long term.

**Cyclical analysis** assumes that the markets react in cyclical patterns which, once identified, can be leveraged to provide performance. The risks with this strategy are two-fold: 1) the markets do not always repeat cyclical patterns and 2) if too many investors begin to implement this strategy, it changes the very cycles they are trying to take advantage of.

#### Investment Strategies

Long term trading is designed to capture market rates of both return and risk. Frequent trading, when done, can affect investment performance, particularly through increased brokerage and other transaction costs and taxes.

Short term trading, short sales, and options writing generally hold greater risk and clients should be aware that there is a material risk of loss using any of those strategies.

Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

#### C. Risks of Specific Securities Utilized

FPAM generally seeks investment strategies that do not involve significant or unusual risk beyond that of the general domestic and/or international equity markets. However, it will utilize short sales and options writing which generally hold greater risk of capital

loss and clients should be aware that there is a material risk of loss using any of those strategies.

Past performance is not a guarantee of future returns. Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

# **Item 9: Disciplinary Information**

#### A. Criminal or Civil Actions

There are no criminal or civil actions to report.

#### **B.** Administrative Proceedings

There are no administrative proceedings to report.

C. Self-regulatory Organization (SR) Proceedings

There are no self-regulatory organization proceedings to report.

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

#### A. Registration as a Broker/Dealer or Broker/Dealer Representative

Neither FPAM nor its representatives are registered as or have pending applications to become a broker/dealer or as representatives of a broker/dealer.

#### **B.** Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor

Neither FPAM nor its representatives are registered as or have pending applications to become a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor.

#### C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests

Neither FPAM nor its representatives have any material relationships to this advisory business that would present a possible conflict of interest.

#### D. Selection of Other Advisors or Managers and How This Adviser is Compensated for Those Selections

FPAM does not utilize nor select other advisors or third party managers. All assets are managed by FPAM management.

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

#### A. Code of Ethics

We have a written Code of Ethics that covers the following areas: Prohibited Purchases and Sales, Insider Trading, Personal Securities Transactions, Exempted Transactions, Prohibited Activities, Conflicts of Interest, Gifts and Entertainment, Confidentiality, Service on a Board of Directors, Compliance Procedures, Compliance with Laws and Regulations, Procedures and Reporting, Certification of Compliance, Reporting Violations, Compliance Officer Duties, Training and Education, Recordkeeping, Annual Review, and Sanctions. Our Code of Ethics is available free upon request to any client or prospective client.

#### **B.** Recommendations Involving Material Financial Interests

FPAM does not recommend that clients buy or sell any security in which a related person to FPAM or FPAM has a material financial interest.

#### C. Investing Personal Money in the Same Securities as Clients

From time to time, representatives of FPAM may buy or sell securities for themselves that they also recommend to clients. This may provide an opportunity for representatives of FPAM to buy or sell the same securities before or after recommending the same securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest. FPAM will always document any transactions that could be construed as conflicts of interest and will always transact client business before their own when similar securities are being bought or sold.

#### D. Trading Securities At/Around the Same Time as Clients' Securities

From time to time, representatives of FPAM may buy or sell securities for themselves at or around the same time as clients. This may provide an opportunity for representatives of FPAM to buy or sell securities before or after recommending securities to clients resulting in representatives profiting off the recommendations they provide to clients. Such transactions may create a conflict of interest. FPAM will always transact client's transactions before its own when similar securities are being bought or sold.

# Item 12: Brokerage Practices

#### A. Factors Used to Select Custodians and/or Broker/Dealers

The Custodian, TD AMERITRADE Institutional, Division of TD AMERITRADE, Inc., member FINRA/SIPC/NFA (CRD **#** 5633) was chosen based on their relatively low transaction fees and access to mutual funds and ETFs. FPAM will never charge a premium or commission on transactions, beyond the actual cost imposed by Custodian. FPAM receives a benefit because it does not have to pay for or produce the research services or products.

#### 1. Research and Other Soft-Dollar Benefits

FPAM receives research, products, or services other from its broker-dealer or another third-party in connection with client securities transactions ("soft dollar benefits"). There is no minimum client number or dollar number that FPAM must meet in order to receive free research from the custodian or broker/dealer. The first consideration when recommending broker/dealers to clients is best execution. FPAM receives a benefit because it does not have to pay for or produce the research, services, or products and therefore FPAM might have an incentive to recommend a custodian based on its interest rather than their clients.

#### 2. Brokerage for Client Referrals

FPAM receives 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

FPAM will not allow clients to direct FPAM to use a specific broker-dealer to execute transactions. Clients must use FPAM recommended custodian (broker-dealer). By requiring clients to use our specific custodian, FPAM may be unable to achieve most favorable execution of client transactions and this may cost clients money over using a lower-cost custodian.

#### **B.** Aggregating (Block) Trading for Multiple Client Accounts

FPAM maintains the ability to block trade purchases across accounts. Block trading may benefit a large group of clients by providing FPAM the ability to purchase larger blocks resulting in smaller transaction costs to the client. Declining to block trade can cause more expensive trades for clients.

### Item 13: Reviews of Accounts

#### A. Frequency and Nature of Periodic Reviews and Who Makes Those Reviews

Client accounts are reviewed at least monthly only by Alan Hugh Nadel, Managing Member. Alan Hugh Nadel is the chief advisor and is instructed to review clients' accounts with regards to their investment policies and risk tolerance levels. All accounts at FPAM are assigned to this reviewer.

# **B.** Factors That Will Trigger a Non-Periodic Review of Client Accounts

Reviews may be triggered by material market, economic or political events, or by changes in client's financial situations (such as retirement, termination of employment, physical move, or inheritance).

#### C. Content and Frequency of Regular Reports Provided to Clients

Each client will receive at least quarterly from the custodian, a written report that details the client's account including assets held and asset value which will come from the custodian.

### **Item 14: Client Referrals and Other Compensation**

#### A. Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)

FPAM does not receive any economic benefit, directly or indirectly from any third party for advice rendered to FPAM clients.

#### B. Compensation to Non – Advisory Personnel for Client Referrals

FPAM does not directly or indirectly compensate any person who is not advisory personnel for client referrals.

# Item 15: Custody

FPAM, with Client's written authority, has limited custody of client's assets through direct fee deduction of FPAM's Fees only. Constructive custody of all client's assets and holdings is maintained primarily at TD AMERITRADE Institutional, Division of TD AMERITRADE, Inc., member FINRA/SIPC/NFA (CRD # 5633). Clients will receive all required account statements and billing invoices that are required in each jurisdiction, and they should carefully review those statements for accuracy. FPAM does not provide account statements to clients in addition to those provided by the custodian.

### Item 16: Investment Discretion

For those client accounts where FPAM provides ongoing supervision, the client has given FPAM written discretionary authority over the client's accounts with respect to securities to be bought or sold and the amount of securities to be bought or sold. Details of this relationship are fully disclosed to the client before any advisory relationship has commenced. The client provides FPAM discretionary authority via a limited power of attorney in the Investment Advisory Contract and in the contract between the client and the custodian.

## Item 17: Voting Client Securities (Proxy Voting)

FPAM will not ask for, nor accept voting authority for client securities. Clients will receive proxies directly from the issuer of the security or the custodian. Clients should direct all proxy questions to the issuer of the security.

# **Item 18: Financial Information**

#### A. Balance Sheet

FPAM does not require nor solicit prepayment of more than \$500 in fees per client, six months or more in advance and therefore does not need to include a balance sheet with this brochure.

# **B.** Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients

Neither FPAM nor its management have any financial conditions that are likely to reasonably impair our ability to meet contractual commitments to clients.

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#### **C. Bankruptcy Petitions in Previous Ten Years**

FPAM has not been the subject of a bankruptcy petition in the last ten years.

## Item 19: Requirements For State Registered Advisers

#### A. Principal Executive Officers and Management Persons; Their Formal Education and Business Background

FPAM currently has only one management person/executive officer; Alan Hugh Nadel. Alan Hugh Nadel's education and business background can be found on the Supplemental ADV Part 2B form.

# **B.** Other Businesses in Which This Advisory Firm or its Personnel are Engaged and Time Spent on Those (If Any)

Alan Hugh Nadel's other business activities can be found on the Supplemental ADV Part 2B form.

#### C. How Performance Based Fees are Calculated and Degree of Risk to Clients

FPAM does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

# D. Material Disciplinary Disclosures for Management Persons of this Firm

No management person at FPAM or FPAM has been involved in an arbitration claim or been found liable in a civil, self-regulatory organization, or administrative proceeding that is material to the client's evaluation of the firm or its management.

# E. Material Relationships That Management Persons Have With Issuers of Securities (If Any)

Neither FPAM, nor its management persons, has any relationship or arrangement with issuers of securities.