



**Koesten Hirschmann & Crabtree, Inc.  
dba KHC Wealth Management  
10000 College Blvd., Suite 260  
Overland Park, KS 66210  
913-345-1881  
www.makinglifecount.com**

**IARD/CRD Number: 107212**

**January 27, 2017**

**This brochure provides information about the qualifications and business practices of Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management. If you have any questions about the contents of this brochure, please contact Stewart Koesten at 913-345-1881. 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.**

**Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management is a registered investment adviser. Registration of an investment adviser does not imply any level of skill or training.**

**Additional information about Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Item 2: Summary of Material Changes**

There have not been material changes since the March 10, 2016 filing on the IARD system.

**Item 3: Table of Contents**

<b>Item 1: Cover Page .....</b>	<b>1</b>
<b>Item 2: Summary of Material Changes.....</b>	<b>2</b>
<b>Item 3: Table of Contents .....</b>	<b>3</b>
<b>Item 4: Advisory Business.....</b>	<b>4</b>
<b>Item 5: Fees and Compensation.....</b>	<b>5</b>
<b>Item 6: Performance-Based Fees and Side-By-Side Management.....</b>	<b>8</b>
<b>Item 7: Types of Clients .....</b>	<b>8</b>
<b>Item 8: Methods of Analysis, Investment Strategies, and Risk of Loss .....</b>	<b>9</b>
<b>Item 9: Disciplinary Information .....</b>	<b>10</b>
<b>Item 10: Other Financial Industry Activities and Affiliations.....</b>	<b>11</b>
<b>Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading.....</b>	<b>11</b>
<b>Item 12: Brokerage Practices .....</b>	<b>11</b>
<b>Item 13: Review of Accounts .....</b>	<b>13</b>
<b>Item 14: Client Referrals and Other Compensation .....</b>	<b>14</b>
<b>Item 15: Custody .....</b>	<b>14</b>
<b>Item 16: Investment Discretion .....</b>	<b>15</b>
<b>Item 17: Voting Client Securities.....</b>	<b>15</b>
<b>Item 18: Financial Information .....</b>	<b>15</b>
<b>Form ADV Part 2b for Each Supervised Person.....</b>	<b>16</b>

#### **ITEM 4 – ADVISORY BUSINESS**

KHC is an investment adviser providing financial planning, consulting, and investment management services. Prior to engaging KHC to provide any of the foregoing investment advisory services, the client is required to enter into one or more written agreements with KHC setting forth the terms and conditions under which KHC renders its services (collectively the “*Agreement*”). Neither KHC nor the client may assign the *Agreement* without the consent of the other party. A transaction that does not result in a change of actual control or management of KHC is not considered an assignment.

KHC was formed in 1996 and began advising clients in 1997. Stewart Koesten and Matthew Starkey are the principal owners of KHC. KHC has \$347,325,538 of discretionary assets under management as of December 31, 2016.

This disclosure brochure describes the business of KHC. Certain sections will also describe the activities of *Supervised Persons*. *Supervised Persons* are any of KHC’s officers, partners, directors (or other persons occupying a similar status or performing similar functions), or employees, or any other person who provides investment advice on KHC’s behalf and is subject to KHC’s supervision or control.

#### **Financial Planning and Consulting Services**

KHC may provide its clients with a broad range of comprehensive financial planning and consulting services (which may include non-investment related matters). These services vary, depending upon the engagement:

##### *Comprehensive Financial Planning Services*

Under a Comprehensive Financial Planning engagement, KHC provides a review of the client’s financial and related situation and will prepare a detailed Financial Planning Case Analysis (the “*Analysis*”). KHC’s comprehensive financial planning services also include the investment management services described below. KHC will conduct necessary interviews of the client to determine personal financial objectives and in-depth examination and analyses of the client’s financial documents and situation. KHC reviews the client’s assets and liabilities, current and projected income and expenses, insurance program and investment portfolio. An *Analysis* is developed, with a complete outline of many aspects of the client’s current financial circumstances.

The *Analysis* is presented and fully explained to the client. A complete description of the various recommendations and plan options available to the client for implementation are also included in the *Analysis*.

During the Comprehensive Financial Planning engagement, KHC conducts periodic sessions to review the client’s financial situation. Each review will typically focus on a portion of the financial plan so that the entire plan is reviewed in detail over the course of a year. The reviews include an interview to obtain current information and update segments of the *Analysis* as needed. The update is presented to the client, along with new recommendations as needed. Planners are available to provide counseling during the ongoing engagement and will contact the client periodically to record progress.

##### *Non-Comprehensive Financial Planning and Consulting Services*

In addition to the comprehensive services described above, KHC may also be engaged to provide its clients with a broad range of non-comprehensive financial planning and consulting services. In performing the planning and consulting services, KHC is not required to verify any information received from the client or from the client’s other professionals (e.g., attorney, accountant, etc.)

and is expressly authorized to rely on such information. KHC may recommend the services of itself, and/or other professionals to implement its recommendations. Clients are advised that a conflict of interest exists if KHC recommends its own services. The client is under no obligation to act upon any of the recommendations made by KHC under a financial planning or consulting engagement or to engage the services of any such recommended professional, including KHC itself. The client retains absolute discretion over all such implementation decisions and is free to accept or reject any of KHC's recommendations. Clients are advised that it remains their responsibility to promptly notify KHC if there is ever any change in their financial situation or investment objectives for the purpose of reviewing, evaluating, or revising KHC's previous recommendations and/or services.

#### *Human Capital Services*

In addition to the above, KHC also offers Human Capital Services. These services include executive coaching, career transition planning, career coaching, career path planning, and compensation consulting.

#### **Investment Management Services**

Clients can engage KHC to manage all or a portion of their assets on a discretionary basis. KHC offers this as a stand-alone service or as part of the Comprehensive Financial Planning engagement described above.

KHC primarily allocates clients' investment management assets among mutual funds, exchange-traded funds ("ETFs"), and individual debt and equity securities in accordance with the investment objectives of the client.

Where appropriate, the KHC may also provide advice about any type of legacy position or other investment held in client portfolios. KHC also may render non-discretionary investment management services to clients relative to variable life/annuity products that they may own, their individual employer-sponsored retirement plans, and/or 529 plans or other products that may not be held by the client's primary custodian. In so doing, KHC either directs or recommends the allocation of client assets among the various investment options that are available with the product. Client assets are maintained at the specific insurance company or custodian designated by the product.

KHC tailors its advisory services to the individual needs of clients. KHC consults with clients initially and on an ongoing basis to determine risk tolerance, time horizon and other factors that may impact the clients' investment needs. KHC ensures that clients' investments are suitable for their investment needs, goals, objectives and risk tolerance.

Clients are advised to promptly notify KHC if there are changes in their financial situation or investment objectives, or if they wish to impose any reasonable restrictions upon KHC's management services.

In the event of trading errors caused by KHC employees, it is KHC's policy to make its clients whole and to document errors in its trade error file. Depending on the Custodian used, a KHC created trade error that results in a net credit will be donated to a charity of KHC's choice. One Custodian will donate the gain to charity, if it is more than \$100 and if the gain is less than \$100, the Custodian will keep the gain to minimize and offset its administrative time and expense. Another Custodian's process is if there is a loss of more than \$5, the loss will be billed to KHC. In the event of a gain due to trade error, the gain is set aside and used to offset any other losses over the past 30 days for the firm, and if none, it will be held for 30 days to offset any future losses for the firm during that period of time. After 30 days any gains are kept by Custodian.

## ITEM 5 – FEES AND COMPENSATION

KHC offers its services on a fee basis, which may include hourly fees, as well as fees based upon assets under management or investable net worth (as defined below under “Comprehensive Financial Planning Fee”).

### **Comprehensive Financial Planning and Investment Management Fee**

KHC provides comprehensive financial planning (including investment management services, or investment management services alone (without financial planning services) for an annual fee based respectively upon a percentage of the client’s investable net worth or the market value of the assets being managed by KHC. KHC’s annual fee is exclusive of, and in addition to transaction fees and other related costs and expenses which are incurred by the client. KHC does not, however, receive any portion of these transaction fees and costs.

#### *Comprehensive Financial Planning Fee*

For Comprehensive Financial Planning services, KHC may charge clients based upon a percentage of their investable net worth, which is equal to a client’s total assets minus personal use assets minus investment debt. The total fee is calculated by applying a fee schedule rate to the client’s investable net worth. The total fee is then bifurcated into (1) an asset management fee component and (2) a financial planning fee component. The asset management fee component is calculated as a percentage of the market value of the portfolio assets under management as described below in “Investment Management Services.” The asset management fee component is billed quarterly, in advance, based on the value of the portfolio on the last day of the preceding quarter. Thus, the asset management fee component may vary with changes in the portfolio value. The financial planning fee component is a fixed fee that is determined ordinarily by subtracting the estimated annual asset management fee from the total fee. However, in certain instances, a client’s portfolio assets under management may constitute all or a substantial portion of the client’s investable net worth such that the asset management fee component would nearly replicate the total fee. In such instances, KHC imposes a minimum financial planning fee component. Please see Item 7 below for detailed information about minimum fees for our Comprehensive Financial Planning services. The financial planning fee is also billed quarterly, in advance.

The client’s investable net worth is determined annually by KHC. Under this fee arrangement, there is the potential for a conflict of interest in that the valuation is not independently determined. KHC has a fiduciary duty to act in the best interest of its clients and will discuss the valuation methodology used to determine the client’s investable net worth and portfolio value at the client’s request. The annual total fee rate is subject to change with written notice, but generally varies (between 0.50% and 1.20%) depending upon the investable net worth as follows:

<b><u>INVESTABLE NET WORTH</u></b>	<b><u>BASE FEE</u></b>
First \$500,000	1.20%
\$500,001 to \$1,000,000	1.00%
\$1,000,001 to \$5,000,000	0.80%
\$5,000,001 to \$10,000,000	0.60%
Above \$10,000,000	0.50%

#### *Investment Management Services*

Clients can also engage KHC to provide investment management services without any of the additional services discussed in the Comprehensive Planning section, above. KHC’s annual fee for investment management services alone is based upon the market value of the portfolio

assets on the last day of the preceding quarter. The investment management fee is billed quarterly, in advance and will be prorated for any partial period in which services are provided. The annual fee rate is subject to change with written notice, but generally varies (typically between 0.50% and 1.25%) depending upon the market value of the assets under management, as follows:

<u>PORTFOLIO VALUE</u>	<u>BASE FEE</u>
First \$500,000	1.20%
\$500,001 to \$1,000,000	1.00%
\$1,000,001 to \$5,000,000	0.80%
\$5,000,001 to \$10,000,000	0.60%
Above \$10,000,000	0.50%

KHC's fees for Comprehensive Financial Planning and investment management services are subject to change at any time upon KHC's written notice to a client. Following such notice, a client will be deemed to have approved such change in fees unless he or she sends a written notice of objection to KHC within 30 days. In addition, KHC, in its sole discretion, may negotiate to charge a lesser total annual fee based upon certain criteria (i.e., anticipated future earning capacity, anticipated future additional assets, dollar amount of assets to be managed, related accounts, account composition, pre-existing client, account retention, pro bono activities, etc.).

#### **Financial Planning and Consulting Fees**

KHC may charge a fixed fee and/or hourly fee for financial planning and consulting services that fall outside of the Comprehensive Financial Planning services discussed above. These fees are negotiable, but generally range from \$100 to \$275 on an hourly rate basis. Fixed fees are determined based upon the amount of services to be provided. The hourly and fixed fees depend upon the level and scope of the services and the professional rendering the financial planning and/or the consulting services.

Prior to engaging KHC to provide financial planning and/or consulting services, the client is required to enter into a written agreement with KHC setting forth the terms and conditions of the engagement. Generally, KHC requires one-half of the financial planning / consulting fee (estimated hourly or fixed) payable upon entering the written agreement. The balance is generally due upon delivery of the financial plan or completion of the agreed upon services.

KHC, in its sole discretion, may negotiate to charge a lesser financial planning and consulting services fee based upon certain criteria (i.e., anticipated future earning capacity, anticipated future additional assets, dollar amount of assets to be managed, related accounts, account composition, pre-existing client, account retention, *pro bono* activities, etc.).

#### **Fees Charged by Financial Institutions**

As further discussed in response to Item 12 (below), KHC generally recommends that clients utilize the brokerage and clearing services of Raymond James Financial Services, Inc. ("*RJFS*") or Charles Schwab & Co., Inc. ("*Schwab*") for investment management accounts.

KHC may only implement its investment management recommendations after the client has arranged for and furnished KHC with all information and authorization regarding accounts with appropriate financial institutions. Financial institutions include, but are not limited to, *RJFS*, *Schwab*, any other broker-dealer recommended by KHC, broker-dealer directed by the client, trust companies, banks etc. (collectively referred to herein as the "*Financial Institutions*").

Clients may incur certain charges imposed by the *Financial Institutions* and other third parties such as custodial fees, charges imposed directly by a mutual fund or ETF in the account, which shall be disclosed in the fund's prospectus (e.g., fund management fees and other fund expenses), 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. Such charges and fees are exclusive of and in addition to KHC's fee.

KHC's *Agreement* and the separate agreement with any *Financial Institutions* authorizes KHC to debit the client's account for the amount of KHC's fee and to directly remit that management fee to KHC. Any *Financial Institutions* recommended by KHC have agreed to send a statement to the client, at least quarterly, indicating all amounts disbursed from the account including the amount of management fees paid directly to KHC.

#### **Fees for Management During Partial Periods of Service**

For the initial period of investment management services, the fees shall be calculated on a *pro rata* basis.

The *Agreement* between KHC and the client will continue in effect until terminated by either party pursuant to the terms of the *Agreement*. KHC's fees are prorated through the date of termination and any remaining balance is charged or refunded to the client, as appropriate.

Additions may be in cash or securities provided that KHC reserves the right to liquidate any transferred securities or decline to accept particular securities into a client's account. KHC may consult with its clients about the options and ramifications of transferring securities. However, clients are advised that when transferred securities are liquidated, they are subject to transaction fees, fees assessed at the mutual fund level (i.e. contingent deferred sales charge) and/or tax ramifications.

Clients may make additions to and withdrawals from their account at any time, subject to KHC's right to terminate an account. Clients may withdraw account assets on notice to KHC, subject to the usual and customary securities settlement procedures. However, KHC designs its portfolios as long-term investments and the withdrawal of assets may impair the achievement of a client's investment objectives. If assets are deposited into or withdrawn from an account after the inception of a quarter that exceed \$10,000, the fee payable with respect to such assets will be prorated based on the number of days remaining in the quarter.

#### **ITEM 6 – PERFORMANCE-BASED FEES AND SIDE-BY-SIDE MANAGEMENT**

We do not charge performance-based fees nor do we engage in side-by-side management. Performance-based fees are defined as fees based on a share of capital gains on or capital appreciation of the assets of a client.

#### **ITEM 7 – TYPES OF CLIENTS**

KHC provides its services to individuals, pension and profit sharing plans, trusts, estates, charitable organizations, corporations and other business entities.

#### **Minimum Fee**

As a condition for starting and maintaining a relationship, KHC generally imposes a minimum annual total fee of \$7,000 for Comprehensive Financial Planning services, which includes a minimum annual financial planning fee component of \$4,000. This minimum fee may have the effect of making KHC's service impractical for clients, particularly those with portfolios less than \$1,000,000 under KHC's management or a family income under \$250,000.



For investment management clients with less than \$250,000 in investable net worth, the firm charges a minimum fee of \$3,000.

KHC does not impose a minimum annual fee for its fixed/hourly financial planning and consulting services that fall outside of the Comprehensive Financial Planning services.

KHC, in its sole discretion, may waive its minimum annual fees based upon certain criteria including anticipated future earning capacity, anticipated future additional assets, dollar amount of assets to be managed, related accounts, account composition, pre-existing client, account retention, and *pro bono* activities.

## **ITEM 8 – METHODS OF ANALYSIS, INVESTMENT STRATEGIES AND RISK OF LOSS**

### **Methods of Analysis and Investment Strategies**

---

KHC's investment management style may have an impact on performance. KHC manages client portfolios using a combination of both active and passive management styles, based on the belief that while passive (index-based) investment management is well-diversified and effective in some parts of the markets some of the time, not all parts of all markets all the time are well suited to the passive approach. In those areas KHC deems as less efficient, KHC may pick stocks and bonds or may choose to try to pick those managers who have successful track records in these areas.

KHC has an Investment Committee that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions.

KHC primarily utilizes Modern Portfolio Theory as its method of analysis. Modern Portfolio Theory, as recognized by the 1990 Nobel Prize, is the philosophical foundation for how client portfolios are structured and how subsequent decisions are made. The philosophy is summarized as follows:

- 1) Investors are risk averse. The only acceptable risk is that which is adequately compensated by potential portfolio returns.
- 2) Markets are efficient. It is virtually impossible to anticipate the future direction of the market as a whole or of any individual security. It is therefore, unlikely that any portfolio will succeed in consistently "beating the market."
- 3) The design of a client's portfolio as a whole is more important than the selection of any particular security within the portfolio. The appropriate allocation of capital among asset classes will have far more influence on long-term portfolio results than the selection of individual securities. Investing for the long term becomes critical to investment success because it allows the long-term characteristics of the asset classes to surface.
- 4) For a given risk level, an optimal combination of asset classes will maximize returns. Diversification helps reduce investment volatility. The proportional mix of asset classes determines the long-term risk and return characteristics of the portfolio as a whole.
- 5) Portfolio risk can be decreased by increasing diversification of the portfolio and by lowering the correlation of market behavior among the asset classes selected.

KHC believes that investing globally helps to minimize overall portfolio risk due to the imperfect correlation between economies of the world. Investing globally has also been shown historically to

enhance portfolio returns, although there is no guarantee that it will do so in the future.

KHC believes that equities offer the potential for higher long-term investment returns than cash or fixed income investments. Equities are, however, typically more volatile in their performance. Investors seeking higher rates of return must increase the proportion of equities in their portfolio, while at the same time accepting greater variation of results.

KHC avoids trying to “beat the market” by picking individual securities and timing the purchase or sale of investments. KHC feels that such a practice is highly unlikely to increase long-term investment returns and can significantly increase portfolio operating costs.

Given these tenets, the underlying approach to managing client assets shall be to optimize the risk-return relationship appropriate to clients’ needs and goals. Client assets will be diversified globally employing a variety of asset classes. Mutual funds will be employed to implement to portfolio and the chosen asset classes will be periodically re-balanced to maintain a more consistent risk/reward profile. In managing investment assets, every advisor has a unique style.

## Risks

---

### *General Risks of Investing in Securities*

Investing in securities involves the risk of loss. Clients should be prepared to bear such loss.

### *Mutual Funds and ETFs*

An investment in a mutual fund or ETF involves risk, including the loss of principal. Mutual funds and ETFs are subject to secondary market trading risks. Shares of mutual funds and ETFs will be listed for trading on an exchange, however, there can be no guarantee that an active trading market for such shares will develop or continue. There can be no guarantee that a mutual funds’ and ETFs’ exchange listing or ability to trade its shares will continue or remain unchanged. Shares of the mutual fund or ETF may trade on an exchange at prices at, above or below their most recent net asset valuation (NAV), which represents the price at which an investor would hypothetically buy or sell the mutual fund or ETF. The per share NAV of a mutual fund is calculated at the end of each business day, and fluctuates with changes in the market value of the mutual fund’s holdings. The trading prices of a mutual fund’s or ETF’s shares may differ significantly from NAV during periods of market volatility, which may, among other factors, lead to the mutual fund’s or ETF’s shares trading at a premium or discount to NAV. Please review the prospectus for a list of the specific risks for each fund.

### *Market Risks*

The profitability of a significant portion of KHC’s recommendations may depend to a great extent upon correctly assessing the future course of price movements of stocks and bonds. There can be no assurance that KHC will be able to predict those price movements accurately.

### *Use of Private Collective Investment Vehicles*

KHC may recommend the investment by certain clients in privately placed collective investment vehicles (some of which may be typically called “hedge funds”). The managers of these vehicles will have broad discretion in selecting the investments. There are few limitations on the types of securities or other financial instruments which may be traded and no requirement to diversify. The hedge funds may trade on margin or otherwise leverage positions, thereby potentially increasing the risk to the vehicle. In addition, because the vehicles are not registered as investment companies, there is an absence of regulation. There are numerous other risks in investing in these securities. The client will receive a private placement memorandum and/or other documents explaining such risks.

#### **ITEM 9 – DISCIPLINARY INFORMATION**

KHC, nor anyone on our management team, have been, or is currently, subject to any criminal, civil or disciplinary action.

#### **ITEM 10 – OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS**

KHC is required to disclose any relationship or arrangement that is material to its advisory business or to its clients with certain related persons. KHC does not have any required disclosures to this Item.

#### **ITEM 11 – CODE OF ETHICS, PARTICIPATION OR INTEREST IN CLIENT TRANSACTIONS AND PERSONAL TRADING**

KHC and persons associated with KHC (“Associated Persons”) are permitted to buy or sell securities that it also recommends to clients consistent with KHC’s policies and procedures.

KHC has adopted a code of ethics that sets forth the standards of conduct expected of its associated persons and requires compliance with applicable securities laws (“*Code of Ethics*”). KHC’s *Code of Ethics* contains written policies reasonably designed to prevent the unlawful use of material non-public information by KHC or any of its associated persons. The *Code of Ethics* also requires that certain of KHC’s personnel (called “*Access Persons*”) report their personal securities holdings and transactions and obtain pre-approval of certain investments such as initial public offerings and limited offerings.

When KHC is engaging in or considering a transaction in any security on behalf of a client, no *Access Person* may effect for themselves or for their immediate family (i.e., spouse, minor children, and adults living in the same household as the *Access Person*) a transaction in that security unless:

- the transaction has been completed;
- the transaction for the Access Person is completed as part of a batch trade (as defined below in Item 12) with clients; or
- a decision has been made not to engage in the transaction for the client.

These requirements are not applicable to: (i) direct obligations of the Government of the United States; (ii) money market instruments, bankers’ acceptances, bank certificates of deposit, commercial paper, repurchase agreements and other high quality short-term debt instruments, including repurchase agreements; (iii) shares issued by mutual funds or money market funds; and (iv) shares issued by unit investment trusts that are invested exclusively in one or more mutual funds.

This *Code of Ethics* has been established recognizing that some securities trade in sufficiently broad markets to permit transactions by *Access Persons* to be completed without any appreciable impact on the markets of such securities. Therefore, under certain limited circumstances, exceptions may be made to the policies stated above.

Clients and prospective clients may contact KHC to request a copy of its *Code of Ethics*.

#### **ITEM 12 – BROKERAGE PRACTICES**

As discussed above, in Item 5, KHC generally recommends that clients utilize the brokerage and clearing services of *RJFS* or *Schwab*.

Factors which KHC considers in recommending *RJFS*, *Schwab* or any other broker-dealer to clients include their respective financial strength, reputation, execution, pricing, research and service. *RJFS* and *Schwab* enable KHC to obtain many mutual funds without transaction charges and other securities at nominal transaction charges. The commissions and/or transaction fees charged by *RJFS* and *Schwab* may be higher or lower than those charged by other *Financial Institutions*.

The commissions paid by KHC's clients comply with KHC's duty to obtain "best execution." Clients may pay commissions that are higher than another qualified *Financial Institution* might charge to effect the same transaction where KHC determines that the commissions are reasonable in relation to the value of the brokerage and research services received. In seeking best execution, the determinative factor is not the lowest possible cost, but whether the transaction represents the best qualitative execution, taking into consideration the full range of a *Financial Institution's* services, including among others, the value of research provided, execution capability, commission rates, and responsiveness. KHC seeks competitive rates but may not necessarily obtain the lowest possible commission rates for client transactions.

Transactions may be cleared through other *Financial Institutions* with whom KHC and the *Financial Institutions* have entered into agreements for prime brokerage clearing services. KHC periodically and systematically reviews its policies and procedures regarding its recommendation of *Financial Institutions* in light of its duty to obtain best execution.

The client may direct KHC in writing to use a particular *Financial Institution* to execute some or all transactions for the client. In that case, the client will negotiate terms and arrangements for the account with that *Financial Institution*, and KHC will not seek better execution services or prices from other *Financial Institutions* or be able to "batch" client transactions for execution through other *Financial Institutions* with orders for other accounts managed by KHC (as described below). As a result, the client may pay higher commissions or other transaction costs or greater spreads, or receive less favorable net prices, on transactions for the account than would otherwise be the case. Subject to its duty of best execution, KHC may decline a client's request to direct brokerage if, in KHC's sole discretion, such directed brokerage arrangements would result in additional operational difficulties.

Transactions for each client generally will be effected independently, unless KHC decides to purchase or sell the same securities for several clients at approximately the same time. KHC may (but is not obligated to) combine or "batch" such orders to obtain best execution, to negotiate more favorable commission rates, or to allocate equitably among KHC's clients differences in prices and commissions or other transaction costs that might have been obtained had such orders been placed independently. Under this procedure, transactions will generally be averaged as to price and allocated among KHC's clients pro rata to the purchase and sale orders placed for each client on any given day.

To the extent that KHC determines to aggregate client orders for the purchase or sale of securities, including securities in which KHC's *Supervised Persons* may invest, KHC shall generally do so in accordance with applicable rules promulgated under the Advisers Act and no-action guidance provided by the staff of the U.S. Securities and Exchange Commission. KHC shall not receive any additional compensation or remuneration as a result of the aggregation. In the event that KHC determines that a prorated allocation is not appropriate under the particular circumstances, the allocation will be made based upon other relevant factors, which may include: (i) when only a small percentage of the order is executed, shares may be allocated to the account with the smallest order or the smallest position or to an account that is out of line with respect to security or sector weightings relative to other portfolios, with similar mandates; (ii) allocations may be given to one account when one account has limitations in its investment guidelines which prohibit it from purchasing other securities which are expected to produce similar investment results and can be purchased by other accounts; (iii) if an account reaches an investment guideline limit and cannot participate in an allocation, shares may be reallocated to other accounts (this may be due to unforeseen changes in an account's assets after an order is placed); (iv) with respect to sale

allocations, allocations may be given to accounts low in cash; (v) in cases when a pro rata allocation of a potential execution would result in a *de minimis* allocation in one or more accounts, KHC may exclude the account(s) from the allocation; the transactions may be executed on a pro rata basis among the remaining accounts; or (vi) in cases where a small proportion of an order is executed in all accounts, shares may be allocated to one or more accounts on a random basis.

Consistent with obtaining best execution, brokerage transactions may be directed to certain broker-dealers in return for investment research products and/or services which assist KHC in its investment decision-making process. Such research generally will be used to service all of KHC's clients, but brokerage commissions paid by one client may be used to pay for research that is not used in managing that client's portfolio. The receipt of investment research products and/or services as well as the allocation of the benefit of such investment research products and/or services poses a conflict of interest because KHC does not have to produce or pay for the products or services.

#### **Software and Support Provided by Financial Institutions**

KHC may receive from *RJFS* and *Schwab*, without cost to KHC, computer software and related systems support, which allow KHC to better monitor client accounts maintained at *RJFS* and *Schwab*. KHC may receive the software and related support without cost because KHC renders investment management services to clients that maintain assets at *RJFS* or *Schwab*. The software and support is not provided in connection with securities transactions of clients (i.e., not "soft dollars"). The software and related systems support may benefit KHC, but not its clients directly. In fulfilling its duties to its clients, KHC endeavors at all times to put the interests of its clients first. Clients should be aware, however, that KHC's receipt of economic benefits from a broker-dealer creates a conflict of interest since these benefits may influence KHC's choice of broker-dealer over another broker-dealer that does not furnish similar software, systems support, or services. KHC may also receive a discount on PortfolioCenter® software service from *Schwab* so long as KHC maintains a minimum level of client assets at *Schwab*.

Additionally, KHC may receive the following benefits from *RJFS* and *Schwab* through their respective institutional divisions: receipt of duplicate client confirmations and bundled duplicate statements; access to a trading desk that exclusively services institutional participants; access to block trading which provides the ability to aggregate securities transactions and then allocate the appropriate shares to client accounts; and access to an electronic communication network for client order entry and account information.

KHC may also receive other economic benefits in the form of educational conferences and meetings and related materials sponsored by various mutual funds, insurance and annuity companies and other vendors. KHC may also receive monetary support for technological, marketing and advertising needs from these entities which may be used towards KHC's own client events. Clients are advised that a conflict of interest exists to the extent KHC recommends products of these mutual fund families, insurance annuity companies or other vendors. However, the client is under no obligation to purchase these products, and KHC shall not receive any other form of compensation from the mutual fund families, annuity companies or vendors for these events other than as set forth herein.

If we make a trade error that results in a loss to a client, we will make the client whole. If we make a trade error that results in a gain to a client, and the gain can be attributed to a client, the client is entitled to keep the gain. If KHC makes a trade error that results in a gain to a client and the gain cannot be attributable to a particular client, Schwab, and not KHC, keeps the gain. In that case, if the gain is more than \$100, Schwab will donate the gain to charity. If the gain is less than \$100, Schwab will keep

the gain to minimize and offset its administrative time and expense.

#### **ITEM 13 – REVIEW OF ACCOUNTS**

*Financial Planning:* For those clients to whom KHC provides Comprehensive Financial Planning Services, financial planning reviews are conducted three times per year while the investment management portfolios are reviewed on at least a quarterly basis. The reviewers of the Comprehensive Financial Planning Services and the investment management portfolios are Matthew D. Starkey, KHC's President and/or Stewart S. Koesten, KHC's Executive Chairman and Compliance Officer.

*Investment Management:* For those clients to whom KHC provides only investment management services (without any Comprehensive Financial Planning), KHC monitors those portfolios as part of an ongoing process with regular account reviews conducted on at least a quarterly basis. Stewart S. Koesten and/or Matthew Starkey review investment management clients' portfolios.

All investment advisory clients are encouraged to discuss their needs, goals, and objectives with KHC and to keep KHC informed of any changes thereto. KHC shall contact ongoing investment advisory clients at least annually to review its previous services and/or recommendations and to discuss the impact resulting from any changes in the client's financial situation and/or investment objectives.

Unless otherwise agreed upon, clients are provided with transaction confirmation notices and regular summary account statements directly from the broker-dealer or custodian for the client accounts.

Investment management clients will also receive regular reports about their portfolio holdings and trading activity as of the end of a reporting period, along with other relevant information via the client portal. Clients should compare the account statements they receive from their custodian with those they receive from KHC.

Those clients to whom KHC provides financial planning and/or consulting services will receive reports from KHC summarizing its analysis and conclusions as requested by the client or otherwise agreed to in writing by KHC.

#### **ITEM 14 – CLIENT REFERRALS AND OTHER COMPENSATION**

KHC is required to disclose any direct or indirect compensation that it provides for client referrals. KHC does not have any required disclosures to this Item.

##### **Other Economic Benefits**

In addition, KHC is required to disclose any relationship or arrangement where it receives an economic benefit from a third party (non-client) for providing advisory services. This type of relationship poses a conflict of interest and any such relationship is disclosed in response to Item 12, above.

#### **ITEM 15 – CUSTODY**

KHC's *Agreement* and/or the separate agreement with any *Financial Institution* may authorize KHC through such *Financial Institution* to debit the client's account for the amount of KHC's fee and to directly remit that management fee to KHC in accordance with applicable custody rules.

The *Financial Institutions* that act as the qualified custodian for client accounts, from which the Firm retains the authority to directly deduct fees, have agreed to send statements to clients not less than quarterly detailing all account transactions, including any amounts paid to KHC. In addition,

as discussed in Item 13, KHC also sends periodic supplemental reports to clients. Clients should carefully review the statements sent directly by the *Financial Institutions* and compare them to those received from KHC.

### **Surprise Independent Examination**

As KHC is deemed to have custody over clients' cash, bank accounts or securities because KHC has client passwords. KHC is required to engage an independent accounting firm to perform a surprise annual examination of those assets and accounts over which it maintains custody. Any related opinions issued by an independent accounting firm are filed with the SEC and are publicly available on the SEC's Investment Adviser Public Disclosure website. KHC does not have direct access to client funds as they are maintained with an independent qualified custodian.

### **ITEM 16 – INVESTMENT DISCRETION**

KHC is given the authority to exercise discretion on behalf of clients. KHC is considered to exercise investment discretion over a client's account if it can effect transactions for the client without first having to seek the client's consent. KHC is given this authority through a power-of-attorney included in the agreement between KHC and the client. Clients may request a limitation on this authority (such as certain securities not to be bought or sold). KHC takes discretion over the following activities:

- The securities to be purchased or sold;
- The amount of securities to be purchased or sold;
- When transactions are made; and
- The *Financial Institutions* to be utilized.

### **ITEM 17 – VOTING CLIENT SECURITIES**

KHC is required to disclose if it accepts authority to vote client securities. KHC does not vote client securities on behalf of its clients.

### **ITEM 18 – FINANCIAL INFORMATION**

KHC is not required to disclose any financial information pursuant to this Item due to the following:

- KHC does not require or solicit the prepayment of more than \$1,200 in fees six months or more in advance of services rendered;
- KHC does not have a financial condition that is reasonably likely to impair its ability to meet contractual commitments to clients; and
- KHC has not been the subject of a bankruptcy petition at any time during the past ten years.

### **Confidentiality**

Protecting client privacy is very important to KHC. KHC views protecting its clients' private information as a top priority. Pursuant to the requirements of the Gramm-Leach-Bliley Act, KHC has instituted policies and procedures to ensure that customer information is kept private and secure. KHC does not disclose any non-public personal information about its clients or former clients to any nonaffiliated third parties, except as permitted by law. In the course of servicing a client account, KHC may share some information with its service providers, such as, but not limited to, transfer agents, custodians, broker/dealers, accountants, and lawyers.

KHC restricts internal access to non-public personal information about its clients to those employees who need to know that information in order to provide products or services to the client. KHC maintains physical and procedural safeguards that comply with federal standards to guard a client's non-public personal information and ensure its integrity and confidentiality. As emphasized above, it has always been and will always be KHC's policy never to sell information about current or former customers or their accounts to anyone. It is also KHC's policy not to share information unless required to process a transaction, at the request of KHC customer, or as required by law.

A copy of KHC's privacy policy notice will be provided to each client prior to, or contemporaneously with, the execution of the advisory agreement. Thereafter, KHC will deliver a copy of the current privacy policy notice to its clients prior to changing its sharing practices.





**Stewart Koesten**

**Koesten Hirschmann & Crabtree, Inc.  
dba KHC Wealth Management  
10000 College Blvd., Suite 260  
Overland Park, KS 66210  
913-345-1881  
www.makinglifecount.com**

**CRD Number: 815552**

**January 27, 2017**

**This brochure supplement provides information about Stewart Koesten that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.**

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

## **ITEM 2 Educational Background and Business Experience**

Born 1947

### **Post-Secondary Education**

American College | MS, Financial Services | 1988

Louisiana Tech University | BS, Professional Aviation | 1971

He has passed the Series 63 in 08/1989 and the Series 65 in 12/1991.

### **Recent Business Background**

Koesten, Hirschmann & Crabtree, Inc. | President & Chief Executive Officer | February 1997 – Present

### **Professional Designations**

Stewart Koesten holds the professional designations of CERTIFIED FINANCIAL PLANNER™ (“CFP®”) earned 1992, Chartered Financial Consultant (“ChFC®”) earned 2010, Chartered Life Underwriter (“CLU®”) earned 2010 and Certified Investment Management Analyst<sup>SM</sup> (CIMA®) earned 2013.

The CFP®, CERTIFIED FINANCIAL PLANNER™ and certification marks are financial planning credentials awarded by Certified Financial Planner Board of Standards Inc. (“CFP Board”) to individuals who meet its education, examination, work experience, and ethics requirements. Eligible candidates must have at least a bachelor's degree (or its equivalent) in any discipline from an accredited college or university in order to obtain a CFP® certification. The candidate also must pass an examination, have three years of personal financial planning experience, and meet the CFP Board’s ethical requirements. To maintain the certification, the CFP Board requires individuals to complete 30 hours of continuing education hours every two years and renew an agreement to be bound by its Standards of Professional Conduct.

The ChFC® designation is a financial planning credential awarded by the American College to individuals who satisfy its educational, work experience and ethics requirements. Recipients of the ChFC® certification have completed at least seven mandatory college-level courses in the areas of financial, insurance, retirement and/or estate planning, as well as income taxation and/or investments. Additionally, recipients have completed at least two elective courses on the financial system, estate planning applications, executive compensation, and/or retirement decisions. In order to maintain the designation, ChFC® holders must satisfy the ongoing requirements of the Professional Achievement in Continuing Education (“PACE”) Recertification Program, which includes 30 hours of continuing education at least every two years.

The CLU® designation is an insurance credential awarded by the American College to individuals who meet its educational, work experience and ethical requirements. Recipients of the CLU® designation have completed five required college-level core courses and three electives, covering all aspects of insurance planning, estate and retirement issues, taxation, business insurance and risk management. Recipients are further required to have three years of full-time business experience and must adhere to the American College Code of Ethics and Procedures. In order to maintain the designation, CLU® holders must satisfy the ongoing requirements of the PACE Recertification Program, which includes 30 hours of continuing education at least every two years.

The CIMA® certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application. Prerequisites for the CIMA® certification are three years of financial services experience and an acceptable regulatory history. To obtain the CIMA® certification, candidates must pass an online Qualification Examination, successfully complete a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school, pass an online Certification Examination, and have an

acceptable regulatory history as evidenced by FINRA Form U-4 or other regulatory requirements. CIMA® designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for Use of the Marks. CIMA® designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification. The designation is administered through Investment Management Consultants Association (IMCA).

The CIMA® certification has earned ANSI® (American National Standards Institute) accreditation under the personnel certification program. The American National Standards Institute, or ANSI, is a private non-profit organization that facilitates standardization and conformity assessment activities in the United States. CIMA® is the first financial services credential to meet this international standard for personnel certification.

For additional information about any of these credentials, please refer directly to the website of the issuing organization.

### **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

### **ITEM 4 Other Business Activities**

Stewart Koesten does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

### **ITEM 5 Additional Compensation**

KHC's Supervised Persons do not receive additional compensations for advisory services.

### **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, and Matthew Starkey, President, are responsible for monitoring the activities of KHC Wealth Management's supervised persons. Their telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that includes Matthew Starkey that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC's supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.



**Kevin Patrick Amey**  
**Koesten Hirschmann & Crabtree, Inc.**  
**dba KHC Wealth Management**  
**10000 College Blvd., Suite 260**  
**Overland Park, KS 66210**  
**913-345-1881**  
**[www.makinglifecount.com](http://www.makinglifecount.com)**

**CRD Number: 5611985**

**January 27, 2017**

**This brochure supplement provides information about Kevin Patrick Amey that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.**

**Additional information about Kevin Patrick Amey also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **ITEM 2 Educational Background and Business Experience**

Born 1984

### **Post-Secondary Education**

Kansas University | BS, Business Administration and Leadership | 2007

Rockhurst University | MBA, Masters of Business Administration | 2008

He passed the Series 7 in 12/2008 and the Series 66 in 01/2009.

### **Recent Business Background**

Koesten, Hirschmann & Crabtree, Inc. | Financial Planning Associate | September 2012 – Present

Renaissance Financial | Financial Advisor | April 2009 - September 2012

## **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Kevin Patrick Amey does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

## **ITEM 5 Additional Compensation**

KHC's Supervised Persons do not receive additional compensations for advisory services.

## **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, and Matthew Starkey, President, are responsible for monitoring the activities of KHC Wealth Management's supervised persons. Their telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that includes Matthew Starkey that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC's supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.



## **Jamie Bosse**

**Koesten Hirschmann & Crabtree, Inc.  
dba KHC Wealth Management  
10000 College Blvd., Suite 260  
Overland Park, KS 66210  
913-345-1881  
[www.makinglifecount.com](http://www.makinglifecount.com)**

**CRD Number: 4910826**

**January 27, 2017**

**This brochure supplement provides information about Jamie Bosse that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.**

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

## **ITEM 2 Educational Background and Business Experience**

Born 1982

### **Post-Secondary Education**

Kansas State University | BS, Human Ecology | 2004

### **Recent Business Background**

Koesten, Hirschmann & Crabtree, Inc. | Financial Planner | September 2013 – Present

Key Bank | Financial Planner | April 2007- August 2013

### **Professional Designations**

Jamie Bosse holds the professional designations of CERTIFIED FINANCIAL PLANNER™ (“CFP®”) earned 2008.

The CFP®, CERTIFIED FINANCIAL PLANNER™ and certification marks are financial planning credentials awarded by Certified Financial Planner Board of Standards Inc. (“CFP Board”) to individuals who meet its education, examination, work experience, and ethics requirements. Eligible candidates must have at least a bachelor's degree (or its equivalent) in any discipline from an accredited college or university in order to obtain a CFP® certification. The candidate also must pass an examination, have three years of personal financial planning experience, and meet the CFP Board’s ethical requirements. To maintain the certification, the CFP Board requires individuals to complete 30 hours of continuing education hours every two years and renew an agreement to be bound by its Standards of Professional Conduct.

For additional information about this credential, please refer directly to the website of the issuing organization.

## **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Jamie Bosse does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

## **ITEM 5 Additional Compensation**

KHC’s Supervised Persons do not receive additional compensations for advisory services.

## **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, is responsible for monitoring the activities of KHC Wealth Management’s supervised persons. Stewart Koesten’s telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC’s supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.



## **Jessi Chadd**

**Koesten Hirschmann & Crabtree, Inc.  
dba KHC Wealth Management  
10000 College Blvd., Suite 260  
Overland Park, KS 66210  
913-345-1881  
[www.makinglifecount.com](http://www.makinglifecount.com)**

**CRD Number: 5326985**

**January 27, 2017**

**This brochure supplement provides information about Jessi Chadd that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.**

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



## **ITEM 2 Educational Background and Business Experience**

Born 1986

### **Post-Secondary Education**

Kansas State University | BS, Family Studies and Human Services; Minor in Business | 2008

American College | MSFS | 2013

She passed the Series 65 in 12/2009.

### **Recent Business Background**

Koesten, Hirschmann & Crabtree, Inc. | Financial Planner | June 2008 – Present

### **Professional Designations**

Jessi Chadd holds the professional designations of CERTIFIED FINANCIAL PLANNER™ (“CFP®”) earned 2011.

The CFP®, CERTIFIED FINANCIAL PLANNER™ and certification marks are financial planning credentials awarded by Certified Financial Planner Board of Standards Inc. (“CFP Board”) to individuals who meet its education, examination, work experience, and ethics requirements. Eligible candidates must have at least a bachelor's degree (or its equivalent) in any discipline from an accredited college or university in order to obtain a CFP® certification. The candidate also must pass an examination, have three years of personal financial planning experience, and meet the CFP Board’s ethical requirements. To maintain the certification, the CFP Board requires individuals to complete 30 hours of continuing education hours every two years and renew an agreement to be bound by its Standards of Professional Conduct.

For additional information about this credential, please refer directly to the website of the issuing organization.

## **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Jessi Chadd does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

## **ITEM 5 Additional Compensation**

KHC’s Supervised Persons do not receive additional compensations for advisory services.

## **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, and Matthew Starkey, President, are responsible for monitoring the activities of KHC Wealth Management’s supervised persons. Their telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that includes Matthew Starkey that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC’s supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.



**Lucas Bucl**

**Koesten Hirschmann & Crabtree, Inc.  
dba KHC Wealth Management  
10000 College Blvd., Suite 260  
Overland Park, KS 66210  
913-345-1881  
www.makinglifecount.com**

**CRD Number: 4552413**

**January 27, 2017**

**This brochure supplement provides information about Lucas Bucl that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.**

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

## **ITEM 2 Educational Background and Business Experience**

Born 1979

### **Post-Secondary Education**

Kansas State University | BS, Human Ecology, Family Studies, and Human Services | 2003

Kansas State University | BS, Business Administration, Finance | 2003

### **Recent Business Background**

Koesten, Kirschmann & Crabtree, Inc. | Financial Planner | October 2010 – Present

Accredited Investors, Inc. | Lead Financial Planner | June 2003 – September 2010

### **Professional Designations**

Lucas Bucl holds the professional designations of CERTIFIED FINANCIAL PLANNER™ (“CFP®”) earned 2005.

The CFP®, CERTIFIED FINANCIAL PLANNER™ and certification marks are financial planning credentials awarded by Certified Financial Planner Board of Standards Inc. (“CFP Board”) to individuals who meet its education, examination, work experience, and ethics requirements. Eligible candidates must have at least a bachelor's degree (or its equivalent) in any discipline from an accredited college or university in order to obtain a CFP® certification. The candidate also must pass an examination, have three years of personal financial planning experience, and meet the CFP Board’s ethical requirements. To maintain the certification, the CFP Board requires individuals to complete 30 hours of continuing education hours every two years and renew an agreement to be bound by its Standards of Professional Conduct.

For additional information about this credential, please refer directly to the website of the issuing organization.

## **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Lucas Bucl does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

## **ITEM 5 Additional Compensation**

KHC’s Supervised Persons do not receive additional compensations for advisory services.

## **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, and Matthew Starkey, President, are responsible for monitoring the activities of KHC Wealth Management’s supervised persons. Their telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that includes Matthew Starkey that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC’s supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.



**Matthew Starkey**  
Koesten Hirschmann & Crabtree, Inc.  
dba KHC Wealth Management  
10000 College Blvd., Suite 260  
Overland Park, KS 66210  
913-345-1881  
[www.makinglifecount.com](http://www.makinglifecount.com)

CRD Number: 3006500

January 27, 2017

This brochure supplement provides information about Matthew Starkey that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.

Additional information about Matthew Starkey also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **ITEM 2 Educational Background and Business Experience**

Born 1975

### **Post-Secondary Education**

American College | MS, Financial Services | 2005

Fort Hays State Tech University | BBA, Finance & Financial Planning | 1997

He passed both the Series 63 and Series 65 in 03/1998.

### **Recent Business Background**

Koesten, Hirschmann & Crabtree, Inc. | Vice President & Chief Operations Officer | November 1997 – Present

### **Professional Designations**

Matthew Starkey holds the professional designations of CERTIFIED FINANCIAL PLANNER™ (“CFP®”) earned 2001, Accredited Investment Fiduciary (“AIF®”) earned 04/2013, Certified Advisor in Philanthropy® (“CAP®”) earned 2010 and Accredited Estate Planner® (AEP®) earned 04/2013.

The CFP®, CERTIFIED FINANCIAL PLANNER™ and certification marks are financial planning credentials awarded by Certified Financial Planner Board of Standards Inc. (“CFP Board”) to individuals who meet its education, examination, work experience, and ethics requirements. Eligible candidates must have at least a bachelor's degree (or its equivalent) in any discipline from an accredited college or university in order to obtain a CFP® certification. The candidate also must pass an examination, have three years of personal financial planning experience, and meet the CFP Board’s ethical requirements. To maintain the certification, the CFP Board requires individuals to complete 30 hours of continuing education hours every two years and renew an agreement to be bound by its Standards of Professional Conduct.

The AIF® designation is a credential awarded by the Center for Fiduciary Studies, LLC, a division of Fiduciary360, to individuals who meet its professional, educational and ethical requirements, and demonstrate a commitment to fiduciary principles. The AIF® training curriculum culminates in a 60-question exam on the fiduciary practices, which requires a passing score of at least 75 percent. AIF® designees must agree to abide by the applicable code of ethics and complete six hours of continuing education each year on an ongoing basis.

The CAP® designation is a philanthropic related credential awarded by the American College to individuals who meet its educational, work experience and ethical requirements. Recipients of the CAP® certification have completed at least three mandatory graduate-level courses addressing gift planning in the context of family wealth, gift planning in a non-profit context, and charitable strategies. Recipients are further required to have at least three years of experience as a non-profit employee or in a capacity advising individuals or charitable organizations in the areas of wealth and estate planning, financial planning, charitable planning, planned giving, nonprofit or foundation services, and other similarly related philanthropic ventures. In order to maintain the designation, CAP® holders must satisfy the ongoing requirements of the PACE Recertification Program, while includes 15 hours of continuing education at least every two years.

The AEP® designation is an estate planning credential awarded by the National Association of Estate Planners & Councils to individuals who meet its professional, educational, experience and ethics requirements. All recipients of the AEP® designation are required to be attorneys possessing a Juris Doctorate, Certified Public Accountants, or holders of a qualifying insurance, financial planning or trust officer designation (CLU®, ChFC®, CFP® or CTFA®). Recipients must be in good standing with their respective professional organizations and have at least five years of experience in estate planning in one or more of the prerequisite professions. AEP® holders have also completed at least

two graduate-level courses as part of a masters or doctoral degree or have in excess of 15 years of experience as an estate planner. In order to maintain the designation, AEP® designees must further satisfy the ongoing educational requirements, which mandate 30 hours of continuing education at least two years with at least 15 hours devoted specifically to estate planning matters.

For additional information about any of these credentials, please refer directly to the website of the issuing organization.

### **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

### **ITEM 4 Other Business Activities**

Matthew Starkey does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

### **ITEM 5 Additional Compensation**

KHC's Supervised Persons do not receive additional compensations for advisory services.

### **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, and Matthew Starkey, President, are responsible for monitoring the activities of KHC Wealth Management's supervised persons. Their telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that includes Matthew Starkey that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC's supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.



**Joni K. Lindquist**  
**Koesten Hirschmann & Crabtree, Inc.**  
**dba KHC Wealth Management**  
**10000 College Blvd., Suite 260**  
**Overland Park, KS 66210**  
**913-345-1881**  
**[www.makinglifecount.com](http://www.makinglifecount.com)**

**CRD Number: 6187849**

**January 27, 2017**

**This brochure supplement provides information about Joni K. Lindquist that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.**

**Additional information about Joni K. Lindquist also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **ITEM 2 Educational Background and Business Experience**

Born 1961

### **Post-Secondary Education**

Ohio State University | Masters, Business Administration | 1988

Bowling Green State University | B.S.B.A., Marketing | 1983

She passed the Series 65 in 05/2013.

### **Recent Business Background**

Koesten, Hirschmann & Crabtree, Inc. | Financial Planner & Career Coach | March 2007 – Present

### **Professional Designations**

Joni K. Lindquist holds the professional designations of CERTIFIED FINANCIAL PLANNER™ (“CFP®”) earned 2014.

The CFP®, CERTIFIED FINANCIAL PLANNER™ and certification marks are financial planning credentials awarded by Certified Financial Planner Board of Standards Inc. (“CFP Board”) to individuals who meet its education, examination, work experience, and ethics requirements. Eligible candidates must have at least a bachelor's degree (or its equivalent) in any discipline from an accredited college or university in order to obtain a CFP® certification. The candidate also must pass an examination, have three years of personal financial planning experience, and meet the CFP Board’s ethical requirements. To maintain the certification, the CFP Board requires individuals to complete 30 hours of continuing education hours every two years and renew an agreement to be bound by its Standards of Professional Conduct.

For additional information about this credential, please refer directly to the website of the issuing organization.

## **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Joni K. Lindquist does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

## **ITEM 5 Additional Compensation**

KHC’s Supervised Persons do not receive additional compensations for advisory services.

## **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, and Matthew Starkey, President, are responsible for monitoring the activities of KHC Wealth Management’s supervised persons. Their telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that includes Matthew Starkey that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC’s supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.





**Melissa D. Ryan**  
**Koesten Hirschmann & Crabtree, Inc.**  
**dba KHC Wealth Management**  
**10000 College Blvd., Suite 260**  
**Overland Park, KS 66210**  
**913-345-1881**  
**[www.makinglifecount.com](http://www.makinglifecount.com)**

**CRD Number: 4641984**

**January 27, 2017**

**This brochure supplement provides information about Melissa D. Ryan that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.**

**Additional information about Melissa D. Ryan also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **ITEM 2 Educational Background and Business Experience**

Born 1983

### **Post-Secondary Education**

Kansas State University | BS, Personal Financial Planning | 2005

She passed the Series 65 in 06/2014.

### **Recent Business Background**

Koesten, Hirschmann & Crabtree, Inc. | Financial Planning Associate | June 2013 – Present

USD #396 Douglass School District | Business Teacher | August 2009 – June 2013

## **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Melissa D. Ryan does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

## **ITEM 5 Additional Compensation**

KHC's Supervised Persons do not receive additional compensations for advisory services.

## **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, and Matthew Starkey, President, are responsible for monitoring the activities of KHC Wealth Management's supervised persons. Their telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that includes Matthew Starkey that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC's supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.



**Amanda R. Rehmann**  
**Koesten Hirschmann & Crabtree, Inc.**  
**dba KHC Wealth Management**  
**10000 College Blvd., Suite 260**  
**Overland Park, KS 66210**  
**913-345-1881**  
**[www.makinglifecount.com](http://www.makinglifecount.com)**

**CRD Number: 5855924**

**January 27, 2017**

**This brochure supplement provides information about Amanda R. Rehmann that supplements the Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure. You should have received a copy of that brochure. Please contact Stewart Koesten, Chief Compliance Officer, at 913-345-1881 if you did not receive Koesten Hirschmann & Crabtree, Inc. dba KHC Wealth Management brochure or if you have any questions about the contents of this supplement.**

**Additional information about Amanda R. Rehmann also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **ITEM 2 Educational Background and Business Experience**

Born 1987

Post-Secondary Education

Creighton University | Masters of Security Analysis and Portfolio Management | 2003

She passed the Series 65 in 07/2014.

Recent Business Background

Koesten, Hirschmann & Crabtree, Inc. | Investment Associate | February 2014 – Present

Sojern | Account Manager | September 2012 – February 2014

Tributary Capital Management | Equities Investment Intern | January 2011 – September 2012

## **ITEM 3 Disciplinary Information**

There are no legal or disciplinary events that are related to the above listed supervised person.

## **ITEM 4 Other Business Activities**

Amanda Rehmann does not have a pending application to register as a registered representative, an associated person of a futures commission merchant, a commodity pool operator, or a commodity trading adviser.

## **ITEM 5 Additional Compensation**

KHC's Supervised Persons do not receive additional compensations for advisory services.

## **ITEM 6 Supervision**

Stewart Koesten, Chief Compliance Officer, and Matthew Starkey, President, are responsible for monitoring the activities of KHC Wealth Management's supervised persons. Their telephone number is 913-345-1881. Stewart Koesten reviews all written client performance materials and newsletters prior to use. On a daily basis, Stewart Koesten reviews all trades, emails, and correspondence of the supervised persons actively involved in client accounts. KHC has an Investment Committee that includes Matthew Starkey that typically meets monthly, agendas are maintained, and minutes are recorded. The Investment Committee reviews research material presented, the KHC Watch list, and discusses the current economic conditions. All of KHC's supervised persons receive the Investment Adviser Supervisory Manual and Code of Ethics and are asked to annually certify to their understanding of the material.



### **KHC Wealth Management Client Privacy Policy**

The Firm considers confidential all information concerning its customers including, by way of example, their financial condition, prospects, plans and proposals. The fact that the Firm has been engaged by a company, as well as the details of that engagement, is also confidential. The Firm's reputation is one of its most important assets. The misuse of customer information can damage that reputation as well as customer relationships.

The Firm continually monitors its information sharing practices. The Firm does not share information with third parties, which would require an opt out and, as such, it does not offer its customers the ability to opt out. The Firm's policy allows for sharing of customers' nonpublic personally identifiable information with third parties under the following circumstances:

- Joint marketing relationships – the sharing of customers' nonpublic personally identifiable information would be outlined within a written agreement with the nonaffiliated third party. Customers' nonpublic personally identifiable information would be shared only to the extent that it is necessary to carry out the joint marketing effort. The ability to perform joint marketing falls within Regulation S-P;
- Processing and Servicing Transactions – Regulation S-P allows for the sharing of customers' nonpublic personally identifiable information as necessary to effect, administer, or enforce a transaction a consumer requests or authorizes in connection with: 1) servicing or processing a financial product or service a consumer requests or authorizes, 2) maintaining or servicing a consumer's account with the firm, or 3) a proposed or actual securitization, secondary market sale, or similar transaction related to a transaction of the consumer;
- Other Exceptions – Other Exceptions to Notice and Opt out Requirements – Include the following: With the consent of or at the direction of the consumer,
  - To protect the confidentiality and/or security of the Firm's records,
  - To protect against or prevent actual or potential fraud,





- To resolve consumers disputes or inquiries,
- To persons acting in a fiduciary or representative capacity on behalf of the consumer,
- To provide information to insurance rate advisory organizations, guaranty funds or agencies, agencies that may rate the firm, persons assessing the firm's compliance with industry standards, and the firm's auditors, attorneys, and accountants,
- To the extent allowed under the provisions of law,
- To consumer reporting agencies in accordance with the Fair Credit Reporting Act,
- In connection with a sale, merger, or transfer,
- To comply with Federal, State, or local laws,
- To comply with a properly authorized civil, criminal, or regulatory investigation, or subpoena or summons, and
- To respond to the judicial process or governmental regulatory authorities having jurisdiction over the firm for examination, compliance, or other purposes as authorized by law;
- Fair Credit Reporting Act and Affiliates – The firm does not offer an opt out as required by the Fair Credit Reporting Act for firms that share information with affiliates other than its transaction history with its customers. The firm does not share information with affiliates unless expressly directed to do so by its customers;
- Former Customers – The firm does not share any information concerning its former customers; and
- Consumers – The firm does not share information about consumers who from time to time utilized the firm's services but who are not customers of the firm.

The Firm will provide an initial privacy notice to each client. The Firm will mail its Privacy Notice to all of its customers prior to implementing any changes to its information sharing practices, allowing customers sufficient time to opt out. Any complaints by a customer concerning privacy issues are directed to the Firm's Chief Compliance Officer to research and address.





Additional requirements of Regulation S-P regarding procedures that address administrative, technical, and physical safeguards for the protection of customer records and information are included in our Procedure binder. These procedures include, but are not limited to, the Firm's trading process, the Firm's trade reconciliation process, the Firm's process to value client holdings and assess fees based on those valuations, the Firm's process of safeguarding client assets from conversion or inappropriate use by advisory personnel, and the Firm's Cybersecurity initiatives.

