



RG RHAME & GORRELL
WEALTH MANAGEMENT

A Sound Future Starts with the *Right Financial Strategy*

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Welcome to *Rhame & Gorrell Wealth Management*



Our team is deeply appreciative of the opportunity to introduce you to the capabilities of our firm and the services we provide to our highly valued clients. We know that selecting an advisory team to entrust with your financial affairs can be a difficult task, and therefore want to provide you with some detailed information about our competencies and resources.

Financial Planning and Investment Methodology

As a potential client of Rhame & Gorrell, we think that it's incredibly important to understand how we approach the financial planning and portfolio management process. This section will give you a broad overview of how we approach markets, taxes, retirement planning, and more.

Practice Areas

We want to take you through some of the key components of the comprehensive financial planning you'll receive on an ongoing basis as a client of the firm. While fairly comprehensive, this section won't exhaust every last thing we do for clients, so feel free to ask us if there's something you're curious about.

Company Directory and Short Bios

We believe in any business, especially ours, it is important to put faces to names. Here you will see the names, titles, headshots, and short bios of the 15-person team working on your behalf. For more details on each member of our team, please refer to our website.

Fee Transparency

Our firm is proud to offer a transparent, universal fee structure - so you will always know exactly what you are paying.

Our Team



Jeffrey G. Rhame, CFP®
FOUNDER & PRESIDENT



Kyle McClain, CFP®, CIMA®
PARTNER & SENIOR
WEALTH MANAGER



Roland Thornton, AIF®
CHIEF COMPLIANCE
OFFICER



David Hunter, CFA®
CHIEF INVESTMENT
OFFICER



Kyle Nickerson, CFP®, CIMA®
WEALTH MANAGER



**Brecklynn Williams,
CFP®, CIMA®**
WEALTH MANAGER



**Tyler Miller, CPA/PFS,
CFP®, CIMA®**
WEALTH MANAGER



**Clay Hostetter, CPA/PFS,
CFP®, CIMA®, FRCSM**
TAX PLANNING MANAGER



**Cydney P. Nash,
CFP®, CIMA®**
WEALTH MANAGER



**Tim Blanchard,
CFP®, MBA**
WEALTH MANAGER



Luke McClain, CFP®
DIRECTOR OF MARKETING



Julio Resendez
MEDIA DIRECTOR



Kim Ayala
CLIENT SERVICE
MANAGER



Melissa Rudell
CLIENT ENGAGEMENT
MANAGER



Thomas Ward
CLIENT SERVICE
ASSOCIATE



Melissa Jacobs
CLIENT SERVICE
ASSOCIATE



Cory Moscoso
WEALTH MANAGEMENT
ASSOCIATE



Jack Freeman, CPA
TAX PLANNING
ASSOCIATE



Garrett Steele
CLIENT SERVICE
ASSOCIATE

Our Team:

A Closer Look



Jeffrey G. Rhame, CFP® - Graduated from Stephen F. Austin State University with a BBA in Accounting and completed his postgraduate education at the University of St. Thomas. He began his career in the financial services industry in 1994 and is a CERTIFIED FINANCIAL PLANNER® (CFP®). Over the last 30 years, Jeff has received accolades from AdvisorHub, CityWire, Woodlands Online and Five Star Wealth Manager, and has been recognized in esteemed publications such as The Wall Street Journal, Texas Monthly, and the Houston Business Journal.

Kyle McClain, CFP®, CIMA® - Graduated *magna cum laude* from the University of Alabama with a BBA in Finance and Economics and has done postgraduate education with Texas A&M and the Yale School of Management while acquiring his CERTIFIED FINANCIAL PLANNER® (CFP®) and Certified Investment Management Analyst® (CIMA®) designations.

Roland Thornton, AIF® - Graduated from Sam Houston State University with a BBA in Marketing. Began his career in the financial services industry in 1997 and has earned the Accredited Investment Fiduciary® (AIF®) designation.

David Hunter, CFA® - Graduated *cum laude* from the University of Alabama with a double major undergraduate degree in Finance & Economics and also holds a Master's Degree in Applied Economics. He has also achieved the prestigious Chartered Financial Analyst® (CFA®) designation.

Kyle Nickerson, CFP®, CIMA® - Graduated from Sam Houston State University with a BBA in Finance and Banking and Financial Institutions. Kyle began his career in the financial services industry in 2014 and has done postgraduate education with the College for Financial Planning and the Yale School of Management while acquiring his CERTIFIED FINANCIAL PLANNER® (CFP®) and Certified Investment Management Analyst® (CIMA®) designations.

Brecklynn Williams, CFP®, CIMA® - Graduated from Sam Houston State University with a BBA in Accounting. Began her career in the financial services industry in 2007 and is a CERTIFIED FINANCIAL PLANNER® (CFP®) and Certified Investment Management Analyst® (CIMA®).

Tyler Miller, CPA/PFS, CFP®, CIMA® - Graduated *summa cum laude* from The University of Incarnate Word in San Antonio with a Finance degree with a concentration in Financial Planning. He completed a Master's Degree in Accounting and holds a Certified Public Accountant (CPA) license, CERTIFIED FINANCIAL PLANNER® (CFP®), Certified Investment Management Analyst® (CIMA®), and Personal Financial Specialist (PFS) designations.

Clay Hostetter, CPA/PFS, CFP®, CIMA®, FRCSM - Graduated from Baylor University with a BBA and Master's Degree in Accounting. Clay is a Certified Public Accountant (CPA) and started his career as a tax preparer where he worked on everything from large corporate tax returns, small business returns, and individual returns. He holds the CERTIFIED FINANCIAL PLANNER® (CFP®) and Certified Investment Management Analyst® (CIMA®) designations and has also acquired the Personal Financial Specialist (PFS) designation.

Cydney P. Nash, CFP®, CIMA® - Graduated with First Class Honors from the University of Bradford in Accounting and Finance and has done postgraduate education from the University of Texas at Austin and Yale School of Management while acquiring her CERTIFIED FINANCIAL PLANNER® (CFP®) and Certified Investment Management Analyst® (CIMA®) designations. She began her career in the financial services industry in 2012 and has also passed Level 1 of the Chartered Financial Analyst® (CFA®) designation.

Tim Blanchard, CFP®, MBA - Earned a Bachelor of Science in Business Management from Bloomsburg University in Pennsylvania and an MBA with a focus on Finance from the University of St. Thomas in Houston. He brings 24 years of financial planning experience, including 13 years at Charles Schwab, where he managed relationships with over 350 client households, provided tailored financial guidance through planning meetings and educational seminars, and taught aspiring CFP® professionals.

Our Team:

A Closer Look



Luke McClain, CFP® - Graduated from Texas A&M University with a degree in Finance and a minor in Financial Planning. He recently passed his CERTIFIED FINANCIAL PLANNER® (CFP®) exam and his Certified Investment Management Analyst® (CIMA®) exam and is working toward completing the requirements for both designations.

Julio Resendez - Julio is a first-generation Texan, raised in The Woodlands where he established his business roots after college. A serial entrepreneur, he has successfully started and exited several businesses across the web, film, software, and technology industries. In addition to his entrepreneurial endeavors, Julio proudly serves as the Immediate Past Chair of the Montgomery County Hispanic Chamber.

Kim Ayala - Graduated *magna cum laude* from Sam Houston State with a degree in Business Administration and a minor in Finance.

Melissa Rudell - Melissa, a financial professional since 2017 with a Series 65 license, Melissa leverages her expertise in accounting and her 15 years in the US Air Guard's Command and Control.

Thomas Ward - Attends Sam Houston State University and is working toward his Bachelor of Business Administration degree in Finance.

Melissa Jacobs - Has a background in the client service and hospitality industry.

Cory Moscoso - Graduated from the University of Texas at Austin with a degree in Economics and Finance and is now pursuing a data analytics certification from the McCombs School of Business.

Jack Freeman - A Tulane graduate and former PwC Federal Tax team member, brings expertise in finance, accounting, and tax strategies, focusing on helping families and individuals.

Garrett Steele - A dedicated student at the University of Houston, Garrett is pursuing a finance degree with a focus on becoming a Certified Financial Planner™ (CFP®).

The RG Wealth: *Financial Planning Methodology*

As your wealth increases throughout your lifetime, having a financial plan is an integral part of ensuring the protection and growth of your assets. At Rhame & Gorrell, we utilize a 5-step planning process to develop a strategy that is optimized for your specific situation. Our objective is to increase the attainability of your long-term goals.



Phase 1: Introduction & Discovery

In this first step of our financial planning process, our goal is to learn about your unique needs and goals. This includes collecting information about your income, expenses, assets, liabilities, employer benefits, desired retirement lifestyle, risk tolerance, and more. We do this for two reasons:

1. create actionable insights for you based upon accurate and comprehensive information, and
2. determine if our core competencies are a good fit for your financial situation and planning need

The RG Wealth: *Financial Planning Methodology*



Phase 2: Strategic Planning

In this phase, our team of Certified Financial Planners® (CFP®) will review the information gathered to identify planning opportunities within the realm of tax strategy, employer benefit optimization, estate planning, and more.

Concurrently, our investment committee, which includes individuals with honors like the Chartered Financial Analyst® (CFA®) and Certified Investment Management Analyst® (CIMA®) designations will conduct an analysis of your current portfolio holdings to identify key risks and opportunities you should consider going forward.

Phase 3: Proposal Review

After our team conducts a thorough analysis, we take the time to walk you through our conclusions and how we got there. This is where we discuss opportunities to enhance the things that are going well with your current strategy and correct the things that are not. This is your opportunity to engage our team as your outsourced personal CFO – with the RGWM team in your corner, you have experts constantly working on your behalf to accomplish your goals.

Phase 4: Strategy Implementation

Once you make the decision to engage our services, we want to implement the proposed changes as smoothly and efficiently as possible. Our client service group will ensure that the transition to Rhame & Gorrell is stress free and convenient. We work diligently to provide clear and consistent updates to you as the process of portfolio adjustments, asset transfers, benefit changes and more occur.

Phase 5: Monitoring and Course Corrections

Of course, our job isn't done once our initial plan is implemented. Global markets, tax law, and your financial situation are in a constant state of change. Because of this, we're always monitoring client portfolios and financial plans to ensure we're proactively responsive to changes. With our team as your backstop, we keep track of fluctuations within markets or the tax system so you don't have to.

Practice Areas

A Comprehensive Financial Plan



At Rhame & Gorrell Wealth Management, every client receives a comprehensive financial plan.

We deliver that by advising on a range of retirement, tax, and estate planning strategies including but not limited to:

Personalized Asset Allocation

We build a portfolio that makes sense in the context of your financial plan and risk tolerance.

Portfolio Assessment

We identify the key risks that underlie your current assets and recommend strategies that mitigate these risks over time.

Tax Optimization Analysis

Our in-house CPAs work all year to minimize your tax bill and structure your assets to limit future income or estate taxes.

Retirement Cash Flow Plan

Intelligent decision making around turning assets accumulated into consistent and reliable cashflow is at the core of our financial planning capabilities. Choosing between distributing from an IRA, Roth, or Brokerage account at certain times can mean the difference between a larger or smaller lifetime tax bill.

Practice Areas

A Comprehensive Financial Plan



Employer Benefits

Our experienced advisors help you navigate and make the most of each benefit provided by your employer like 401(k) plans, Pensions, Stock compensation, Executive compensation, Insurance benefits, and much more.

Social Security Optimization

Timing the optimal time to draw your Social Security benefits can make a dramatic difference in lifetime benefits received, so we help you assess the effects of longevity, family health, tax implications, and more when it comes to your best time to start benefits.

Estate Planning Analysis

Our team will help you determine what estate planning collateral are best suited to your family's needs - from a simple will and powers of attorney all the way up to complex trust structure.

Long-term Care Study

Nearly 70% of individuals utilize some form of long-term physical or medical care during their lifetime. With the cost of care experiencing significant inflation, planning for potential needs is important for retirees.

Roth IRA Analysis

Roth strategies can be highly lucrative, even for the highly compensated. We review a wide array of potential Roth strategies for each client, from direct contributions to pre- and post-retirement conversions.

Practice Areas

A Comprehensive Financial Plan



Insurance Analysis

While most employers provide excellent life and health insurance options, many employees lose coverage when switching employers or at retirement. We partner with various providers to ensure you have the coverage needed to maintain peace of mind.

Annuity vs. Lump-Sum Analysis

Does your employer offer a pension? Interest rates, life expectancy, and other considerations make the annuity option good for some and unattractive for others. We do the math to show you the pros and Cons of different pension strategies.

NUA Optimization Analysis

There is special tax treatment available to investors who own company stock inside their 401(k) plan. Before conducting a rollover, let our team assess potential tax benefits of Net Unrealized Appreciation (NUA).

Monte-Carlo Evaluation

Our team is proud to offer advanced probability and scenario analysis tools as part of our comprehensive planning process. Our planning tools allow us to model the effects of various changes to the economic or market environment so you can feel confident in your plan.

Rhame & Gorrell Wealth Management, LLC ("RGWM") is an SEC registered investment adviser with its principal place of business in the State of Texas. Registration as an investment adviser is not an endorsement by securities regulators and does not imply that RGWM has attained a certain level of skill, training, or ability. This material has been prepared for informational purposes only, and is not intended to provide, and should not be relied on for, tax, legal or accounting advice. Past performance may not be indicative of future results and does not guarantee future positive returns. For additional information about RGWM, including fees and services, send for our Firm Disclosure Brochures as set forth on Form ADV Part 2A and Part 3 by contacting the Firm directly. You can also access our Firm Brochures at www.adviserinfo.sec.gov. Please read the disclosure brochures carefully before you invest or send money.

The RG Wealth: *Investment Philosophy*



At Rhame & Gorrell Wealth Management, the core of our offering to clients has always been investment management. Given that this function is the centerpiece of our value proposition, we have designed a process that places an emphasis on both quantitative and qualitative analysis and takes into account the individualized nature of each client's risk appetite. We synthesize the demands of each client's risk tolerance with the economic assumptions projected within each family's financial plan to pursue ideal outcomes.

Portfolio Construction

The first step in our investment management process is to determine the appropriate overall asset allocation. This selection of "primary" asset classes (equities, fixed income, cash equivalents, and alternatives) and "secondary" asset classes (domestic versus international, small cap versus large cap, sector weightings, etc.) aims to balance risk and reward by apportioning a portfolio's investments according to an individual's goals, risk tolerance, and time horizon.

Strategic Asset Allocation

In the first phase of portfolio construction, our internal investment committee identifies the proportion of various asset classes that will make up the overall portfolios, also known as our "Strategic" asset allocation. The allocation of these asset classes that make up our overall portfolios include but are not limited to asset groups many are familiar with - such as equities, fixed income, cash equivalents, and alternatives. Each of these asset classes has its own risk and return profile, both on an individual basis and in how it interacts with other asset classes via correlation over time.

Our investment committee combines the available knowledge of how these asset classes have behaved throughout history with an assessment of current economic and market conditions to construct the broad structure of client portfolios and condense the "available universe" of asset classes determined by our team to be most appropriate for achieving financial plan goals. These historical data points and economic assumptions guide our projections of expected returns, volatility, and correlations among these asset classes to one another.

The RG Wealth: *Investment Philosophy*



Once the expected characteristics of these asset classes are determined by the committee, the next step in this process involves the development of strategic allocations that can best position client portfolios towards their long-term goals. With the information previously described (expected return, risk, and correlations), model asset allocations are constructed across the risk spectrum utilizing various combinations of these asset classes. Models that are designed for an overall lower volatility profile and aiming for capital preservation may have a higher weighting towards asset classes that express these characteristics, such as fixed income, cash equivalents, and lower volatility alternative investments. On the other end of the risk scale, models aiming for higher returns with a long-term time horizon may maintain a higher weighting towards equities. Filling the gaps along the spectrum of risk tolerances will be combinations of these asset classes that are in accordance with each model's targeted risk tolerance, volatility, and expected returns.

Tactical Tilts

While our portfolios are designed to follow a long-term, risk tolerance-focused approach, our investment committee will at times seek to take advantage of price dislocation opportunities across asset classes in an attempt to add value to client portfolios. In the effort to produce outperformance, a "tactical shift" in the subcategories of our primary portfolio assets is the most often utilized method of implementation. Examples of this may include decisions around how the portfolios weigh small cap equities relative to large cap stocks, or what duration or credit quality level is targeted in the fixed income sleeve. A third example could be the decision to overweight one sector, such as technology, over another sector, such as consumer staples. The aim of these (most frequently) temporary, adjustments to portfolio models is not to materially alter the strategic asset allocation's level of risk, but to instead effectively express the economic and market outlook held by the investment committee during a specific market environment.

Investment Selection

Once the strategic allocation and tactical tilts are determined, the next step taken is the important and time intensive process of investment selection. As a fully independent fiduciary, Rhame & Gorrell is untethered to specific investment managers, nor beholden to a parent company that incentivizes certain types of investment asset sales. We are truly agnostic with respect to the type of investment products that make up our portfolios – seeking only optimal client investment outcomes is our only guiding principle.

The RG Wealth: *Investment Philosophy*



The decision as to whether the investment selected is a mutual fund, ETF, or individual security comes down to a combination of criteria, including:

- The effectiveness of the investment in expressing the investment committee's market views
- Historical performance
- Investment expense
- Tax-efficiency
- The level of transparency and repeatability of the investment

In the case of funds (ETFs, mutual funds, etc.), one key decision made is whether passive or active management in the underlying investment is selected. The criteria driving this decision includes the investment committee's views on the "efficiency" of the market for the underlying asset class and the ability for active managers to add value in markets where inefficiency is perceived to exist. In markets viewed as efficient, the committee will be more inclined to select passive investments that provide exposure to the desired asset class while minimizing costs. Measures utilized in evaluating effectiveness of asset class exposure for passive investments include tracking error and correlation to the asset class, while expense ratios are assessed in evaluating costs.

When active management is warranted, a thorough and objective due diligence process defined by quantitative and qualitative analysis is employed. On the data driven side, investment managers are screened relative to their asset class universe that examines various quantitative criteria. Preference is given to potential investments that exhibit the strongest inclination towards high total returns relative to the investment's volatility and downside risk. The quantitative criteria given the most weight may also be influenced by the portfolio management objective desired. For example, higher historical returns and volatility may be the primary consideration in the search for a manager intended for long-term total return outperformance, while downside risk may be the primary criteria for an investment intended for low volatility or conservative exposure.

Also considered are the fund and managing firm's assets under management, management tenure, and the fund's date of inception. The importance of this second set of data points can provide information on the reliability of the performance data and the capacity of the strategy to sustain its historical performance.

As a final step in manager evaluation, qualitative examination of the fund's strategy, management team, investment philosophy, and consistency of process takes focus. This involves a combination of assessing third-party due diligence from reputable outside resources and multiple discussions with the fund's representatives and investment management teams. A thorough examination is conducted of the fund's explanatory documents such as fact sheets, manager commentaries, and prospectus. This deep dive into the minutiae of investment managers is imperative, as historical returns are not a guarantee of future performance, and a fund's strategy is only as reliable as the consistency of its processes.

Ongoing Evaluation

Our process does not end with the initial investment. Both our evaluation of portfolios and our client's risk profiles are dynamic and will change over time. The investments and asset allocation within client portfolios are frequently analyzed and scrutinized by the team making up our Investment Committee. Through our Advisors' communication with our clients, a robust understanding of our clients' needs, goals, and risk tolerances is in continual development. Whether it involves a recalibration of investment positions or simply a normalization of security weightings, client portfolios are rebalanced multiple times a year to ensure that they continue to perform as intended. Whenever these rebalances take place, the portfolios go through the same research and analysis described at portfolio initiation.

Just as we demand from the investment funds making up our client portfolios, we aim to provide the utmost transparency of both our process and market outlook to our clients.

The RG Wealth: *Investment Philosophy*



Because of this, we have an ongoing newsletter in which we share our Investment Committee's market perspectives as well as adjustments made to portfolios. We are also open and pleased to answer any questions from our clients, even those that are simply interested in our process and thinking in general. It is our goal to be both good stewards of your wealth and a helpful source of information.

Important Disclosures:

Corporate benefits may change at any point in time. Be sure to consult with human resources and review Summary Plan Description(s) before implementing any strategy discussed herein.

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For additional information about RGWM, including fees and services, send for our Firm Disclosure Brochures as set forth on Form ADV Part 2A and Part 3 by contacting the Firm directly. You can also access our Firm Brochures at www.adviserinfo.sec.gov. Please read the disclosure brochures carefully before you invest or send money.

The RG Wealth: *Fee Schedule*



Our fee for Wealth Management Services will vary depending on the amount of assets being managed, based upon the following fee schedule:

INVESTMENT AMOUNT	FEE RATE
Up to \$1,000,000	1.30%
\$1,000,001 – \$1,500,000	1.05%
\$1,500,001 – \$2,500,000	0.95%
\$2,500,001 – \$3,500,000	0.85%
\$3,500,001 – \$5,000,000	0.80%
\$5,000,001 – \$7,000,000	0.70%
\$7,000,001 – \$15,000,000	0.65%
\$15,000,001 +	0.55%

Once a new tier is reached, the entire portfolio balance (back to the first dollar) is charged at the new lower rate. This fee will be prorated and billed on a quarterly basis, in advance, based upon the market value of the assets on the last day of the previous billing period ("Billing Period") as valued by the custodian of your assets.

All assets are subject to a minimum quarterly Wealth Management Fee of \$1,000.

Please read our full Disclosure Brochure before investing.