



# FOUNTAINHEAD

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## FORM ADV PART 2A DISCLOSURE BROCHURE MARCH 25, 2021

This brochure provides information about the qualifications and business practices of Fountainhead Fiduciary, LLC (“FF”). If you have any questions about the contents of this brochure, please contact your investment adviser at (703) 455-7550. Registration does not imply a certain level of skill or training but only indicates that Fountainhead has registered its business with state and federal regulatory authorities. Fountainhead is a registered investment adviser with the Commonwealth of Virginia (our IARD # is 305658).

The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission (the “SEC”) or by any state securities authority.

Fountainhead is a registered investment adviser with the Commonwealth of Virginia does not imply a certain level of skill or training. Additional information about Fountainhead also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2: Material Changes

Fountainhead Fiduciary, LLC has the following material changes to report. Material changes relate to Fountainhead Fiduciary, LLC's policies, practices or conflicts of interests.

- Fountainhead Fiduciary, LLC has updated fees and compensation to disclose third party advisor relationships (Item 5, Item 10).

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## Item 4: Advisory Business

### Firm History

Fountainhead Fiduciary, LLC (“FF” or the “Firm”) is a limited liability company registered with the State Corporation Commission in the Commonwealth of Virginia as an investment adviser. FF became registered to provide investment advisory services in the Commonwealth of Virginia in April 2020. FF is a wholly owned subsidiary of B. Barbour LLC, a Virginia limited liability company founded and owned by Benjamin Barbour and Kristen Barbour in 2013. Mr. Barbour serves as President. Kristen Barbour serves as Director of Operations.

### Firm Services

Investment Advisory Services: FF provides discretionary investment advisory services tailored to meet a client’s individual investment objectives and guidelines, as well as any client investment restrictions or limitations which will be documented in an Investment Policy Statement. FF uses a questionnaire to help clients understand risk and establish their risk tolerance, to understand their time horizon, intended use and needs. A review cadence will be established with the client based on their needs and complexity. No less than annually FF will review Client’s goals and objectives to ensure their risk tolerance and investment objectives in the Investment Policy are accurate. Client accounts are monitored by FF on an ongoing basis with a more formal review on a quarterly basis. Clients who impose investment restrictions or limitations might affect the account’s performance and limit FF’s ability to employ various investment strategies. This may result in investment performance that differs from that of a benchmark or other client accounts utilizing the same or similar investment strategy. When providing discretionary services, FF will trade a client’s account according to the Investment Policy Statement but will not be required to discuss the transactions prior to execution. If a client engages FF for non-discretionary investment advisory services, the Firm will gain a client’s consent prior to executing any trade in the client’s account.

Third-Party Money Managers: FF provides discretionary investment advisory services on the selection and termination of non-affiliated third-party money managers. FF also offers non-discretionary asset allocation and investment adviser selection. The Firm can engage a range from a single to multiple asset classes employing several money managers. Recommended investments with third-party money managers will typically be utilized if the money manager provides a specialized service which warrants the investment. The third-party money managers will be monitored on at least a quarterly basis for performance and style drift. Third-party money managers may require that the client open an account with their preferred custodian in order to give the money manager the access necessary to trade the client’s account and deduct fees.

Financial Planning: FF offers comprehensive financial planning services. FF will provide the client with a written financial plan that, when requested, will include recommendations to the client regarding securities and other investments. FF will obtain information from the client concerning their current assets, liabilities and holdings. Through a formal consultation with the client, FF will determine the client’s risk tolerance, investment objectives, income needs, present and future foreseeable financial obligations. Using this information, we will create a financial plan consistent with the client’s identified needs and objectives. The financial plans prepared by FF are individualized for clients and may encompass one or more of the following activities: (i) investment analysis and planning, (ii) insurance analysis, (iii) estate planning, (iv) Monte Carlo analysis, (v) tax planning, (vi) retirement planning, (vii) business and personal financial planning, (viii) wealth distribution strategy analysis and (ix) education planning. The timing of the plan is dependent on the client providing requested information in a timely manner. FF will work with the client to ensure accuracy and review the plan with the client no less than 60 days after receiving all requested information. Please see Item 5 Fees and Compensation for additional information on the financial planning process.

FF does not sponsor nor participate in a wrap fee program.

As of December 31, 2020, FF has \$8,510,783 in discretionary assets under management.

## Item 5: Fees and Compensation

Investment Advisory Services: FF is compensated for investment advisory services provided to clients based on an annual percentage of assets under management. The fees are negotiable. Fees are payable monthly in arrears and based on the fair market value of the client's assets under management on the last business day of each monthly billing period. Fees can be directly deducted from your account. If you select to not have fees deducted directly from your account, fees can be paid with a check by the 15<sup>th</sup> day after monthly billing period each month. Advisory fees can be reduced at any time. However, any increase in advisory fees will be effective only following at least thirty (30) days written notice to any client affected by the increase.

For investment advisory services, the fee for service are as follows:

Fee Schedule:

85 bps	\$0 - \$1,000,000
75 bps	\$1,000,001 - \$5,000,000
65 bps	\$5,000,001 and Up

Clients will receive an invoice from the Firm each month which reflects the calculation of the fees due and payable. Fees are negotiable with FF based on a variety of factors including, but not limited to, the size of the account, the amount of work that is anticipated and the attention needed to select the investments, or understand the current assets, or account value. There is not a requirement to open or maintain a minimum balance in account. In the event a client terminates an account between quarter ends, a final invoice will be submitted, and payment deducted from the client's account if FF is authorized. If an account is closed prior to deduction of the final fee, an invoice will be submitted to the client for payment in full for the pro rata portion of the quarter the assets were managed.

All fees due FF for investment advisory services shall be paid directly to FF from the client's account which will be held by an independent qualified custodian. The client agrees to execute the appropriate custodial forms which authorize the Firm to deduct its advisory fees from the client's accounts whenever possible. For fees related to the accounts which are held with custodians where the Firm does not have direct access ("Held Away Accounts"), the client will be responsible for payment of fees related to Held Away Accounts via personal check or by authorizing the Firm to deduct the fee from a taxable brokerage account which the Firm does have access.

When advisory fees are deducted directly from client accounts at client's custodian, FF will be deemed to have limited custody of client's assets. Because client fees will be withdrawn directly from client accounts, in states that require it, FF will:

- (A) Possess written authorization from the client to deduct advisory fees from an account held by a qualified custodian.
- (B) Send the qualified custodian written notice of the amount of the fee to be deducted from the client's account and verify that the qualified custodian sends invoices to the client.
- (C) Send the client a written invoice itemizing the fee upon or prior to fee deduction, including the formula used to calculate the fee, the time period covered by the fee and the amount of assets under management on which the fee was based.

Clients will receive all account statements and billing invoices that are required in each jurisdiction, and they should carefully review those statements for accuracy. Clients are urged to compare the account statements they received from custodian with those they received from FF.

Financial Planning: FF charges a flat fee of up to \$5,000 for financial planning and consulting services when no asset management services are provided. The planning fee will be negotiated based on the scope and complexity of the engagement or client household. At the client's request, FF will provide annual updates for a financial plan. Fees for financial planning services will be paid upon completion of a plan and will be agreed

upon, in writing, between FF and the client. Financial Planning services will typically be completed in 6 months or less, unless otherwise agreed upon in writing.

IRA Rollover Considerations: As part of our financial planning services, we may provide you with recommendations and advice concerning your employer retirement plan or other qualified retirement account. We may recommend that you withdraw the assets from your employer's retirement plan or other qualified retirement account and roll the assets over to an individual retirement account ("IRA"). You are under no obligation, contractually or otherwise, to complete the rollover.

Employers may permit former employees to keep their retirement assets in their company plan. Also, current employees can sometimes move assets out of their company plan before they retire or change jobs. In determining whether to complete the rollover to an IRA, and to the extent the following options are available, you should consider the costs and benefits of each.

An employee will typically have four options:

- Leave the funds in your employer's (former employer's) plan.
- Roll over the funds to a new employer's retirement plan.
- Cash out and take a taxable distribution from the plan.
- Roll the funds into an IRA rollover account.

Each of these options has advantages and disadvantages. Before making a change, we encourage you to speak with your financial advisor, CPA and/or tax attorney.

Third-Party Money Managers: We also offer advisory services through Third-Party Investment Advisers (TPIAs) also known as, "third-party asset managers," or, "unaffiliated investment advisers," who manage your assets. We maintain an approved list of TPIAs who are available based on your unique financial profile. On an ongoing basis, we monitor changes to your financial profile, market environment and the TPIA selected and provide continued advice for you to adjust the TPIA if necessary. You will be charged a management fee. A portion of this fee will be distributed to the investment manager, a portion will be distributed to the platform provider, a portion will cover the transaction costs, and a portion will go to FF.

Each of the Third-Party Investment Advisers will charge advisory fees in accordance with the terms of the agreement you signed with the TPIA. Advisory fees, or any minimum investment requirements imposed by the TPIA, may or may not be negotiable. The TPIA will custody your assets with their corresponding custodian.

TPIAs may or may not be wrap programs. Any fees or charges for brokerage and custodial services incurred in connection with the TPIA's management of your account are in addition to the TPIA's investment advisory fee. Depending on the arrangement with the TPIA you chose, our fee for the advisory services we provide to you may be paid by the TPIA or directly by the custodian of your assets, who charges your account.

FF TPIA Fee Schedule:

85 bps	\$0 - \$1,000,000
75 bps	\$1,000,001 - \$5,000,000
65 bps	\$5,000,001 and Up

There is a one-time implementation fee of 0.50% which includes personalized investment risk analysis, existing portfolio stress test and evaluation, customized portfolio modeling based on client profile, account establishment, beneficiary review, account transfer coordination, and integration of accounts into the client's personal financial planning portal. This fee is in place of financial planning fees when pairing financial planning services with TPIA services.

TPIA and implementation fees are withdrawn directly from the client's accounts with client's written authorization and paid monthly in arrears unless otherwise noted in the individual contracts signed between the client and TPIA. This is a one-time fee divided into monthly payments.

Other Fees: All fees paid to FF for investment advisory services or financial planning services are separate and distinct from the fees and expenses charged by mutual funds and ETFs to their shareholders. These fees and expenses are described in each fund's prospectus and will generally include a management fee, other fund expenses and a possible distribution fee. In addition to the foregoing fund-related fees and expenses, there may be other fees or costs, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Please see item #12 for more information regarding brokerage practices.

There are no compensation differentials charged to clients above the normal other investment advisor's fees.

Commissions: Mr. Barbour in his outside business activities (see Item 10 below) is licensed to accept compensation for the sale of investment products to FF clients. This presents a conflict of interest and gives the supervised person an incentive to recommend products based on the compensation received rather than on the client's needs. When recommending the sale of securities or investment products for which the supervised persons receives compensation, FF will document the conflict of interest in the client file and inform the client of the conflict of interest. Clients always have the right to decide whether to purchase FF-recommended products and, if purchasing, have the right to purchase those products through other brokers or agents that are not affiliated with FF.

Commissions are not FF's primary source of compensation for advisory services. Advisory fees that are charged to clients are not reduced to offset the commissions or markups on securities or investment products recommended to clients. For further information regarding commission products and the conflicts of interest this represents, please review Item 10 below.

## **Item 6: Performance-Based Fees and Side-by-Side Management**

FF does not charge performance-based fees (i.e., fees based on a share of capital gains on, or capital appreciation of, the assets of a client). As a result, FF does not engage in side-by-side management (management of accounts that are charged a performance-based fee and accounts that are charged another type of fee).

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

FF provides investment advisory services to clients that may include individuals (including high net worth individuals), pension and profit-sharing plans, charitable organizations and businesses. There are no requirements to open or maintain an account.

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

### **Methods of Analysis**

FF employs a variety of security analysis methods in providing investment advisory services including, but not limited to, qualitative, fundamental and quantitative analysis. FF relies on a variety of sources of information, such as financial publications, external research, company visits, public filings and information from rating services.

Fundamental analysis is the in-depth study of the financial condition, earnings, yield, risk and return of an individual company or fund. This method of evaluating a security attempts to measure its intrinsic value by

examining related economic, financial and other qualitative and quantitative factors. Fundamental analysts study company and security-specific factors like financial condition and management. The end goal is to produce a value that an investor can compare with the security's current price to decide whether to buy or sell. This method of security analysis is the opposite of technical analysis.

Fund Analysis: FF takes a strategic approach to identifying and picking funds above just past performance and name. FF looks for funds that add value above that of their benchmark, and ensuring they are not just tracking the benchmark. By examining the fund's underlying holdings, we ensure that they are not mirroring their benchmark, and instead are investing in high conviction positions. Additionally, we look at portfolio turnover to ensure that the funds are taking positions they believe will perform over the long run, and not increasing cost with excessive trades. FF evaluates past performance of funds, understanding it is not indicative of future performance, in order to determine if the fund is merely tracking its benchmark, or is able to identify and capture return opportunities. Additionally, FF evaluates the size of the fund's holdings to ensure that they are not merely investing in a large number of names and are instead taking sizable positions in high conviction positions. We evaluate the size of the portfolio to also ensure there is an adequate amount of diversification

Technical analysis is a method of evaluating securities by analyzing statistics generated by market activity, such as past prices and volume. Technical analysts do not attempt to measure a security's intrinsic value but instead use charts and other tools to identify patterns that indicate the supply and demand of a security in the marketplace.

Macroeconomic analysis is the study of the global economy to identify trends in the business cycle, geopolitical activity, fiscal and monetary policy, and how those trends impact financial markets. This analysis includes a study of economic factors including money supply, national income, balance of payments, employment, inflation and interest rates.

## **Investment Strategies**

FF's primary investment strategies are set forth below. FF may offer additional strategies or variations of the strategies described below. FF may invest in other instruments or securities when consistent with client guidelines and objectives.

FF uses a variety of traditional and non-traditional equity strategies, including:

Quantitative Active: Quantitative investment strategies seek to outperform a benchmark by exploiting market anomalies and behavioral biases using proprietary, quantitative models and processes to select securities, construct portfolios, manage risk and deliver targeted outcomes. The investment teams conduct research on quality, size, value, momentum, low volatility and dividend yield. Strategies are then developed to target exposure to these risk factors with a focus on avoiding unintended risks and sector biases. Strategies can incorporate sustainable investing and tax-efficient principles to further tailor investment outcomes and include exposure to U.S., developed ex-US and emerging markets.

Fundamental Active Equity: Fundamental analyses as well as proprietary and vended applications are used in the construction and ongoing management of accounts. FF equity research analysts also provide insight on individual stocks, macroeconomic environment and proprietary external research.

Passive Equity: Proprietary and vended applications are used to assist in the construction and ongoing management of the passive equity strategy. FF portfolio managers utilize an in-depth understanding of the construction rules for indexes and practical experience in the implications of index rule changes. These strategies are focused on efficient exposure, management of risk and transaction costs.

Fixed Income Strategies: FF utilizes several strategies to manage fixed income including:



Active Fixed Income: Active fixed income incorporates both a top-down macro-economic view along with a bottom-up fundamental outlook. FF's macro fixed income strategy committees generate proprietary environmental forecasts on key global metrics that guide the formulation of its active investment policy. The team of fixed income professionals reconciles these top-down macro views with bottom-up market inputs to develop tactical investment strategies. Risk/reward relationships are continuously monitored across sectors and issuers to identify attractive investment opportunities. The approach uses cash management, ultra-short, short duration, and intermediate duration securities, as well as tax-exempt, international and high yield securities.

Passive Fixed Income: Passive fixed income provides a diversified portfolio through stratified sampling with risk and return characteristics of the underlying benchmark. Because of the large size and diverse underlying holdings of the various fixed income indexes, the team employs a sampling strategy to construct portfolios. The sampling process requires managing over-weights and under-weights of index members. Based on similar features of various constituents of the index, FF strives to build the optimal account to replicate the benchmark while taking into account liquidity and the cost of trading.

Third Party Money Managers: FF researches non-affiliated investment advisers and their respective security analysis methods for different investment classes and styles. FF's analysis is complemented with a quantitative analysis of the advisers' past performance and portfolios. FF looks for investment advisers with a consistent investment style who manage in compliance with stated objectives and are performing competitively versus peers and market benchmarks. The investment advisers may not always be among the top performing in their respective asset classes, but FF seeks to select those that will over time deliver competitive performance versus both peers and market benchmarks. Each investment adviser has discretion to purchase and sell securities for their portion of an assigned portfolio.

Environmental, Social and Governance ("ESG"): FF offers a variety of ESG solutions designed to meet a client's financial goals and objectives. Strategies include "best in class" screening, norms and integration approaches designed to achieve sustainable investing goals. These approaches may be used singularly or in combination.

Model Portfolio Strategies: Model management is designed to maximize operational efficiencies for separately managed account investments and provide account customization to clients. It centralizes the delivery and manufacturing of proprietary and third-party model portfolio strategies across asset classes, ranging from single strategy to diversified multi-asset class solutions. Through a highly scalable process of construction, rebalancing and daily monitoring of activity, accounts are managed to minimize dispersion from the selected model portfolio. FF relies on a suite of proprietary and vended applications to assist in the ongoing management of these accounts.

Fund Analysis: FF takes a strategic approach to identifying and picking funds above just past performance and name. FF looks for funds that add value above that of their benchmark, and ensuring they are not just tracking the benchmark. By examining the fund's underlying holdings, we ensure that they are not mirroring their benchmark, and instead are investing in high conviction positions. Additionally, we look at portfolio turnover to ensure that the funds are taking positions they believe will perform over the long run, and not increasing cost with excessive trades. FF evaluates past performance of funds, understanding it is not indicative of future performance, in order to determine if the fund is merely tracking its benchmark, or is able to identify and capture return opportunities. Additionally, FF evaluates the size of the fund's holdings to ensure that they are not merely investing in a large number of names and are instead taking sizable positions in high conviction positions. We evaluate the size of the portfolio to also ensure there is an adequate amount of diversification.

## **Risk of Loss**

***All investment programs carry the risk of loss and there is no guarantee that any recommended investment strategy will meet its objectives.***

Investing in securities involves risk of loss that clients should be prepared to bear. All investments include inherent risks of loss of principal. FF does not guarantee to client's rates of return on investments for any period. All clients assume the risk that investment returns may be negative or below the rates of return of other investment advisers, market indexes or investment products. Clients may experience a loss of value in their investments. Past performance does not guarantee future results and there is no guarantee that the client's investment objectives will be achieved. The list of risk factors below is not a complete enumeration or explanation of the risks involved in client accounts managed by FF or the securities in those accounts. While FF seeks to manage accounts so that risks are appropriate to the strategy, it is not possible to fully mitigate all risks.

**RISKS ASSOCIATED WITH INVESTING IN GENERAL**

**Market Risk:** The value of equity or fixed income securities owned may decline, at times sharply and unpredictably, because of economic changes or other events that affect individual issuers or large portions of the market. It includes the risk that a particular style of investing, such as growth or value, may underperform other styles of investing or the market generally.

**Model Risk:** Various strategies may include the use of proprietary quantitative or investment models. Investments selected using such models may perform differently than expected and there is no guarantee that any model will achieve its objective due to underlying factors such as not performing in line with historical trends or data. The effectiveness of models may be reduced over time as a result of changing market conditions as models are often based on historical data. There is no guarantee that the use of models will result in successful results. Model Risk is the risk that a model does not perform as it was designed, either due to error or failure in the model specification or inappropriate use. Models utilized are subject to change without notice. The performance of the model in meeting the investment objectives is dependent upon, but not limited to a number of considerations including the definition of the individual factors, the accuracy of the data used in building and implementing the factors, the interrelationships of factors and changing behavior when multi factor strategies are employed and accurate coding in the initial construction of the model and subsequent changes. Different market conditions, volatilities and correlations among the securities than what existed during the construction and back testing of the model may lead to performance not consistent with expectations.

**Quantitative investing risk** is the risk that the value of securities or other investments selected using quantitative analysis can perform differently from the market as a whole or from their expected performance. This may be as a result of the factors used in building the multifactor quantitative model, the weights placed on each factor, the accuracy of historical data supplied by third parties and changing sources of market returns.

**Management Risk:** A strategy used by the investment advisory team may fail to produce the intended results.

**Account Turnover Risk:** The portfolio manager may actively and frequently trade securities in an account to carry out its principal strategies. A high account turnover may lead to increased expenses that may result in lower investment returns. High account turnover may also result in higher short-term capital gains taxable to investors.

**Issuer Risk:** The value of a security may decline for a number of reasons, which directly relates to the issuer, such as management performance, financial advantage and reduced demand for the issuer's products or services.

**Country, Industry and Market Sector Risk:** An investment strategy may result in significantly over or under exposure to certain country, industry or market sectors, which may cause an account's performance to be more or less sensitive to developments affecting those countries, industries or sectors.

**Allocation Risk:** Asset classes in which the strategy seeks investment exposure can perform differently than each other at any given time so the strategy will then be affected by its allocation among the various asset classes. If the strategy favors exposure to an asset class during a period when that class underperforms, performance may be hurt.

**Alternative Investment Risk:** Alternative investments may be riskier than other types of investments because they may be more sensitive to changes in economic and market conditions and could result in losses that significantly exceed the original investment and may be illiquid. Certain strategies may use alternative investments. A small investment in deriving an alternative could have a potentially large impact on the strategy's performance. The use of alternative investments involves risks different from, or possibly greater than, the risks associated with investing directly in market assets. Alternative investments can be highly volatile, illiquid and difficult to value, and there is the risk that changes in the value of one of these investments held by the strategy will not correlate with the strategies of other investments. Alternatives may not perform as expected, so clients may not realize the intended benefits.

**Operational Risk:** FF relies on various affiliated and unaffiliated service providers. FF and service providers may experience disruptions or operating errors that could negatively impact the client account. While service providers are required to have appropriate operational risk management policies and procedures, their methods of operational risk management may differ from FF's in the setting of priorities, personnel and resources available or the effectiveness of relevant controls. FF, through its monitoring and oversight of service providers, seeks to ensure that service providers take appropriate precautions to avoid and mitigate risks that could lead to disruptions and operating errors. It is not possible for FF or the service providers to identify all the operational risks that may affect an investment pool and client accounts or to develop processes and controls to completely eliminate or mitigate their occurrence or effects.

**Cybersecurity Risks:** Information security risks for financial institutions are significant in part because of the proliferation of new technologies to conduct financial transactions and the increased sophistication and activities of organized crime, hackers, terrorists and other external parties, including foreign state actors. FF is included in the firm cybersecurity program of Fountainhead Wealth Advisors. If the firm fails to continue to upgrade technology infrastructure to ensure effective cyber-security relative to the type, size and complexity of operations, FF could become more vulnerable to cyber-attack. Additionally, the computer, communications, data processing, networks, backup, business continuity or other operating, information or technology systems, including those outsourced to other providers, may fail to operate properly or become disabled, overloaded or damaged as a result of a number of factors, including events that are wholly or partially beyond our control, which could have a negative effect on the ability to conduct business activities.

Because the techniques used to obtain unauthorized access, disable or degrade service or sabotage systems change frequently and often are not recognized until launched against a target, FF may be unable to anticipate these techniques or to implement adequate preventative measures. FF expects to continue to face increasing cyber-threats, including computer viruses, malicious code, distributed denial of service attacks, phishing attacks, information security breaches or employee or contractor error or malfeasance that could result in the unauthorized release, gathering, monitoring, misuse, loss or destruction of clients' or other parties' confidential, personal, proprietary or other information or otherwise disrupt, compromise or damage clients' or other parties' business assets, operations and activities. If a breach of security occurs, FF could be the subject of legal claims or proceedings, including regulatory investigations and actions, the market perception of the effectiveness of security measures could be harmed, the firm reputation could suffer and FF could lose clients, each of which could have a negative effect on the business, financial condition and results of operations. A breach of security also may affect adversely the ability to effect transactions, service clients, manage exposure to risk or expand the business. An event that results in the loss of information also may require the firm to reconstruct lost data or reimburse clients for data and credit monitoring services, which could be costly and have a negative impact on our business and reputation. Further, even if not directed at the firm, attacks on financial or other institutions important to the overall functioning of the financial system or on counterparties could affect, directly or indirectly, aspects of business.

## RISKS ASSOCIATED WITH EQUITY INVESTING

**Foreign Securities Risk:** Investing in non-U.S. securities may result in the investment experiencing more rapid and extreme changes in value than an investment exclusively in securities of U.S. companies. This may be due to less liquid markets and adverse economic, political, diplomatic, financial and regulatory factors. Foreign governments also may impose limits on investment and repatriation and impose taxes. Any of these events could cause the value of the investment to decline. To the extent that the investment assets are concentrated in a single country or geographic region, the investments will be subject to the risks associated with that particular country or region.

**Small-Cap and Mid-Cap Stock Risk:** Stocks of smaller or mid-sized companies may be subject to more abrupt or erratic market movements than stocks of larger, more established companies. Small and mid-sized companies may have limited product lines or financial resources or may be dependent upon a small or inexperienced management group, and their securities may trade less frequently and in lower volume than the securities of larger companies. This could lead to higher transaction costs. Generally, the smaller the company size, the greater the risk.

**Stock Market Risk:** Investments in equity securities are subject to fluctuations in the stock market, which has periods of increasing and decreasing values.

**Growth Style Risk:** Due to growth stocks' relatively high valuations, they are typically more volatile than value stocks. Further, growth stocks may not pay dividends or may pay lower dividends than value stocks. This means they depend more on price changes for returns and may be more adversely affected in a down market compared to value stocks that pay higher dividends.

**Value Style Risk:** Investments in value stocks are subject to the risk that the intrinsic values of investments in value stocks may never be realized by the market. A stock judged to be undervalued may actually be appropriately valued, or its price may decline, even though in theory the security is already undervalued. Value stocks can react differently to issuer, political, market and economic developments than the market as a whole and other types of stocks such as growth stocks.

**Emerging Market Risk:** Securities of issuers located or doing substantial business in emerging markets are often subject to rapid and large changes in price. Emerging markets tend to be more volatile and less liquid than the market of more mature economies, and generally have less diverse and less mature economic structures and less stable political systems than those of developed countries.

## RISKS ASSOCIATED WITH FIXED INCOME INVESTING

Fixed income securities are subject to various risks, the most prominent of which are credit risk and interest rate risk. These risks can affect a security's price volatility to varying degrees, depending upon the nature of the instrument. Risks associated with investing in fixed income securities include and are not limited to the following:

**Interest Rate/Maturity Risk:** Prices of fixed income securities rise and fall in response to changes in interest rates paid by similar securities. Generally, when interest rates rise, prices of fixed income securities fall. This risk is generally lower for assets that have shorter-weighted maturities. The magnitude of this decline will often be greater for longer-term fixed income securities than shorter-term fixed income securities.

**Foreign Securities Risk:** Investing in non-U.S. securities may result in the investment experiencing more rapid and extreme changes in value than an investment exclusively in securities of U.S. companies. This may be due to less liquid markets and adverse economic, political, diplomatic, financial and regulatory factors. Foreign governments may also impose limits on investment and repatriation and impose taxes. Any of these events

could cause the value of the investment to decline. To the extent that the investment assets are concentrated in a single country or geographic region, the investments will be subject to the risks associated with that particular country or region.

**Emerging Market Risk:** Securities of issuers located or doing substantial business in emerging markets are often subject to rapid and large changes in price. Emerging markets tend to be more volatile and less liquid than the market of more mature economies, and generally have less diverse and less mature economic structures and less stable political systems than those of developed countries.

**Credit (or Default) Risk:** An issuer or guarantor of a fixed income security, or counterparty to a repurchase or other transaction, will be unwilling or unable to meet its payment or other financial obligations, adversely affecting the investment's value and returns. Changes in the credit rating of a debt security could have a similar effect.

**Call Risk:** If a fixed income security is redeemed by the issuer before maturity, the portfolio may have to reinvest the proceeds in securities that pay a lower interest rate, which may decrease the client account's overall yield.

**Liquidity Risk:** Liquidity risk is the risk that the client's account may not be able to sell or buy a security or close out an investment contract at a favorable price or time. As a result, the client account may have to accept a lower price to sell a security, sell other securities to raise cash or give up an investment opportunity, any of which could have a negative effect on the account's performance.

**Asset Backed/Mortgage-Backed Securities Risk:** Asset backed, and mortgage-backed securities are subject to the risk of prepayment. A client account's yield will be reduced if cash from prepaid securities is reinvested in securities with lower interest rates. The risk of prepayment also may decrease the value of mortgage-backed securities. Asset backed securities may have a higher level of default and recovery risk than mortgage-backed securities. Both types of securities may decline in value because of mortgage foreclosures or defaults on the underlying obligations. Credit risk is greater for mortgage-backed securities that are subordinated to another security.

**High Yield Securities Risk:** High yield securities tend to be more sensitive to economic conditions than higher-rated securities and generally involve more credit risk. The risk of loss due to default by an issuer of high yield securities is significantly greater than issuers of higher rated securities because such securities are generally unsecured and are often subordinated to other creditors. An account may have difficulty disposing of certain high yield securities because there may be a thin trading market for such securities.

**Municipal Securities Risk:** Certain types of municipal bonds are subject to risks based on factors, including economic and regulatory developments, changes or proposed changes in the federal and state tax structure, deregulation, court rulings and other factors. The value of municipal securities may be affected more by supply and demand factors or the creditworthiness of the issuer than by market interest rates. Repayment of municipal securities depends on the ability of the issuer or project backing such securities to generate taxes or revenues. There is a risk that the interest on an otherwise tax-exempt municipal security may be subject to federal income tax.

## **Item 9: Disciplinary Information**

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of FF's advisory business or the integrity of its management to be disclosed under this section.

## Item 10: Other Financial Industry Activities and Affiliations

KALOS CAPITAL INC. & FOUNTAINHEAD WEALTH ADVISORS - FF is not registered as a broker or dealer nor does it have an application pending to register as a broker or dealer. However, Mr. Barbour provides brokerage services through an unaffiliated broker-dealer, Kalos Capital, Inc. (CRD # 44337) ("Kalos"). Kalos' main office is located at 11525 Park Woods Circle, Suite 280, Alpharetta, Georgia 30005. The telephone number is (678) 356-1100. Mr. Barbour is a registered representative of Kalos. Mr. Barbour may recommend investments that cannot be managed by the Firm but will be placed in a brokerage account at Kalos. Client investments held at Kalos may generate commission-based compensation for Mr. Barbour. This practice presents a conflict of interest because persons who are registered representatives may have an incentive to recommend securities and products. Accounts held with Kalos will not be subject to an ongoing asset-based investment advisory fee. However, you are under no obligation, contractually or otherwise, to implement investment recommendations and are under no obligation to purchase securities through anyone affiliated with FF.

FF is not a registered futures commission merchant, commodity pool operator, a commodity trading advisor nor does it have an application pending to register as any of the foregoing.

FOUNTAINHEAD INSURANCE AGENCY LLC - FF is not an insurance company but its employees can provide insurance products to clients through its affiliated entity, Fountainhead Insurance Agency LLC. To the extent that a financial plan prepared by FF includes a recommendation that certain insurance products be purchased by a client, FF's IARs have the ability to implement that recommendation by offering certain insurance products for sale in their capacity as licensed insurance agents appointed by various insurance companies to sell their products. The IARs may earn commission-based compensation for selling insurance products. Such compensation is separate and in addition to FF's financial planning fees. This practice presents a conflict of interest because persons who are insurance agents providing financial plans and related investment advice on behalf of FF may have an incentive to recommend insurance products. However, clients are under no obligation, contractually or otherwise, to implement financial plan recommendations and are under no obligation to purchase securities products or insurance products through anyone affiliated with FF.

Additional Disclosures Related to Affiliates: FF may provide investment advice to its affiliates and may provide investment advisory services to affiliates' clients and may have common management and officers with some of its affiliates. FF shares facilities with affiliates and relies on affiliates for various administrative support, including information technology, human resources, business continuity, legal, compliance, finance, enterprise risk management, internal audit and general administrative support.

FF's affiliations may create potential conflicts of interest. FF seeks to mitigate the potential conflicts of interest to ensure accounts are always managed in a client's best interests and in accordance with client investment objectives and guidelines through regular account reviews attended by investment advisory, compliance and management staff. FF also seeks to mitigate potential conflicts of interest through maintaining policies and procedures that include, but are not limited to, personal trading, custody and trading.

FF does not receive payments from non-affiliated investment advisers that may manage FF client accounts or may be recommended to FF clients. Given the interrelationships among FF and its affiliates, there may be other or different potential conflicts of interest that arise in the future that are not included in this section.

FF may direct clients to third-party investment advisers. Clients will pay FF its standard fee in addition to the standard fee for the advisers to which it directs those clients. The fees will not exceed any limit imposed by any regulatory agency. FF will always act in the best interests of the client, including when determining which third party investment adviser to recommend to clients. FF will ensure that all recommended advisers are exempt, licensed or notice filed in the states in which FF is recommending them to clients.

## **Code of Ethics**

FF has adopted a Code of Ethics that provides its employees with the framework and sets the expectations for business conduct. The Code of Ethics is designed to reinforce our reputation for integrity by placing the interests of clients first, while avoiding even the appearance of impropriety and to ensure compliance with federal securities laws. The Code of Ethics sets forth procedures and limitations that govern the personal securities transactions of our employees in accounts held in their own names as well as accounts in which they have indirect ownership. We, and our related persons and employees, may, under certain circumstances and consistent with the Code of Ethics, purchase or sell for our own accounts securities that we also recommend to clients.

All FF employees are subject to the Code of Ethics. Compliance with the Code of Ethics is a condition of employment and requires quarterly affirmation by all employees. In general, the Code of Ethics contains various reporting, disclosure and approval requirements regarding an employee's personal securities transactions based on the nature of their business activities for FF. All employees are required to report their personal securities transactions. Employees are also prohibited from participating in initial public offerings without pre-approval by the CCO, as well as trading futures, options and short selling securities. Employees must obtain approval before transacting in privately offered securities. The Code of Ethics requires employees who have access to certain information to pre-clear personal securities transactions and imposes certain limitations on the timing of such transactions.

To facilitate the monitoring of employee personal transactions, employees are generally required to maintain personal brokerage accounts at designated brokers and to disclose these accounts. The Code of Ethics provides for the imposition of sanctions against employees who violate the Code.

FF employees may, under certain circumstances and consistent with the Code of Ethics, invest for their own account in securities in which FF or its affiliates may also invest on behalf of client accounts. Moreover, FF and its affiliates' respective employees, may buy, sell or hold securities while making investment decisions for client accounts.

Compliance personnel oversee the Code of Ethics' operation and review. Further, FF has implemented procedures regarding political contributions, giving and receipt of gifts and entertainment and outside business activities. The intent of these procedures is to minimize the opportunity for conflicts to arise. Clients may obtain a copy of the Code of Ethics by contacting FF at the address noted on the cover of this brochure.

## **Participation or Interest in Client Transactions**

While the transactions discussed below may present conflicts of interest, FF manages its client accounts consistent with applicable laws and follows its own policies and procedures that are reasonably designed to treat clients fairly and to prevent any client or group of clients from being systematically favored or disadvantaged.

FF provides advice and makes investment decisions for client accounts that it believes are consistent with each client's stated investment objectives and guidelines. As such, advice given to clients or investment decisions made for clients may differ from, or may conflict with, advice given, or investment decisions made for other clients of FF or an affiliate. FF will not, as principal for its own account, buy securities from or sell securities to any client. FF will not recommend cross trades between client accounts.

FF has established certain policies and procedures designed to address conflicts of interest that may arise between its employees and clients as well as between clients and FF or its affiliates. FF employees must act



in the best interests of its clients and do not have knowledge of proprietary trading positions or certain other operations of affiliates.

## **Other Conflicts of Interest**

FF employees are prohibited from providing or receiving gifts or entertainment that could be considered excessive or inappropriate, or intended to influence a recipient. FF may pay to participate in consultant-sponsored conferences to obtain information about industry trends, among other items.

FF has established policies and procedures relating to political contributions that are designed to comply with applicable federal, state and local law.

FF maintains policies, procedures and controls, which it believes are reasonably designed to ensure conflicts are addressed. FF provides advice and makes investment decisions for client accounts that it believes are consistent with each client's stated investment objectives.

## **Item 12: Brokerage Practices**

### **Factors Used to Select Broker-Dealer Custodians:**

Custodians/broker-dealers will be recommended based on FF's duty to seek "best execution," which is the obligation to seek to execute securities transactions for a client on terms that are the most favorable to the client under the circumstances. The client will not necessarily pay the lowest commission or commission equivalent, and FF may also consider the market expertise and research access provided by the payment of commissions, including but not limited to access to written research, oral communication with analysts, admittance to research conferences and other resources provided by the brokers to aid in the research efforts of FF. FF will never charge a premium or commission on transactions, beyond the actual cost imposed by the broker-dealer/custodian.

FF recommends E\*TRADE Advisor Services and TD Ameritrade Institutional, a division of TD Ameritrade, Inc. Member FINRA/SIPC ("TD Ameritrade"). TD Ameritrade is an independent and unaffiliated SEC-registered broker-dealer.

### **Research and Other Soft Dollar Benefits:**

FF has access to research, products, or other services from its broker/dealer in connection with client securities transactions ("soft dollar benefits") consistent with (and not outside of) the safe harbor contained in Section 28(e) of the Securities Exchange Act of 1934, as amended, and may consider these benefits in recommending brokers. There can be no assurance that any particular client will benefit from any particular soft dollar research or other benefits. FF benefits by not having to produce or pay for the research, products or services, and FF will have an incentive to recommend a broker dealer based on receiving research or services. Clients should be aware that FF's acceptance of soft dollar benefits may result in higher commissions charged to the client.

FF also participates in the institutional advisor program (the "Program") offered by TD Ameritrade. TD Ameritrade offers to independent investment advisor services which include custody of securities, trade execution, clearance and settlement of transactions. FF receives some benefits from TD Ameritrade through its participation in the Program.

As part of the Program, FF may recommend TD Ameritrade to clients for custody and brokerage services. There is no direct link between FF's participation in the Program and the investment advice it gives to its clients, although FF receives economic benefits through its participation in the Program that are typically not available to TD Ameritrade retail investors. These benefits include the following products and services



(provided without cost or at a discount): receipt of duplicate client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving FF participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have FF's fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to FF by third party vendors. TD Ameritrade may also pay for business consulting and professional services received by FF's related persons. Some of the products and services made available by TD Ameritrade through the Program may benefit FF but may not benefit its client accounts. These products or services may assist FF in managing and administering client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help FF manage and further develop its business enterprise. The benefits received by FF or its personnel through participation in the Program do not depend on the amount of brokerage transactions directed to TD Ameritrade. As part of its fiduciary duties to clients, FF endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by FF or its related persons in and of itself creates a conflict of interest and may indirectly influence FF's choice of TD Ameritrade for custody and brokerage services.

#### **Brokerage for Client Referrals:**

FF may have an incentive to select or recommend a broker-dealer based on FF's interest in receiving the research or other products or services, rather than the client's interest in receiving most favorable execution.

#### **Directed Brokerage Client:**

FF will require clients to use specific broker-dealer(s) to execute transactions, TD Ameritrade and E\*TRADE Advisor Services.

#### **Aggregating Securities Transactions:**

Our firm does not aggregate purchases and sales for various client accounts.

### **Item 13: Review of Accounts**

FF reviews the client's investment objectives, guidelines and any restrictions before acceptance of a client account. Client accounts are monitored daily by operations using automated and manual processes for compliance with the account's investment guidelines and any restrictions. Exceptions are reviewed with FF and escalated to clients as needed.

FF will conduct a formal annual review with the client of a client's accounts at least annually in relation to client's investment objectives, guidelines, limitations and/or restrictions, if any, as well as any internal requirements and portfolio performance. FF may perform additional reviews as it deems appropriate. Additional reviews may be initiated by client request, compliance monitoring, industry factors, market developments, statutory and regulatory changes. These reviews are performed by Benjamin Barbour, Managing Member and Chief Compliance Officer.

Decisions regarding the client investments with non-affiliated, third-party money managers are reviewed by FF. In making these decisions, FF generally considers whether each selected investment adviser is appropriate for a client based on criteria germane to the investment objective, which includes, but is not limited to, legal, tax, regulatory and other considerations, such as a client or investment program's investment objective, available capital, investment strategy, current investment account or portfolio and any diversification requirements.

Clients will receive, at a minimum, quarterly statements from the custodian that include, but are not limited to, information regarding the account holdings, fees and account performance during the immediately preceding

quarter. Clients will also receive periodic reports directly from FF. Clients have the option of receiving these reports via postal mail, email or online via a secure client website.

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

FF does not offer compensation to any third-party for client referrals and does not accept referral fees from any third-party non-affiliated entity.

When an employee of FF refers a client to an FF affiliate, the employee may receive compensation for the referral or the employee may also be an employee of the affiliate, in which case, the employee can receive a commission or be paid for services rendered by the affiliate. FF affiliates are and the conflicts that arise due to this other compensation is discussed under Item 10 - Other Financial Industry Activities and Affiliations.

FF does not compensate non-advisory personnel (solicitors) for client referrals.

#### **Item 15: Custody**

All client's assets are maintained with a qualified custodian. FF does maintain Constructive custody of client's assets as the Firm has the ability to deduct its advisory fees directly from the clients account. This authorization is reflected in the Client Agreement with the client as well as in the account opening documents which a client will sign to open an account with the custodian. You will receive account statements from the custodian at least monthly through the mail or via e-mail. You should carefully review those statements when you receive them. You should also compare the custodian's statements to the periodic reports that you may receive from us. Please notify us if you see any discrepancies. On a monthly basis, the Firm will submit an invoice to the custodian as well as to the client regarding the calculation of advisory fees. Clients are encouraged to compare the invoice to their statements for discrepancies. The method of delivery for accounts statements and invoices (postal service versus secure electronic delivery) is determined by the individual client.

#### **Item 16: Investment Discretion**

FF provides discretionary investment advisory services to clients. The Investment Advisory Contract established with each client outlines the discretionary authority for trading. Where investment discretion has been granted, FF generally manages the client's account and makes investment decisions without consultation with the client as to what securities to buy or sell, when the securities are to be bought or sold for the account, the total amount of the securities to be bought/sold, or the price per share. Clients may, but typically do not, impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs.

#### **Item 17: Voting Client Securities**

As a matter of firm policy and practice, FF does not have any authority to and does not vote proxies on behalf of its investment advisory clients. Client accounts will be set up for clients to directly receive proxy solicitation materials. Clients retain the responsibility for voting proxies for any and all securities maintained in client portfolios. Upon client request, FF may provide advice to clients regarding the voting of proxies. Clients can call FF at the number listed on the cover page of this disclosure brochure if they require assistance with proxies. Any proxy solicitation materials that apply to client accounts that are received by FF will be immediately forwarded to clients via postal service or electronic delivery – which ever method the client has indicated.

#### **Item 18: Financial Information**

FF has no financial commitment that impairs its ability to meet contractual commitments to clients and has not been the subject of a bankruptcy proceeding. A balance sheet is not required to be provided because we do not serve as a custodian for client funds or securities and do not require prepayment of fees of more than \$500 per client six months or more in advance.

## Item 19: Requirements for State-Registered Advisers

- A. The Principal of FF is Ben Barbour. Mr. Barbour's background information is in the attached Form ADV Part 2B at the end of this document.
- B. Kristen Barbour is the Director of Operations. Kristen is **not** an investment advisor but holds insurance licenses.

### Educational Background

Kristen graduated from Penn State University in 2006 with a B.S. in Psychology and from the University of Pittsburgh in 2008 with a B.A. in Business Administration. Kristin also graduated from The George Washington University in 2013, with a M.A. in organizational management.

### Employment Background

Kristen worked at the Department of Health and Human Services as a Human Resources Assistant from Jan 2011 – Jan 2012.

Accenture as a Consultant from Jan 2012 – Sept 2014.

Keller Williams Realty, Falls Church as a Realtor from Dec 2014 – Oct 2017.

Pearson Smith Realty as a Realtor from Oct 2017 – Aug 2019

Fountainhead Fiduciary, LLC as Director of Operations from Aug 2019 – Present.

- C. FF has two active affiliates, Fountainhead Wealth Advisors and Fountainhead Insurance Agency. As described under Item 10 above, it is anticipated that Mr. Barbour will spend between 10% to 20% of his time on services for clients through these two entities.
- D. Neither FF nor its supervised persons will be compensated by performance-based fees.
- E. Neither FF nor its supervised persons have been found liable in an arbitration claim alleging damages in excess of \$2500 or found liable in a civil, self-regulatory organization, or administrative proceeding which involved any of the following:
  - i. an investment or an *investment-related* business or activity;
  - ii. fraud, false statement(s), or omissions;
  - iii. theft, embezzlement, or other wrongful taking of property;
  - iv. bribery, forgery, counterfeiting, or extortion; or
  - v. dishonest, unfair, or unethical practices.
- F. Neither FF nor its supervised persons has any other conflict of interest to disclosure other than those disclosed under Item 10 above.

# Privacy Notice

## FOUNTAINHEAD FIDUCIARY Effective April 2020

FACTS	WHAT DOES FOUNTAINHEAD FIDUCIARY DO WITH YOUR PERSONAL INFORMATION?
WHY?	Financial companies choose how they share your personal information. Federal law gives consumers the right to limit some but not all sharing. Federal law also requires us to tell you how we collect, share and protect your personal information. Please read this notice carefully to understand what we do.
WHAT?	The types of personal information we collect, and share depend on the product or service you have with us. This information can include: <ul style="list-style-type: none"> <li>• Social Security number and income</li> <li>• Account balances and payment history</li> <li>• Credit history and account transactions</li> </ul>
HOW?	All financial companies need to share customers' personal information to run their everyday business. In the section below, we list the reasons financial companies can share their customers' personal information; the reasons Fountainhead chooses to share; and whether you can limit this sharing.

Reasons we can share your personal information	Does Fountainhead Share?	Can you limit this sharing?
<b>For our everyday business purposes</b> — such as to process your transactions, maintain your account(s), respond to court orders and legal investigations, or report to credit bureaus	YES	NO
<b>For our marketing purposes</b> — to offer our products and services to you	YES	NO
<b>For joint marketing with other financial companies</b>	YES	NO
<b>For our affiliates' everyday business purposes</b> — information about your transactions and experiences	YES	NO
<b>For our affiliates' everyday businesses purposes</b> — information about your creditworthiness	NO	We don't share
<b>For our affiliates to market to you</b>	YES	YES
<b>For nonaffiliates to market to you</b>	NO	We don't share
<b>To limit our sharing</b>	<ul style="list-style-type: none"> <li>• You may limit our use or sharing of information about you for marketing purposes by calling 703-455-7550; or by stopping in at our office.</li> </ul> <p><b>Please note:</b> If you are a new customer, we can begin sharing your information 30 days from the date we sent this notice. When you are no longer our customer, we continue to share your information as described in this notice. However, you can contact us at any time to limit our sharing.</p>	
<b>Questions?</b>	Contact us at 703-455-7550.	

<b>Who we are</b>	
Who is providing this notice?	Fountainhead Fiduciary, LLC and Fountainhead Insurance

<b>What we do</b>	
How does Fountainhead protect my personal information?	To protect your personal information from unauthorized access and use, we use security measures that comply with federal law. These measures include computer safeguards and secured files and buildings.
How does Fountainhead collect my personal information?	<p>We collect your personal information, for example, when you</p> <ul style="list-style-type: none"> <li>• Seek financial advice</li> <li>• Make deposits or withdrawals from your account</li> <li>• Open an account, request financial planning or direct us to buy securities</li> </ul> <p>We also collect your personal information from others, such as credit bureaus, affiliates or other companies.</p>
Why can't I limit all sharing?	<p>Federal law gives you the right to limit sharing only for</p> <ul style="list-style-type: none"> <li>• Affiliates' everyday business purposes — information about your creditworthiness</li> <li>• Affiliates using your information to market to you</li> <li>• Nonaffiliates to market to you</li> </ul> <p>State laws and individual companies may give you additional rights to limit sharing.</p>
What happens when I limit sharing for an account, I hold jointly with someone else?	Your choices will apply only to you — unless you tell us otherwise.

<b>Definitions</b>	
Affiliates	<p>Companies related by common ownership or control. They can be financial and nonfinancial companies.</p> <ul style="list-style-type: none"> <li>• Our affiliates include companies with a Fountainhead name; financial companies such as Fountainhead Wealth Advisors and Fountainhead Insurance.</li> </ul>
Nonaffiliates	<p>Companies not related by common ownership or control. They can be financial and nonfinancial companies.</p> <ul style="list-style-type: none"> <li>• Fountainhead does not share with nonaffiliates so they can market to you.</li> </ul>
Joint marketing	<p>A formal agreement between nonaffiliated financial companies that together market financial products or services to you.</p> <ul style="list-style-type: none"> <li>• Fountainhead does not share with nonaffiliated companies.</li> </ul>

# FOUNTAINHEAD FIDUCIARY, LLC

## Form ADV Part 2B – Benjamin Barbour

Benjamin Barbour  
Co-Founder  
12355 Sunrise Valley Drive, Suite 310  
Reston, VA 20191  
(703) 455-7550  
ben@fountainheadwa.com

**This brochure supplement provides information about Benjamin Barbour that supplements the Fountainhead Fiduciary, LLC (“FF” or the “Firm”) brochure. You should have received a copy of that brochure. Please contact your investment relationship manager if you did not receive FF’s brochure or if you have any questions about the contents of this supplement.**

### Educational Background and Business Experience

Born:	1982
Educational Background:	George Mason University Degree: BS in Economics Graduation: 2006
Business Experience:	Fountainhead Fiduciary, LLC Co-Founder August 2019 - Present  Fountainhead Wealth Advisors Co-Founder August 2019 - Present  Fountainhead Insurance Agency Co-Founder August 2019 - Present  Kalos Capital (CRD# 44337) Registered Representative August 2013 - Present  Kalos Management (CRD#133025) (Clark & Associates) Investment Advisor Representative July 2013 - April 2020  Clark & Associates Insurance Representative September 2011 – June 2019

### Disciplinary Information

None.

## Other Business Activities

Fountainhead Insurance Agency LLC. To the extent that a financial plan prepared by FF includes a recommendation that certain insurance products be purchased by a client, FF's IARs have the ability to implement that recommendation by offering certain insurance products for sale in their capacity as licensed insurance agents appointed by various insurance companies to sell their products under the insurance affiliate. Mr. Barbour may earn commission-based compensation for selling insurance products. Such compensation is separate and in addition to FF's financial planning fees. This practice presents a conflict of interest because persons who are insurance agents providing financial plans and related investment advice on behalf of FF may have an incentive to recommend insurance products. However, you are under no obligation, contractually or otherwise, to implement financial plan recommendations and are under no obligation to purchase securities products or insurance products through anyone affiliated with FF.

Kalos Capital Inc./Fountainhead Wealth Advisers. Mr. Barbour provides brokerage services through an unaffiliated broker-dealer, Kalos Capital, Inc. (CRD # 44337) ("Kalos"). Kalos' main office is located at 11525 Park Woods Circle, Suite 280, Alpharetta, Georgia 30005. The telephone number is (678) 356-1100. Mr. Barbour may recommend investments that cannot be managed by the Firm but will be placed in a brokerage account at Kalos. Client investments held at Kalos may generate commission-based compensation for the Fountainhead Wealth Advisors LLC through which Mr. Barbour operates his brokerage business. Fountainhead Wealth Advisors is not a broker or dealer, nor does it have an application pending to register as a broker or dealer. This practice presents a conflict of interest because persons who are registered representatives may have an incentive to recommend securities and products. Accounts held with Kalos will not be subject to an ongoing asset-based investment advisory fee. However, you are under no obligation, contractually or otherwise, to implement investment recommendations and are under no obligation to purchase securities through anyone affiliated with FF.

## Additional Compensation

Mr. Barbour receives no outside compensation or economic benefit for any services provided other those stated above under "Other Business Activities."

## Supervision

Mr. Barbour is co-founder of the firm and he is responsible for supervision of himself and all employees. Barbour can be reached at (703) 455-7550. FF maintains a Code of Ethics to which all employees must subscribe. The Code of Ethics provides for employees to exercise a fiduciary duty to its clients by acting in the best interest of the client and always placing the client's interest's first and foremost. FF takes seriously its compliance and regulator obligations and requires all staff and employees to comply with all federal and state regulations as well as the firm's policies and procedures. Employees are required, no less than annually, to attest to their compliance with the firm's compliance policies and to their understanding of FF's Code of Ethics.

At this time, Mr. Barbour serves as a Principal of the firm and can be reached at 703-455-7550.

Additional Information about Mr. Barbour is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

Mr. Barbour does not have any additional items to be disclosed.