

# Item 1: Cover Page

Focused Up Financial, LLC

Riverside, IL 60546

**Form ADV Part 2A – Firm Brochure**

(847) 906-3049

Dated: July 26, 2021

This Brochure provides information about the qualifications and business practices of Focused Up Financial, LLC, “FUF”. If you have any questions about the contents of this Brochure, please contact us at (847) 906-3049. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Focused Up Financial, LLC is registered as an Investment Adviser with the State of IL. Registration of an Investment Adviser does not imply any level of skill or training.

Additional information about FUF is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) which can be found using the firm’s identification number 293504.

## Item 2: Material Changes

The primary business address for FUF has been updated on the cover page of this ADV Part 2A brochure.

Item 5 - Fees and Compensation: Advisor has updated fee arrangement for services disclosed.

### Future Changes

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

At any time, you may view the current Disclosure Brochure on-line at the SEC's Investment Adviser Public Disclosure website at <http://www.adviserinfo.sec.gov> by searching for our firm name or by our CRD number 293504.

You may also request a copy of this Disclosure Brochure at any time, by contacting us at (847) 906-3049.

# Item 3: Table of Contents

## Contents

Item 1: Cover Page	1
Item 2: Material Changes	2
Item 3: Table of Contents	3
Item 4: Advisory Business	4
Item 5: Fees and Compensation	8
Item 6: Performance-Based Fees and Side-By-Side Management	12
Item 7: Types of Clients	12
Item 8: Methods of Analysis, Investment Strategies and Risk of Loss	12
Item 9: Disciplinary Information	15
Item 10: Other Financial Industry Activities and Affiliations	15
Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading	16
Item 12: Brokerage Practices	17
Item 13: Review of Accounts	18
Item 14: Client Referrals and Other Compensation	18
Item 15: Custody	19
Item 16: Investment Discretion	19
Item 17: Voting Client Securities	20
Item 18: Financial Information	20
Item 19: Requirements for State-Registered Advisers	21
Form ADV Part 2B – Brochure Supplement	24

# Item 4: Advisory Business

## Description of Advisory Firm

Focused Up Financial, LLC is registered as an Investment Adviser with the State of IL. We were founded in November 2017. Charles Horonzy is the principal owner of FUF. FUF currently reports no discretionary and \$1,464,917 non-discretionary Assets Under Management.

## Types of Advisory Services

### Ongoing Financial Advising / Ongoing Retainer

We provide financial planning services on topics such as retirement planning, risk management, college savings, cash flow, debt management, work benefits, and estate and incapacity planning.

Financial planning is a comprehensive evaluation of a client's current and future financial state by using currently known variables to predict future cash flows, asset values and withdrawal plans. The key defining aspect of financial planning is that through the financial planning process, all questions, information and analysis will be considered as they affect and are affected by the entire financial and life situation of the client.

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

- **Business Planning:** We provide consulting services for clients who currently operate their own business, are considering starting a business, or are planning for an exit from their current business. Under this type of engagement, we work with you to assess your current situation, identify your objectives, and develop a plan aimed at achieving your goals.
- **Cash Flow and Debt Management:** We will conduct a review of your income and expenses to determine your current surplus or deficit along with advice on prioritizing how any surplus should be used or how to reduce expenses if they exceed your income. Advice may also be provided on which debts to pay off first based on factors such as the interest rate of the debt and any income tax ramifications. We may also recommend what we believe to be an appropriate cash reserve that should be considered for emergencies and other financial goals, along with a review of accounts (such as money market funds) for such reserves, plus strategies to save desired amounts.
- **College Savings:** Includes projecting the amount that will be needed to achieve college or other post-secondary education funding goals, along with advice on ways for you to save the desired amount. Recommendations as to savings strategies are included, and, if needed, we will review your financial picture as it relates to eligibility for financial aid or the best way to contribute to grandchildren (if

appropriate).

- **Employee Benefits Optimization:** We will provide review and analysis as to whether you, as an employee, are taking the maximum advantage possible of your employee benefits. If you are a business owner, we will consider and/or recommend the various benefit programs that can be structured to meet both business and personal retirement goals.
- **Estate Planning:** This usually includes an analysis of your exposure to estate taxes and your current estate plan, which may include whether you have a will, powers of attorney, trusts and other related documents. Our advice also typically includes ways for you to minimize or avoid future estate taxes by implementing appropriate estate planning strategies such as the use of applicable trusts.

We always recommend that you consult with a qualified attorney when you initiate, update, or complete estate planning activities. We may provide you with contact information for attorneys who specialize in estate planning when you wish to hire an attorney for such purposes. From time-to-time, we will participate in meetings or phone calls between you and your attorney with your approval or request.

- **Financial Goals:** We will help clients identify financial goals and develop a plan to reach them. We will identify what you plan to accomplish, what resources you will need to make it happen, how much time you will need to reach the goal, and how much you should budget for your goal.
- **Insurance:** Review of existing policies to ensure proper coverage for life, health, disability, long-term care, liability, home, and automobile.
- **Investment Analysis:** This may involve developing an asset allocation strategy to meet clients' financial goals and risk tolerance, providing information on investment vehicles and strategies, reviewing employee stock options, as well as assisting you in establishing your own investment account at a selected broker/dealer or custodian. The strategies and types of investments we may recommend are further discussed in Item 8 of this brochure.
- **Retirement Planning:** Our retirement planning services typically include projections of your likelihood of achieving your financial goals, typically focusing on financial independence as the primary objective. For situations where projections show less than the desired results, we may make recommendations, including those that may impact the original projections by adjusting certain variables (e.g., working longer, saving more, spending less, taking more risk with investments).

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

retirement years.

- **Risk Management:** A risk management review includes an analysis of your exposure to major risks that could have a significant adverse impact on your financial picture, such as premature death, disability, property and casualty losses, or the need for long-term care planning. Advice may be provided on ways to minimize such risks and about weighing the costs of purchasing insurance versus the benefits of doing so and, likewise, the potential cost of not purchasing insurance (“self-insuring”).
- **Tax Planning Strategies:** Advice may include ways to minimize current and future income taxes as a part of your overall financial planning picture. For example, we may make recommendations on which type of account(s) or specific investments should be owned based in part on their “tax efficiency,” with consideration that there is always a possibility of future changes to federal, state or local tax laws and rates that may impact your situation.

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

- **Tax Preparation Services:** Federal 1040 and personal State returns may be prepared in conjunction with Comprehensive Financial Planning. Stand-alone tax preparation services are also offered, which may include preparation of Federal and State returns.

This service involves working one-on-one with a planner over an extended period of time. By paying a monthly or quarterly fee, clients get to work with a planner who will work with them to design and implement their plan. The planner will monitor the plan, recommend any changes, and ensure the plan is up to date.

Upon desiring financial planning, a client will be taken through establishing their goals and values around money. They will be required to provide information to help complete the following areas of analysis, which may include, but not limited to: net worth, cash flow, insurance, credit scores/reports, employee benefit, retirement planning, insurance, investments, college planning and estate planning. Once the client’s information is reviewed, the planner and client will have a series of meetings to review the analysis and recommendations to their situation. Throughout the engagement potential changes to their current situation will be reviewed with the client and modifications may be recommended. Clients subscribing to this service will receive written or electronic recommendations, to achieve his or her stated financial goals and objectives. If follow up meetings are required, we will meet at the client's convenience. The recommendations and the client’s financial situation and goals will be monitored throughout the year through planner and client’s meetings.

### **Investment Management Services**

For clients engaged in Ongoing Financial Advising, Investment Management Services may be provided on a non-discretionary basis. Our firm provides advice to a client regarding the investment of client funds based on the

individual needs of the client. Through personal discussions in which goals and objectives based on a client's particular circumstances are established, we develop an investment plan with an asset allocation target and create and manage a portfolio based on that policy and allocation targets. We may also review and discuss a client's prior investment history, as well as family composition and background.

Clients may impose reasonable restrictions on investing in certain securities, types of securities, or industry sectors. Fees pertaining to this service are outlined in Item 5 of this brochure.

### **One – Time Session**

One – Time Session services are narrower in scope and usually focus on one or two of the following areas: goal setting, asset/liability analysis, tax planning, cash flow management, investment review, retirement planning, risk management, estate planning and record keeping. This is a single engagement meeting where the client identifies their two biggest financial concerns for the review and planner addresses them in as much depth as is possible in a 60-90 minute meeting. At the end of the 60-90 minute meeting, the planner and client will have discussed client-specific recommendations that the client implements independently. Client may also receive a summary of recommendations after the One-Time Session. The planner typically spends one to two hours preparing for this appointment and 60-90 minutes meeting with the client. A One-Time Session does not constitute a comprehensive financial planning engagement and implementation assistance is not provided following the completion of the meeting. Client may follow up within 14 days after the One-Time Session to get further clarity and advice on the two financial concerns identified in the One-Time Session. Additionally, tax return preparation is not included with a One-Time Session but, in certain instances, may be offered as a standalone contract.

### **Educational Seminars**

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

### **Employee Benefit Plan Services**

Our firm provides employee benefit plan services to employer plan sponsors on an ongoing basis. Generally, such services consist of assisting employer plan sponsors in establishing, monitoring, and reviewing their company's participant-directed retirement plan. As the needs of the plan sponsor dictate, areas of advising could include: investment options, plan structure, and participant education. In providing employee benefit plan services, our firm does not provide any advisory services with respect to the following types of assets: employer securities, real estate (excluding real estate funds and publicly traded REITS), participant loans, non-publicly traded securities or assets, other illiquid investments, or brokerage window programs (collectively, “Excluded Assets”).

## Client Tailored Services

We offer the same suite of services to all of our clients. However, specific client financial planning recommendations and their implementation are dependent upon the client's situation and may vary from client to client.

## Wrap Fee Programs

We do not participate in wrap fee programs.

# Item 5: Fees and Compensation

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

## Ongoing Financial Advising / Open Retainer

Our standard advisory retainer fee is based on the combination of a base fee plus an income component plus a net worth component.

Base Fee: Without tax preparation in the relationship, the base fee is \$750 if single and \$1,000 if married/have a co-client.

If tax preparation is included in the retainer contract the base fee range is \$1,250 - \$3,250 based on the complexity of the tax return.

Income: The income component is calculated at 1.00% (rounded to the nearest \$50) of the client(s)' gross income, excluding capital gains, either from the most recently filed tax return or client survey.

Net Worth: Net worth is calculated based on the following table:

Marketable Net Worth	Annual Advisory Fee
\$0 - \$49,999	\$250
\$50,000 - \$74,999	\$500
\$75,000-\$99,999	\$750
\$100,000 - \$249,999	\$1,000
\$250,000 - \$499,999	\$1,875
\$500,000 - \$749,999	\$2,500
\$750,000-\$999,999	\$3,750
\$1,000,000-\$1,249,999	\$5,000

<b>\$1,250,000-\$1,499,999</b>	\$6,250
<b>\$1,500,000-\$1,999,999</b>	\$7,500
<b>\$2,000,000-\$2,499,999</b>	\$9,000
<b>\$2,500,000-\$2,999,999</b>	\$11,250
<b>\$3,000,000-\$3,499,999</b>	\$12,000
<b>\$3,500,000-\$3,999,999</b>	\$14,000
<b>\$4,000,000-\$4,999,999</b>	\$16,000
<b>\$5,000,000</b>	\$20,000
<b>\$5,000,001+</b>	0.40%

Net worth is defined as a client's total assets (including, but not limited to bank accounts, retirement accounts, brokerage accounts, real estate, employer stock options, 529 plans, RSU's) less total liabilities (including, but not limited to student loans, mortgages, credit cards). Personal assets such as jewelry, cars, and collectables are not considered part of net worth unless they are material to the planning process. Ongoing Financial Advising includes comprehensive financial planning and investment management.

FUF may exclude certain debt from the calculation of net worth, such as student loans, for the purposes of determining fee when a significant level of ongoing planning or services will be required arising from that liability. For circumstances in which the Fair Market Value (FMV) of an asset may not be readily available, FUF shall make a good faith effort to determine a value.

The annual fees are negotiable, rounded to the nearest \$5, are pro-rated, and paid in advance on a monthly or quarterly basis. The advisory fee is a tiered fee and is calculated by assessing the predefined levels of net worth as shown in the above chart.

An example of this fee calculation has been provided below.

A single client that FUF does not prepare taxes for, with a net worth of \$1,500,000 (consisting of bank accounts, home equity, 401k, RSU's and taxable brokerage accounts), a gross income from the most recently filed Federal 1040, or client survey, of \$300,000 would pay \$11,250 per year. One quarter of the annual fee, or \$2,815 (rounded), is due on a quarterly basis. This fee can also be paid on a monthly basis, which equals \$940/month (rounded). The minimum annual fee is \$3,000. Clients that fall below our minimum annual fee of \$3,000 will be subject to a minimum 3% annual increase in their fees beginning in the first billing period of the subsequent renewal period. The 3% increase will go into effect at the time they renew. The client will receive notice of the increase in the month leading up to the billing period in which the change occurs.

In addition to the aforementioned fee components, FUF may use its discretion to make flat-dollar upward adjustments to clients' fee calculation to account for situations that may require ongoing planning work that is above and beyond what would be considered typical for that level of net worth. Upward adjustments range from

\$500-\$5,000 per occurrence and typically relate to additional tax preparation or planning work related to trusts, businesses, or other complex planning needs.

Add-ons, credits, and miscellaneous adjustments: If requested, Advisor will prepare tax returns for client's dependents under the age of 19 for an additional \$250 per dependent tax return, plus an hourly rate for additional complexity. Advisor also charges \$300 to amend any returns not prepared by Advisor. Any other credits or adjustments will be determined in the sole discretion of Advisor.

Depending on when a client signs up, the advisory fee is recalculated based on current net worth and assets either mid-year or the end of the calendar year subjected to the following table:

Client Sign up Month	Fee Recalculation Month
January – June	June of the following year. The recalculated fee will begin in July, if applicable
July – December	December of the following year. The recalculated fee will begin in January, if applicable

For example, if a client signs up in May 2021 their first fee recalculation will occur in June 2022. If client agrees to the fee, the updated fee will begin in July 2022. After the first fee recalculation, fees will be recalculated each June in subsequent years, and the updated fee will commence in July of the same year with client acceptance.

If a client signs up in November 2021 their first fee recalculation will occur December 2022. If client agrees to the fee, the updated fee will begin in January 2023. After the first fee recalculation, fees will be recalculated each December in subsequent years, and the updated fee will commence in January of the following year with client acceptance.

No increase in the annual fee shall be effective without agreement from the client by signing a new agreement or amendment to their current advisory agreement.

No additional fee will be charged for investment management services.

Advisory fees are either directly debited from client accounts or the client may choose to pay by check, credit card, or EFT. Accounts initiated or terminated during a calendar quarter will be charged a pro-rated fee based on the amount of time remaining in the billing period. An account may be terminated with written notice at least 30 calendar days in advance. Upon termination of the account, any unearned fee will be refunded to the client.

### **One-Time Planning Session Fee**

FUF offers a one-time Financial Planning service that covers one to two financial planning topics of the client's choice and is offered for a fixed fee in the amount of \$750.00. The fee is due at the commencement of the process. After the One-Time Session is completed, if the client decides to engage FUF under the Ongoing Financial Advising agreement, then the One-Time Planning Session fee will be applied to the upfront fee of the Ongoing Financial Advising. This service may be terminated with written notice. Upon termination, the fee will

be prorated, and any unearned fee will be refunded to the client. Please note, FUF will not bill an amount above \$500.00 more than 6 months in advance.

### **Financial Planning Hourly Fee**

Financial Planning Hourly Fee Financial Planning is also offered at an hourly rate between \$150.00 and \$250.00 per hour, depending on complexity. The fee will be agreed upon by both parties before the start of any work. The fee may be negotiable in certain cases. Half of the fee is due at the beginning of the process and the remainder is due at the completion of the work. This service may be terminated with written notice. In the event of early termination by the client, any unearned fees will be refunded to the client. Payment can be made by check or credit card. FUF will not bill an amount above \$500.00 more than 6 months in advance.

### **Tax Preparation Services**

FUF offers stand-alone tax preparation services. The fee is based on complexity, which can be negotiable. After tax preparation is completed the fee is due. The Federal and State tax returns will not be filed until full payment is received. If the client decides to engage FUF under the Ongoing Financial Advising within two weeks of completion of the federal and state tax return, then the Tax Preparation fee can be applied to the upfront fee of the Ongoing Financial Advising. This service may be terminated with written notice. Upon termination, the fee will be prorated, and any unearned fee will be refunded to the client. Please note, FUF will not bill an amount above \$500.00 more than 6 months in advance.

### **Educational Seminars**

Fees for Educational Seminars will range from \$250 to \$1,000 per engagement. The fee can be negotiable in certain circumstances. The fee will be agreed upon and due in advance of the seminar. Fees will be determined by the length of the event, the number of attendees and whether or not educational materials are being provided. If seminar attendees will be responsible for payment, the fee will be published on the seminar announcement or invitation and will be due in advance of the seminar. FUF may also provide pro-bono seminars at its own discretion. Seminars are offered to organizations and the public on a variety of financial topics. Seminar fees are nonrefundable. Payment can be made by check or credit card.

### **Employee Benefit Plan Services**

FUF will be compensated for Employee Benefit Plan services according to the value of plan assets at a rate of 0.50% of plan assets. This does not include fees to other parties, such as Recordkeepers, Custodians, or Third Party-Administrators. Fees for this service are either paid directly by the plan sponsor or deducted directly from the plan assets by the Custodian on a quarterly basis, and FUF fee is remitted to FUF.

### **Other Types of Fees and Expenses**

Our fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which may be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, and other third parties such as custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual fund and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus. Such charges, fees and commissions are exclusive of and in addition to our fee, and we shall not receive any portion of these commissions, fees, and costs.

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

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

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

We do not offer performance-based fees.

## Item 7: Types of Clients

We provide financial planning and portfolio management services to individuals, high net-worth individuals, and corporations or other businesses.

We do not have a minimum account size requirement.

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

When clients have us complete an Investment Analysis (described in Item 4 of this brochure) as part of their financial plan, or when we perform Investment Supervisory services for clients, our primary methods of investment analysis are fundamental analysis and passive investment management.

**Fundamental analysis** involves analyzing individual companies and their industry groups, such as a company's financial statements, details regarding the company's product line, the experience, and expertise of the company's management, and the outlook for the company's industry. Analysis may also include the use of Morningstar, financial newspapers and magazines, research materials prepared by others, corporate rating services, annual reports, and prospectuses. The resulting data is used to measure the true value of the company's stock compared to the current market value. The risk of fundamental analysis is that information obtained may be incorrect and the analysis may not provide an accurate estimate of earnings, which may be the basis for a stock's value. If securities prices adjust rapidly to new information, utilizing fundamental analysis may not result in favorable performance.

### **Passive Investment Management**

We primarily practice passive investment management. Passive investing involves building portfolios that are comprised of various distinct asset classes. The asset classes are weighted in a manner to achieve a desired relationship between correlation, risk, and return. Funds that passively capture the returns of the desired asset

classes are placed in the portfolio. The funds that are used to build passive portfolios are typically index mutual funds or exchange traded funds.

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

In contrast, active management involves a single manager or managers who employ some method, strategy, or technique to construct a portfolio that is intended to generate returns that are greater than the broader market or a designated benchmark. Academic research indicates most active managers underperform the market.

## **Material Risks Involved**

**All investing strategies we offer involve risk and may result in a loss of your original investment which you should be prepared to bear.** Many of these risks apply equally to stocks, bonds, commodities and any other investment or security. Material risks associated with our investment strategies are listed below.

**Market Risk:** Market risk involves the possibility that an investment's current market value will fall because of a general market decline, reducing the value of the investment regardless of the operational success of the issuer's operations or its financial condition.

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

**Turnover Risk:** At times, the strategy may have a portfolio turnover rate that is higher than other strategies. A high portfolio turnover would result in correspondingly greater brokerage commission expenses and may result in the distribution of additional capital gains for tax purposes. These factors may negatively affect the account's performance.

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

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

**Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.

**Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.

**Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.

**Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid

if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not. **Financial Risk:** Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

## **Risks Associated with Securities**

Apart from the general risks outlined above which apply to all types of investments, specific securities may have other risks.

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

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

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

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

**Exchange Traded Funds** prices may vary significantly from the Net Asset Value due to market conditions. Certain Exchange Traded Funds may not track underlying benchmarks as expected. ETFs are also subject to the following risks: (i) an ETF's shares may trade at a market price that is above or below their net asset value; (ii) the ETF may employ an investment strategy that utilizes high leverage ratios; or (iii) trading of an ETF's shares may be halted if the listing exchange's officials deem such action appropriate, the shares are de-listed from the exchange, or the activation of market-wide "circuit breakers" (which are tied to large decreases in stock prices) halts stock trading generally. The Adviser has no control over the risks taken by the underlying funds in which client's invest.

**Investment Companies Risk.** When a client invests in open end mutual funds or ETFs, the client indirectly bears its proportionate share of any fees and expenses payable directly by those funds. Therefore, the client will incur higher expenses, many of which may be duplicative. In addition, the client's overall portfolio may be affected by losses of an underlying fund and the level of risk arising from the investment practices of an underlying fund (such as the use of derivatives).

## Item 9: Disciplinary Information

### **Criminal or Civil Actions**

FUF and its management have not been involved in any criminal or civil action.

### **Administrative Enforcement Proceedings**

FUF and its management have not been involved in administrative enforcement proceedings.

### **Self-Regulatory Organization Enforcement Proceedings**

FUF and its management have not been involved in legal or disciplinary events that are material to a client's or prospective client's evaluation of FUF or the integrity of its management.

## Item 10: Other Financial Industry Activities and Affiliations

No FUF employee is registered, or have an application pending to register, as a broker-dealer or a registered representative of a broker-dealer.

No FUF employee is registered, or have an application pending to register, as a futures commission merchant, commodity pool operator or a commodity trading advisor.

FUF does not have any related parties. As a result, we do not have a relationship with any related parties.

FUF only receives compensation directly from clients. We do not receive compensation from any outside source. We do not have any conflicts of interest with any outside party.

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

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

## **Code of Ethics Description**

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

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

We periodically review and amend our Code of Ethics to ensure that it remains current, and we require all firm access persons to attest to their understanding of and adherence to the Code of Ethics at least annually. Our firm will provide of copy of its Code of Ethics to any client or prospective client upon request.

## **Investment Recommendations Involving a Material Financial Interest and Conflicts of Interest**

Neither our firm, its associates or any related person is authorized to recommend to a client, or effect a transaction for a client, involving any security in which our firm or a related person has a material financial interest, such as in the capacity as an underwriter, adviser to the issuer, etc.

### **Advisory Firm Purchase of Same Securities Recommended to Clients and Conflicts of Interest**

Our firm and its “related persons” do not invest in the same securities, or related securities, e.g., warrants, options or futures, which we recommend to clients.

### **Trading Securities At/Around the Same Time as Client’s Securities**

Because our firm and its “related persons” do not invest in the same securities, or related securities, e.g., warrants, options or futures, which we recommend to clients, we do not trade in securities at or around the same time as clients.

## **Item 12: Brokerage Practices**

### **Factors Used to Select Custodians and/or Broker-Dealers**

Focused Up Financial, LLC does not have any affiliation with Broker-Dealers. Specific custodian recommendations are made to client based on their need for such services. We recommend custodians based on the reputation and services provided by the firm.

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

We currently do not receive soft dollar benefits.

#### **2. Brokerage for Client Referrals**

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

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

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

### **The Custodian and Brokers We Use (TD Ameritrade)**

Advisor participates in the TD Ameritrade Institutional program. TD Ameritrade Institutional is a division of TD Ameritrade, Inc. (“TD Ameritrade”), member FINRA/SIPC. TD Ameritrade is an independent [and unaffiliated] SEC-registered broker-dealer. TD Ameritrade offers to independent investment Advisors services which include custody of securities, trade execution, clearance and settlement of transactions. Advisor receives some benefits from TD Ameritrade through its participation in the program. (Please see the disclosure under Item 14 below.)

## Aggregating (Block) Trading for Multiple Client Accounts

Investment advisers may elect to purchase or sell the same securities for several clients at approximately the same time when they believe such action may prove advantageous to clients. This process is referred to as aggregating orders, batch trading or block trading. We do not engage in block trading. It should be noted that implementing trades on a block or aggregate basis may be less expensive for client accounts; however, it is our trading policy is to implement all client orders on an individual basis. Therefore, we do not aggregate or “block” client transactions. Considering the types of investments we hold in advisory client accounts, we do not believe clients are hindered in any way because we trade accounts individually. This is because we develop individualized investment strategies for clients and holdings will vary. Our strategies are primarily developed for the long-term and minor differences in price execution are not material to our overall investment strategy.

## Item 13: Review of Accounts

Charles Horonzy, Principal and CCO of FUF, will work with clients to obtain current information regarding their assets and investment holdings and will review this information as part of our financial planning services.

Client accounts with the Investment Management Service will be reviewed regularly on a quarterly basis by Charles Horonzy, Principal and CCO. The account is reviewed with regards to the client’s investment policies and risk tolerance levels. Events that may trigger a special review would be unusual performance, addition or deletions of client-imposed restrictions, excessive draw-down, volatility in performance, or buy and sell decisions from the firm or per client's needs.

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

FUF will provide written reports to Investment Management clients who pay a retainer on an annual basis. We urge clients to compare these reports against the account statements they receive from their custodian.

## Item 14: Client Referrals and Other Compensation

We do not receive any economic benefit, directly or indirectly, from any third party for advice rendered to our clients. Nor do we, directly or indirectly, compensate any person who is not advisory personnel for client referrals.

As disclosed under Item 12, above, Advisor participates in TD Ameritrade’s institutional customer program and Advisor may recommend TD Ameritrade to Clients for custody and brokerage services. There is no direct link between Advisor’s participation in the program and the investment advice it gives to its Clients, although Advisor 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 Advisor participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to Client accounts); the ability to have advisory fees deducted directly from Client accounts; access to an electronic communications network for Client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to Advisor by third party vendors. TD Ameritrade may also have paid for business consulting and professional services received by Advisor's related persons. Some of the products and services made available by TD Ameritrade through the program may benefit Advisor but may not benefit its Client accounts. These products or services may assist Advisor in managing and administering Client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help Advisor manage and further develop its business enterprise. The benefits received by Advisor 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, Advisor endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by Advisor or its related persons in and of itself creates a potential conflict of interest and may indirectly influence the Advisor's choice of TD Ameritrade for custody and brokerage services.

## Item 15: Custody

FUF does not accept custody of client funds except in the instance of withdrawing client fees.

For client accounts in which FUF directly debits their advisory fee:

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

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

## Item 16: Investment Discretion

For those client accounts where we provide investment management services, we manage client accounts on a non-discretionary basis with respect to securities to be bought and sold and the amount of securities to be

bought and sold. This means we will require the client's direct authorization prior to making any changes to the client's account.

## Item 17: Voting Client Securities

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

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

## Item 18: Financial Information

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

We do not have custody of client funds or securities or require or solicit prepayment of more than \$500 in fees per client six months in advance.

# Item 19: Requirements for State-Registered Advisers

## Charles Horonzy

Born: 1985

### Educational Background

- 2008 – Master of Accounting, University of Illinois, Urbana-Champaign
- 2007 – Bachelor of Accounting, University of Illinois, Urbana-Champaign

### Business Experience

- 11/2017 – Present, Focused Up Financial, LLC, Principal and CCO
- 07/2017 – 10/2017, Charles Horonzy, Sole Proprietor- Getting Business Started
- 09/2014 – 06/2017, Sullivan Mermel, Inc., Associate Financial Planner
- 01/2014 – 08/2017, Accountemps, Various (Accountant)
- 05/2013 – 01/2014, Registered Certified Public Accountant
- 08/2012 – 05/2013, Net Ministries, Missionary
- 10/2010 – 08/2012, Us Foods, Accountant
- 09/2008 – 10/2010, Crowe Horwath, Auditor

### Professional Designations, Licensing & Exams

**CFP® (Certified Financial Planner):** The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 71,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;

- Examination – Pass the comprehensive CFP® Certification Examination. The examination includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The *Standards* prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

**Certified Public Accountant (CPA)**, Illinois Department of Financial and Professional Regulation: The education, experience and testing requirements to obtain an Illinois CPA license in 2009, the year Charles Horonzy procured his license, include:

- Education:
  - Degree: At least a baccalaureate or higher degree in any concentration or graduate degree with a concentration other than accounting or business from a regionally accredited institution or approved equivalent institution accredited in business (regional accrediting association which is a member of the Council for Higher Education Accreditation (CHEA)).
  - Total Hours: You must have completed 150 semester college hours
  - Accounting Hours: 24 semester credit hours in accounting including Managerial Accounting, Taxation, Financial Accounting and Audit
  - Business Hours: 24 semester credit hours in business
- Examination – Pass the comprehensive Certified Public Accountant (CPA) exam from the Illinois Board of Examiners. The examination includes simulations scenarios designed to test one’s ability to correctly diagnose accounting and taxation issues and apply one’s knowledge of accounting to real world circumstances.

- Experience – Applicants must have completed at least one (1) year of full-time experience, or its equivalent, providing any type of service or advice involving the use of accounting, attest, management advisory, financial advisory, tax, or consulting skills, which may be gained through employment in government, industry, academia, or public practice.
- Ethics – Agree to be bound by AICPA *Code of Professional Ethics*, a set of documents outlining the ethical and practice standards for Certified Public Accountants.
- Continuing Education – Complete 120 hours of continuing education hours every three years, including four (4) hours in Ethical CPE to maintain competence and keep up with developments in the accounting and taxation fields.

## **Other Business Activities**

Charles Horonzy is currently employed as a Tax Pro for Intuit. This activity is seasonal and may account for approximately up to 10%.

## **Performance Based Fees**

FUF is not compensated by performance-based fees.

## **Material Disciplinary Disclosures**

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

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

Focused Up Financial, LLC, nor Charles Horonzy, have any relationship or arrangement with issuers of securities.

## **Additional Compensation**

Charles Horonzy does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through FUF.

## **Supervision**

Charles Horonzy, as Principal and Chief Compliance Officer of FUF, is responsible for supervision. He may be contacted at the phone number on this brochure supplement.

## **Requirements for State Registered Advisers**

Charles Horonzy has NOT been involved in an arbitration, civil proceeding, self-regulatory proceeding, administrative proceeding, or a bankruptcy petition.

# Focused Up Financial, LLC

Riverside, IL 60546

(847) 906-3049

Dated: February 19, 2021

## Form ADV Part 2B – Brochure Supplement

*For*

**Charles Horonzy [Individual CRD# 6926600]**

Principal, and Chief Compliance Officer

This brochure supplement provides information about Charles Horonzy that supplements the Focused Up Financial, LLC (“FUF”) brochure. A copy of that brochure precedes this supplement. Please contact Charles Horonzy if the FUF brochure is not included with this supplement or if you have any questions about the contents of this supplement.

Additional information about Charles Horonzy is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) which can be found using the identification number 6926600.

# Item 2: Educational Background and Business Experience

## Charles Horonzy

Born: 1985

### Educational Background

- 2008 – Masters of Accounting, University of Illinois, Urbana-Champaign
- 2007 – Bachelors of Accounting, University of Illinois, Urbana-Champaign

### Business Experience

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- Examination – Pass the comprehensive CFP® Certification Examination. The examination includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
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- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The *Standards* prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

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  - Total Hours: You must have completed 150 semester college hours
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- Ethics – Agree to be bound by AICPA *Code of Professional Ethics*, a set of documents outlining the ethical and practice standards for Certified Public Accountants.
- Continuing Education – Complete 120 hours of continuing education hours every three years, including four (4) hours in Ethical CPE to maintain competence and keep up with developments in the accounting and taxation fields.

## Item 3: Disciplinary Information

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

## Item 4: Other Business Activities

Charles Horonzy is currently employed as a Tax Pro for Intuit. This activity accounts for approximately 0% of his time due to the extenuating circumstances of COVID-19 but may be subject to change in the future.

## Item 5: Additional Compensation

Charles Horonzy does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through FUF.

## Item 6: Supervision

Charles Horonzy, as Principal and Chief Compliance Officer of FUF, is responsible for supervision. He may be contacted at the phone number on this brochure supplement.

## Item 7: Requirements for State Registered Advisers

Charles Horonzy has NOT been involved in an arbitration, civil proceeding, self-regulatory proceeding, administrative proceeding, or a bankruptcy petition.