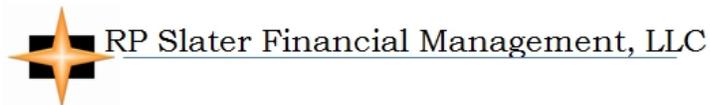


Investment Adviser Brochure

SEC Form ADV Part 2



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March 25, 2019

This brochure provides information about the qualifications and business practices of **RP SLATER FINANCIAL MANAGEMENT, LLC**. If you have any questions about the contents of this brochure, please contact us at 703-766-5720 or email rick@rpslater.com. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about **RP SLATER FINANCIAL MANAGEMENT, LLC** is also available via the SEC's web site www.adviserinfo.sec.gov. The SEC's web site also provides information about any persons affiliated with the Company who are registered as investment adviser representatives of the Company.

RP SLATER FINANCIAL MANAGEMENT, LLC is a registered investment adviser, though registration of an Investment Adviser does not imply any level of skill or training. The oral and written communications of an advisor can provide you with information to assist you in determining whether to retain an advisor.

Item 2 – Material Changes

There are no material changes to this annual brochure from last year’s brochure.

Pursuant to SEC Rules, you will receive a summary of any material changes to this and subsequent brochures within 90 days of the close of our fiscal year. We may further provide other ongoing disclosure information about material changes as necessary.

Our brochure may be requested by contacting Richard Slater, CFP[®], president, at 703-766-5720 or rick@rpslater.com. All brochures are provided without charge. We will further provide you with a new brochure as necessary based on changes or new information.

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Item 4 – Advisory Business

RP SLATER FINANCIAL MANAGEMENT, LLC, referred to as “The Company” in this brochure, is a business established as an LLC in 2008 to provide fee-only financial planning advice. The Company sells no products, nor receives any commissions based on the advice given, other than fees paid by the Client. Richard P. Slater, CFP® is the sole owner and adviser for this business.

The Company became a Registered Investment Adviser business in 2010 in the Commonwealth of Virginia, though registration does not imply any level of skill or training. The Company now provides investment advice to individuals and manages total assets of approximately **11 million dollars** on a discretionary basis.

- The Company does not maintain custody of client assets.
- The Company offers no wrap-fee programs.
- The Company currently has no funds managed on a non-discretionary basis.

The Company provides financial planning on the topics of retirement financing, budgeting, tax planning, insurance planning and estate planning. Financial planning services include consultations or written financial plans that analyze a client’s financial situation and then make appropriate recommendations for strategies and methods of implementation of the strategies. Depending on client needs and desires, the Company’s initial information gathering includes the client’s:

- Personal situation including age, income, assets, family members, beneficiaries, etc.
- Risk Tolerance
- Financial and related goals
- Current financial situation and concerns
- Documents that apply to their financial situation, such as Wills, Trusts, Powers of Attorney, retirement accounts, insurance coverage and investments.

Mindful of a client’s personal situation and needs, the Company utilizes that information to provide:

- An analysis of a client’s financial strengths and weaknesses
- Retirement funding analysis based on either capital preservation (retiring without using the client’s principal) or life needs (retirement funding based on what a client will actually spend in retirement)
- Planning to finance education
- Advising on potential insurance needs
- Estate planning
- Asset allocation
- Tax advising
- Active investment management

Asset management is available to anyone with a minimum of 400,000 to invest. The company may manage lesser amounts under specifically negotiated contracts.

Item 5 – Fees and Compensation

The Company manages client investment accounts on a discretionary basis for a percentage of the assets under its management. The annual negotiable fee ranges from **0.8%** to **1%**, depending on the size and complexity of a client's account. The fee is paid quarterly at the end of each quarter and withdrawn from client accounts. The client authorizes the agreement in writing; the adviser sends the invoice to both the client and brokerage at the same time; the bill shows the amount of the fee, how it was calculated and the value of the assets upon which the bill is based; and at least quarterly, the brokerage notifies the client the amount that has been paid to the adviser.

The fee for budgeting, tax planning, insurance planning, college financing, retirement financing and estate planning is an hourly fee of **\$250** per hour, or **\$3000** for a complete financial plan, which is paid after the consultation. Contractual obligations may allow lower fees. Specific additional financial planning may be contracted at a lesser price if pre-agreed to in writing.

Clients can terminate in writing at any time and for any reason. There are no termination fees. Lower fees for comparable services may be available from other sources.

The Company's fees are exclusive of brokerage transaction fees and other related costs and expenses which shall be incurred by the client. Mutual funds 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 the Company's fee and the Company will **not** receive any portion of those fees and costs.

Item 6 – Performance-based Fees and Side-By-Side Management

The Company does not charge any performance-based fees (fees based on a share of capital gains or capital appreciation of the assets of a client).

Item 7 – Types of Clients

The Company provides portfolio management services and financial advice and planning to individuals, high net worth individuals, charitable institutions, foundations, trust programs, corporations or other business entities.

Item 8 – Investing – Methods of Analysis, Investment Strategies and Risk of Loss

Methods of Analysis

The Company's methods of analysis are based upon modern portfolio theory. Based on the client's risk threshold, we determine an optimal asset allocation to maximize return at that risk level. We select securities to provide a balanced portfolio using index funds and select securities, and rebalance when target allocations move outside of defined ranges.

The Company's sources of information include Morningstar reports, fund prospectuses, financial publications, filings with the Securities and Exchange Commission, and research materials prepared by other companies. We participate in quarterly outlooks with nationally recognized economists through conference calls and industry conferences.

Investment Strategy

The Company strategy for portfolio management is client-oriented. We use three primary rules to evaluate and manage each client's portfolio:

THE PORTFOLIO MAKEUP SHOULD MATCH THE CLIENT. Each client has a different risk tolerance and each client has a different time horizon as to when funds will be needed and how funds will be used. We take this information into consideration to customize individual portfolios.

DIVERSIFICATION REDUCES RISK. The Company utilizes multiple asset classes, investment styles, market capitalizations, sectors, and regions to provide this diversification. Our intention is to buffer the down market in some securities while taking advantage of up markets in other securities.

LOWER COSTS PROVIDE HIGHER GROWTH. The Company uses a buy-and-hold strategy, and only rebalances when necessary. We never use mutual funds that charge sales commissions, and we avoid high cost securities that reduce portfolio performance. Because of our fee structure, we have no incentive to trade often or select a security that isn't in the best interest of the client.

Risk of Loss

Investing in securities involves risk of loss, which clients should be prepared to bear. We utilize various strategies to minimize this risk, as mentioned above, but no one can predict what will happen in the future.

Item 9 – Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of the Company or the integrity of the Company's management. The Company has had no disciplinary actions or concerns.

Item 10 – Other Financial Industry Activities and Affiliations

Registered investment advisers are required to disclose Financial Industry Activities and Affiliations other than as Financial Adviser and Investment Adviser, as discussed in this document. The Company has no activities or affiliations applicable to this item.

Item 11 – Code of Ethics

The Company has adopted a Code of Ethics policy predicated on the principle that we owe a fiduciary duty to our clients. The Company firmly adheres to this Code of Ethics. At all times, the Company must place client interests ahead of the Company's interests.

The Company does not deal in securities where the employees or relatives have a material financial interest. Employees of the Company and their relatives may own the same securities as clients, but the Company only deals in securities of such large size that our trading would have negligible effect on security values.

Company Code of Ethics

OBJECTIVITY: Strive to be as unbiased as possible in providing advice to clients, and practice on a Fee-Only basis.

CONFIDENTIALITY: Keep all client data private, unless authorization is received from the client to share it. Treat all documents with care and take care when disposing of them. Relations with clients shall be kept private.

COMPETENCE: Maintain a high level of knowledge and ability. Maintain continuous improvement by attending conferences each year and obtaining continuing education credits as required. Do not provide advice in areas where we are not capable.

FAIRNESS & SUITABILITY: Put clients first. Dealings and recommendation with clients will always be in the client's best interests.

INTEGRITY & HONESTY: Endeavor to always take the high road and to be ever mindful of the potential for misunderstanding that can accrue in normal human interactions. Be diligent to keep actions and reactions so far aboveboard that a thinking client or other professional would not doubt intentions.

REGULATORY COMPLIANCE: Strive to maintain conformity with legal regulations.

FULL DISCLOSURE: Fully describe method of compensation and potential conflicts of interest to clients, and also specify the total cost of investments.

Item 12 – Brokerage Practices

The Company recommends TradePMR as a brokerage for discretionary accounts. TradePMR neither pays the Company for clients nor offers incentives or soft-dollar benefits based on transactions for clients. TradePMR is a FINRA registered broker-dealer, member SIPC. TradePMR was selected because it:

- works with Fee-only investment advisers
- does not push products or require minimum client activity
- charges clients low fees for security transactions
- allows an expanded selection of low-cost, no-fee mutual funds and exchange traded funds

TradePMR does not offer client referrals to the Company. The company will work with clients who wish to use another brokerage. The company may use another brokerage for discretionary accounts if they are able to match or exceeds the above criteria.

Item 13 – Review of Accounts

Managed account statements are reviewed quarterly and managed on a continuous basis. Financial planning accounts are reviewed annually. In both cases, the calendar is the triggering factor.

The Company's president, Richard Slater, CFP[®], reviews all client accounts. Account holdings are compared to strategy holdings and the appropriateness of the strategy is evaluated with respect to client investment objectives.

Item 14 – Client Referrals and Other Compensation

Registered investment advisers are required to disclose any compensation paid for client referrals. The Company has not paid for client referrals.

The Company must also disclose potential conflicts of interest where the Company receives income, awards or prizes for investment advice or recommendations. There is no such issue to disclose.

Item 15 – Custody

The Company does not take custody of client assets at any time. Clients should receive at least quarterly statements from the brokerage that holds and maintains the client's investment assets. The Company urges clients to carefully review these statements and compare the custodial records to the account statements that we provide. Our statements may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

Item 16 – Investment Discretion

The Company usually receives discretionary authority from the client at the outset of an advisory relationship to select the identity and amount of securities to be bought or sold. In all cases, however, such discretion is to be exercised in a manner consistent with the stated investment objectives for the particular client account.

When selecting securities and determining amounts, the Company observes the investment policies, limitations and restrictions of the clients for which it advises. The Company's authority to trade securities may also be limited by certain federal securities and tax laws that require diversification of investments and favor the holding of investments once made.

In order for clients to have their investments managed, clients must sign a contract with the Company giving the Company the discretionary authority to select and manage their portfolio.

If a client has personal investment guidelines or restrictions, they must be provided to the Company in writing.

Item 17 – Voting Client Securities

As a matter of firm policy and practice, the Company does not have any authority to and does not vote proxies on behalf of advisory clients. Clients retain the responsibility for receiving and voting proxies for any and all securities maintained in client portfolios. The Company may provide advice to clients regarding the clients' voting of proxies.

Item 18 – Financial Information

Registered investment advisers are required to provide clients with certain financial information or disclosures about the Company's financial condition. The Company has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients and has not been the subject of a bankruptcy proceeding.

Item 19 – Requirements for State-Registered Advisers

State-Registered Advisers must disclose their principal executive officers and management persons, and describe their formal education and business background.

The owner of the Company and sole investment adviser is Richard P. Slater, CFP®. He has acted as the president of the Company since its inception in 2008. He has been a member of good standing in the Financial Planners Association® since 2005.

Richard Slater was accepted into the National Association of Personal Financial Advisors (NAPFA) in 2015. NAPFA is the country’s leading professional association of Fee-Only financial advisors—highly trained professionals who are committed to working in the best interests of the clients they serve.

Richard Slater was born in 1955 and obtained a BS in mathematics from Empire State College, S.U.N.Y. and received an Executive Certificate in Financial Planning from Georgetown University.

Previous to financial planning, Richard Slater worked as a Research and Development Engineer; most recently, at Trimble Navigation, Ltd., a manufacturer of navigation equipment (2002-2010). Additionally, he worked for ArcSecond, Inc., creating laser-based measuring equipment (1997-2001), Welch Allen, Inc, creating medical diagnostic equipment (1989-1996), Genigraphics, Inc, creating computer graphics equipment (1983-1988) and Instruments for Cardiac Research creating medical diagnostic equipment (1980-1982). In the course of his research and development work, he received 4 patents for innovative new products.

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each person providing investment advice.

Richard Slater, CFP® is the only advisor for the company. He can be reached at (703) 766-5720

- There are no legal or disciplinary events for Mr. Slater to disclose.
- There are no reportable outside business activities for Mr. Slater to disclose.
- There is no reportable additional compensation for Mr. Slater to disclose.
- Mr. Slater has not been found liable in any arbitration claim or proceeding.
- Mr. Slater has not been the subject of any bankruptcy petition.

Since the company has no other supervised personnel, the following Items from Section 2B of the ADV relating to each supervised person are not applicable:

- Item 4 Other business activities
- Item 5 Additional compensation
- Item 6 Supervision
- Item 7 Requirements for State-Registered Advisers

Certifications

Richard P. Slater is a CERTIFIED FINANCIAL PLANNER™ professional.



The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered “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. 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, approximately 80,000 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.