



Hanke & Co.

WEALTH MANAGEMENT, LLC

FORM ADV PART 2A DISCLOSURE BROCHURE

March 12, 2018

This brochure provides information about the qualifications and business practices of Hanke & Co. Wealth Management, LLC. Being registered as a registered investment adviser does not imply a certain level of skill or training. If you have any questions about the contents of this brochure, please contact us at 415-781-6300. 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 Hanke & Co. Wealth Management, LLC (CRD #285315) is available on the SEC's website at www.adviserinfo.sec.gov

Item 2: Material Changes

Annual Update

The Material Changes section of this brochure will be updated annually or when material changes occur since the previous release of the Firm Brochure.

Material Changes since the Last Update

No material changes

Full Brochure Available

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: 415-781-6300 or by email at: contact@hankewealth.com.



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Item 4: Advisory Business

Firm Description

Hanke & Co. Wealth Management, LLC doing business as Hanke & Co. Wealth Management ("HCWM") was founded in 2016. Milo Fischer Hanke is 100% owner. HCWM does not act as a custodian of client assets. The client always maintains asset control. An evaluation of each client's initial situation is provided to the client, often in the form of a net worth statement, risk analysis or similar document. Periodic reviews are also communicated to provide reminders of the specific courses of action that need to be taken. More frequent reviews occur but are not necessarily communicated to the client unless immediate changes are recommended. Other professionals (e.g., lawyers, accountants, insurance agents, etc.) are engaged directly by the client on an as-needed basis. Under CCR Section 260.238(k), HCWM, its representatives or any of its employees will disclose to the clients all material conflicts of interest.

Types of Advisory Services

ASSET MANAGEMENT

HCWM offers discretionary direct asset management services to advisory clients. HCWM will offer clients ongoing portfolio management services through determining individual investment goals, time horizons, objectives, and risk tolerance. Investment strategies, investment selection, asset allocation, portfolio monitoring and the overall investment program will be based on the above factors. The client will authorize HCWM discretionary authority to execute selected investment program transactions as stated within the Investment Advisory Agreement.

FINANCIAL PLANNING AND CONSULTING

If financial planning services are applicable, the client will compensate HCWM on an hourly or fixed fee basis described in detail under "Fees and Compensation" section of this brochure. Services include but are not limited to a thorough review of all applicable topics including Wills, Estate Plan/Trusts, Investments, Taxes, Qualified Plans, Retirement Income, Social Security, College Planning, and Insurance. Under California Code of Regulations, 10 CCR Section 260.235.2, it requires that the conflict of interest, which exists between the interests of the investment advisor and the interests of the client when offering financial planning services, be disclosed. The client is under no obligation to act upon the investment advisor's recommendation. If the client elects to act on any of the recommendations, the client is under no obligation to effect the transaction through HCWM. Financial plans will be completed and delivered inside of sixty (60) days. Clients may terminate advisory services with thirty (30) days written notice.

SEMINARS

HCWM from time to time may hold seminars to educate the public on different types of investments and the different services. HCWM will not charge a fee for these seminars.

Client Tailored Services and Client Imposed Restrictions

The goals and objectives for each client are documented in our client files. Investment strategies are created that reflect the stated goals and objective. Agreements may not be assigned without written client consent.

Wrap Fee Programs

HCWM does not sponsor any wrap fee programs.

Client Assets under Management

As of the date of December 31 2017, HCWM had \$52,000,000 in discretionary assets under management, and \$1,000,000 in non-discretionary assets under management.

Item 5: Fees and Compensation

Method of Compensation and Fee Schedule

ASSET MANAGEMENT

HCWM offers discretionary asset management services to advisory clients. The fees for these services will be based on a percentage of Assets Under Management as follows:

| Assets Under Management | Annual Fee | Quarterly Fee |
|----------------------------|------------|---------------|
| \$500,000 to \$1,000,000 | 1.25% | 0.3125% |
| \$1,000,001 to \$2,000,000 | 1.15% | 0.2875% |
| \$2,000,001 to \$3,000,000 | 1.00% | 0.25% |
| \$3,000,001 to \$5,000,000 | 0.80% | 0.20% |
| Over \$5,000,001 | Negotiable | Negotiable |

The annual fee may be negotiable. Accounts within the same household may be combined for a reduced fee. Fees are billed quarterly in advance based on the amount of assets managed as of the close of business on the last business day of the previous quarter. Quarterly advisory fees deducted from the clients' account by the custodian will be reflected in a provided fee invoice as fees are withdrawn. The fees must be paid within ten (10) days following the beginning of the quarter for which the account is being billed. Lower fees for comparable services may be available from other sources. Clients may terminate their account within five (5) business days of signing the Investment Advisory Agreement for a full refund. Clients may terminate advisory services with thirty (30) days written notice. Client will be entitled to a refund for the days service was not provided in the final quarter. Client shall be given thirty (30) days prior written notice of any increase in fees, and client will acknowledge, in writing, any agreement of increase in said fees.

FINANCIAL PLANNING and CONSULTING

Financial Planning Services are offered based on an hourly rate of \$350 or a fixed fee ranging between \$1,500 and \$5,000 based on complexity and unique client needs. The fees are negotiable. Prior to the planning process the client will be provided an estimated plan fee. Lower fees for comparable services may be available from other sources. The payment is due at the time of signing the agreement. HCWM reserves the right to waive the planning fees should the client decide to implement the plan with HCWM.

If the client cancels any time during the planning process, HCWM will give the client a full refund.

Clients will select a payment method on the Financial Planning and Consulting Agreement. They may choose to pay via the following methods:

- ▶ ACH or Credit Card - to be paid by client to HCWM at the time of signing the agreement.

If ACH is selected, the following safeguards are used:

- Clients enter their own account and routing number and elect into this payment system. The account number is encrypted, and HCWM cannot see it.
 - Invoices are sent automatically every time a monthly withdrawal is made.
 - Clients are able to match payments to their bank statements in order to verify proper payment.
 - HCWM will not require client to use this system.
- ▶ Check - to be remitted by client to HCWM at the time of signing the agreement.
 - ▶ Deducted from an Account managed by HCWM.

Client Payment of Fees

Investment management fees are billed quarterly in advance, meaning we bill you at the beginning of the quarter. Fees are usually deducted from a designated client account to facilitate billing. The client must consent in advance to direct debiting of their investment account.

Fees for financial plans are due at the time of signing the agreement. All plans are delivered inside of sixty (60) days.

Additional Client Fees Charged

Custodians may charge transaction fees on purchases or sales of certain mutual funds, equities, and exchange-traded funds. These charges may include mutual fund transactions fees, postage and handling and miscellaneous fees (fee levied to recover costs associated with fees assessed by self-regulatory organizations).

The selection of the security is more important than the fee that the custodian charges to buy or sell the security.

HCWM, in its sole discretion, may waive its minimum fee and/or charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

For more details on the brokerage practices, see Item 12 of this brochure.

Prepayment of Client Fees

HCWM charges asset management fees quarterly in advance.

Financial Plans payment is due at the time of signing the agreement. Client may cancel at any time for a full refund.

HCWM does not require prepayment of fees of more than \$500 per client and six months or more in advance.

External Compensation for the Sale of Securities to Clients

HCWM does not receive any external compensation for the sale of securities to clients, nor do any of the investment advisor representatives of HCWM.

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

Sharing of Capital Gains

Fees are not based on a share of the capital gains or capital appreciation of managed securities. HCWM does not use a performance-based fee structure because of the conflict of interest. Performance based compensation may create an incentive for the advisor to recommend an investment that may carry a higher degree of risk to the client.

Item 7: Types of Clients

Description

HCWM generally provides investment advice to individuals and high net worth individuals.

Client relationships vary in scope and length of service.

Account Minimums

HCWM does require an account minimum of \$500,000. Accounts within the same household may be combined to reach the minimum fee. In certain instances, the minimum account size may be lowered or waived.

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

Methods of Analysis

HCWM may utilize fundamental analysis when managing client's assets. Investing in securities involves risk of loss that clients should be prepared to bear. Past performance is not a guarantee of future returns.

Fundamental analysis involves evaluating a stock using real data such as company revenues, earnings, return on equity, and profits margins to determine underlying value and potential growth.

In developing a financial plan for a client, HCWM's analysis may include cash flow analysis, investment planning, risk management, tax planning and estate planning. Based on the information gathered, a detailed strategy is tailored to the client's specific situation.

The main sources of information include financial newspapers and magazines, annual reports, prospectuses, and filings with the Securities and Exchange Commission.

Investment Strategy

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The client may change these objectives at any time. Each client executes an Investment Policy Statement or Risk Tolerance that documents their objectives and their desired investment strategy.

Other strategies may include long-term purchases, trading, and option writing (including covered options, uncovered options or spreading strategies).

Security Specific Material Risks

All investment programs have certain risks that are borne by the investor. Fundamental analysis may involve interest rate risk, market risk, business risk, and financial risk. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks and should discuss these risks with HCWM:

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** When any type of inflation is present, a dollar today will buy more than a dollar next year, because purchasing power is eroding at the rate of inflation.
- **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.
- **Long-term purchases:** Long-term investments are those vehicles purchased with the intention of being held for more than one year. Typically the expectation of the investment is to increase in value so that it can eventually be sold for a profit. In addition, there may be an expectation for the investment to provide income. One of the biggest risks associated with long-term investments is volatility, the fluctuations in the financial markets that can cause investments to lose value.
- **Trading risk:** Investing involves risk, including possible loss of principal. There is no assurance that the investment objective of any fund or investment will be achieved.
- **Options Trading:** The risks involved with trading options are that they are very time sensitive investments. An options contract is generally a few months. The buyer of an option could lose his or her entire investment even with a correct prediction about the direction and magnitude of a particular price change if the price change does not occur in the relevant time period (i.e., before the option expires). Additionally, options are less tangible than some other investments. An option is a "book-entry" only investment without a paper certificate of ownership.

Item 9: Disciplinary Information

Criminal or Civil Actions

The firm and its management have not been involved in any criminal or civil action required to be reported.

Administrative Enforcement Proceedings

The firm and its management have not been involved in administrative enforcement proceedings required to be reported.

Self-Regulatory Organization Enforcement Proceedings

The firm and its management have not been involved in legal or disciplinary events related to past or present investment clients required to be reported.

Item 10: Other Financial Industry Activities and Affiliations

Broker-Dealer or Representative Registration

HCWM is not registered as a broker-dealer and no affiliates are registered representatives of a broker-dealer.

Futures or Commodity Registration

Neither HCWM nor its employees are registered or has an application pending to register as a futures commission merchant, commodity pool operator, or a commodity trading advisor.

Material Relationships Maintained by this Advisory Business and Conflicts of Interest

Milo Hanke is a direct property manager for two rental properties in the State of Ohio. Approximately 1% of his time is spent in this business. Milo Hanke will receive typical compensation from managing rental properties. Approximately 1% of his time is spent in this business. Milo Hanke does not receive compensation from this position. There is no conflict of interest as advisory clients of HCWM are not solicited services of his rental property.

Recommendations or Selections of Other Investment Advisors and Conflicts of Interest

HCWM does not solicit the services of Third Party Money Managers to manage client accounts.

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

Code of Ethics Description

The employees of HCWM have committed to a Code of Ethics ("Code"). The purpose of our Code is to set forth standards of conduct expected of HCWM employees and addresses conflicts that may arise. The Code defines acceptable behavior for employees of HCWM. The Code reflects HCWM and its supervised persons' responsibility to act in the best interest of their client.

One area the Code addresses is when employees buy or sell securities for their personal accounts and how to mitigate any conflict of interest with our clients. We do not allow any employees to use non-public material information for their personal profit or to use internal research for their personal benefit in conflict with the benefit to our clients. HCWM's policy prohibits any person from acting upon or otherwise misusing non-public or inside information. No advisory representative or other employee, officer or director of HCWM may recommend any transaction in a security or its derivative to advisory clients or engage in personal securities transactions for a security or its derivatives if the advisory representative possesses material, non-public information regarding the security.

HCWM's Code is based on the guiding principle that the interests of the client are our top priority. HCWM's officers, directors, advisors, and other employees have a fiduciary duty to our clients and must diligently perform that duty to maintain the complete trust and confidence of our clients. When a conflict arises, it is our obligation to put the client's interests over the interests of either employees or the company.

The Code applies to "access" persons. "Access" persons are employees who have access to non-public information regarding any clients' purchase or sale of securities, or non-public information regarding the portfolio holdings of any reportable fund, who are involved in making securities recommendations to clients, or who have access to such recommendations that are non-public.

The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

Investment Recommendations Involving a Material Financial Interest and Conflict of Interest

HCWM and its employees do not recommend to clients securities in which we have a material financial interest.

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

HCWM and its employees may buy or sell securities that are also held by clients. In order to mitigate conflicts of interest such as front running, employees are required to disclose all reportable securities transactions as well as provide HCWM with copies of their brokerage statements.

The Chief Compliance Officer of HCWM is Milo Hanke. He reviews all employee trades each quarter. The personal trading reviews helps mitigate that the personal trading of employees does not affect the markets and that clients of the firm have received preferential treatment over employee trades. HCWM and all of its representatives will always act in the best interest of the client.

Client Securities Recommendations or Trades and Concurrent Advisory Firm Securities Transactions and Conflicts of Interest

HCWM does not maintain a firm proprietary trading account and does not have a material financial interest in any securities being recommended and therefore no conflicts of interest exist. However, employees may buy or sell securities at the same time they buy or sell securities for clients. In order to mitigate conflicts of interest such as front running, employees are required to disclose all reportable securities transactions as well as provide HCWM with copies of their brokerage statements. HCWM and all of its representatives will always act in the best interest of the client.

Item 12: Brokerage Practices

Factors Used to Select Broker-Dealers for Client Transactions

HCWM recommends the use of a particular broker-dealer. HCWM will select appropriate brokers based on a number of factors including but not limited to their relatively low transaction fees and reporting ability. HCWM relies on its broker to provide its execution services at the best prices available. Lower fees for comparable services may be available from other sources. Clients pay for any and all custodial fees in addition to the advisory fee charged by HCWM.

Directed Brokerage

HCWM may recommend that clients establish brokerage accounts with the Schwab Institutional division of Charles Schwab & Co., Inc.¹ ("Schwab"), a FINRA² registered broker-dealer and SIPC³ member, to maintain custody of clients' assets and to effect trades for their accounts. HCWM is independently owned and operated and not affiliated with Schwab. HCWM has evaluated Schwab and believes that it will provide our clients with a blend of professionalism, execution services, and low commission costs that will assist our firm in meeting our fiduciary obligations to clients.

1 For information regarding Schwab, please refer to their website: <https://www.schwab.com/>.

2 FINRA is the largest independent regulator for all securities firms doing business in the United States. For more information, please refer to FINRA's website: <http://www.finra.org/>.

3 For information regarding SIPC, please refer to their website: <http://www.sipc.org/>.

Schwab provides HCWM with access to its institutional trading and custody services, which are typically not available to Schwab retail investors. These services generally are available to independent investment advisers on an unsolicited basis, at no charge to them so long as a total of at least \$10 million of the adviser's clients' assets are maintained in accounts at Schwab Institutional. These services are not contingent upon our firm committing to Schwab any specific amount of business (assets in custody or trading commissions). Schwab's brokerage services include the execution of securities transactions, custody, research, and access to mutual funds and other investments that are otherwise generally available only to institutional investors or would require a significantly higher minimum initial investment.

For our client accounts maintained in its custody, Schwab generally does not charge separately for custody services but is compensated by account holders through commissions and other transaction-related or asset-based fees for securities trades that are executed through Schwab or that settle into Schwab accounts.

Schwab Institutional also makes available to our firm other products and services that benefit HCWM but may not directly benefit our clients' accounts. Many of these products and services may be used to service all or some substantial number of our client accounts, including accounts not maintained at Schwab.

Schwab's products and services that assist us in managing and administering our clients' accounts include software and other technology that:

- provide access to client account data (such as trade confirmations and account statements);
- facilitate trade execution and allocate aggregated trade orders for multiple client accounts;
- provide research, pricing and other market data;
- facilitate payment of our fees from clients' accounts; and
- assist with back-office functions, recordkeeping and client reporting.

Schwab Institutional also offers other services intended to help us manage and further develop our business enterprise. These services may include:

- compliance, legal and business consulting;
- publications and conferences on practice management and business succession; and
- access to employee benefits providers, human capital consultants and insurance providers.

Schwab may make available, arrange and/or pay third-party vendors for the types of services rendered to HCWM. Schwab Institutional may discount or waive fees it would otherwise charge for some of these services or pay all or a part of the fees of a third-party providing these services to our firm. Schwab Institutional may also provide other benefits such as educational events or occasional business entertainment of our personnel. In evaluating whether to recommend or require that clients custody their assets at Schwab, we may take into account the availability of some of the foregoing products and services and other arrangements as part of the total mix of factors we consider and not solely on the nature, cost or quality of custody and brokerage services provided by Schwab, which may create a potential conflict of interest.

We reserve the right to decline acceptance of any client account for which the client directs the use of a broker other than Schwab if we believe that this choice would hinder our fiduciary duty to the client and/or our ability to service the account. In directing the use of Schwab (or any other broker), it should be understood that HCWM will not have authority to negotiate commissions or to necessarily obtain volume discounts, and best execution may not be achieved. In addition, a disparity in commission charges may exist between the commissions charged to the client and those charged to other clients (who may direct the use of another broker other than Schwab). Clients should note that, while HCWM has a reasonable belief that Schwab is able to obtain best execution and competitive prices, our firm will not independently seek best execution price capability through other brokers.

Limited Brokerage Discretion

HCWM may, however, request that it be provided written authority to determine the broker-dealer to be used for the purchase or sale of certain fixed income securities for the client's account and the costs that will be incurred by the client for these transactions. Any limitations on this discretionary authority shall be included in this written authority statement. Clients may change/amend these limitations as desired. Such amendments shall also be in writing.

When HCWM exercises this limited brokerage discretion in order to purchase or sell such securities, HCWM will select those broker-dealers that will provide quality services at competitive transaction costs. The reasonableness of brokerage costs, commissions and mark ups/mark downs is based on the broker-dealer's ability to provide professional services, competitive execution and other services that will assist HCWM in providing investment management services to clients. Client trades in these instruments may be blocked with transactions for other advisory clients to achieve better pricing and commission costs.

Best Execution

Investment advisors who manage or supervise client portfolios have a fiduciary obligation of best execution. The determination of what may constitute best execution and price in the execution of a securities transaction by a broker involves a number of considerations and is subjective. Factors affecting brokerage selection include the overall direct net economic result to the portfolios, the efficiency with which the transaction is effected, the ability to effect the transaction where a large block is involved, the operational facilities of the broker-dealer, the value of an ongoing relationship with such broker and the financial strength and stability of the broker. The firm does not receive any portion of the trading fees.

Soft Dollar Arrangements

The Securities and Exchange Commission defines soft dollar practices as arrangement under which products or services other than execution services are obtained by HCWM from or through a broker-dealer in exchange for directing client transactions to the broker-dealer. As permitted by Section 28(e) of the Securities Exchange Act of 1934, HCWM receives economic benefits as a result of commissions generated from securities transactions by the broker-dealer from the accounts of HCWM. These benefits include both proprietary research from the broker and other research written by third parties.

A conflict of interest exists when HCWM receives soft dollars because HCWM does not have to produce or pay for the research, products or services. HCWM may have an incentive to select or recommend a broker-dealer based on HCWM's interest in receiving the research or other products or services, rather than on HCWM's clients interest in

receiving most favorable execution. This conflict is mitigated by the fact that HCWM has a fiduciary responsibility to act in the best interest of its clients and the services received are beneficial to all clients.

Aggregating Securities Transactions for Client Accounts

HCWM may aggregate purchases and sales and other transactions made for the account with purchases and sales and transactions in the same securities for other Clients of HCWM. All clients participating in the aggregated order shall receive an average share price with all other transaction costs shared on a pro-rated basis.

Item 13: Review of Accounts

Schedule for Periodic Review of Client Accounts or Financial Plans and Advisory Persons Involved

Account reviews are performed quarterly by Milo Hanke of HCWM. Account reviews are performed more frequently when market conditions dictate.

Financial Plans are considered complete when recommendations are delivered to the client and a review is done only upon request of client.

Item 14: Client Referrals and Other Compensation

Economic benefits provided to the Advisory Firm from External Sources and Conflicts of Interest

In connection with HCWM engaging the services of Charles Schwab as its primary broker dealer, in November of 2016, Charles Schwab provided a reimbursement of Transfer of Account Exit Fees of \$20,000 not to exceed \$20,000. In return, HCWM has agreed that it will transfer \$45 million in client assets by December 2017 to Charles Schwab. The reimbursement of Transfer of Account Exit Fees is intended to assist HCWM with the cost associated with the transition to Charles Schwab such as staff and termination fees associated with moving accounts and mailings, however, HCWM does not confirm the use of these payments for such transition costs.

This represents a conflict of interest in that HCWM may have a financial incentive to maintain a relationship with Charles Schwab which may include directing clients to Charles Schwab for execution of trades. However, HCWM believes that it is in the client's best interest. Furthermore, Charles Schwab receives compensation from sources other than direct execution from trades; which mitigates their incentive to maintain a relationship only on the basis of trading. HCWM has systems in place to review investment advisor representative managed accounts for suitability and best execution practices over the course of the advisory relationship.

Advisory Firm Payments for Client Referrals

HCWM does not compensate for client referrals.

Item 15: Custody

Account Statements

All assets are held at qualified custodians, which means the custodians provide account statements directly to clients at their address of record at least quarterly. Clients are urged to compare the account statements received directly from their custodians to the performance report statements and invoices prepared by HCWM. HCWM has custody of the funds and securities solely as a consequence of its authority to make withdrawals from client accounts to pay its advisory fee. However, HCWM avoids having custody by following safeguarding procedures as follows;

- Each time a fee is directly deducted from a client account, HCWM concurrently:
 - i. Sends the qualified custodian an invoice or statement of the amount of the fee to be deducted from the client's account; and
 - ii. Sends the client an invoice or statement itemizing the fee. Itemization includes the formula used to calculate the fee, the value of the assets under management on which the fee is based, and the time period covered by the fee.
- HCWM has written authorization from the client to deduct advisory fees from the account held with the qualified custodian.
- The investment adviser notifies the Commissioner in writing that the investment adviser intends to use the safeguards provided in this paragraph (b)(3).

Item 16: Investment Discretion

Discretionary Authority for Trading

HCWM accepts discretionary authority to manage securities accounts on behalf of clients. HCWM has the authority to determine, without obtaining specific client consent, the securities to be bought or sold, and the amount of the securities to be bought or sold.

The client will authorize HCWM discretionary authority to execute selected investment program transactions as stated within the Investment Advisory Agreement. The client approves the custodian to be used and the commission rates paid to the custodian. HCWM does not receive any portion of the transaction fees or commissions paid by the client to the custodian on certain trades.

Item 17: Voting Client Securities

Proxy Votes

HCWM does not vote proxies on securities. Clients are expected to vote their own proxies. The client will receive their proxies directly from the custodian of their account or from a transfer agent.

When assistance on voting proxies is requested, HCWM will provide recommendations to the client. If a conflict of interest exists, it will be disclosed to the client.

Item 18: Financial Information

Balance Sheet

A balance sheet is not required to be provided because HCWM does not serve as a custodian for client funds or securities and HCWM does not require prepayment of fees of more than \$500 per client and six months or more in advance.

Financial Conditions Reasonably Likely to Impair Advisory Firm's Ability to Meet Commitments to Clients

HCWM has no condition that is reasonably likely to impair our ability to meet contractual commitments to our clients.

Bankruptcy Petitions during the Past Ten Years

No bankruptcy petitions to report in the last ten years.

Item 19: Requirements for State Registered Advisors

Principal Executive Officers and Management Persons

The education and business background for all management and supervised persons can be found in the Part 2B of this Brochure.

Outside Business Activities

The outside business activities for all management and supervised persons can be found in the Part 2B of this Brochure.

Performance Based Fee Description

HCWM does not receive any performance based fees.

Disclosure of Material Facts Related to Arbitration or Disciplinary Actions Involving Management Persons

No management persons of HCWM have any disclosures to report.

Material Relationship Maintained by this Advisory Business or Management persons with Issuers of Securities

There are no material relationships with issuers of securities to disclose.

Material Conflicts of Interest Assurance

All material conflicts of interest regarding the HCWM, its representatives or any of its employees which could be reasonably expected to impair the rendering of unbiased and objective advice are disclosed as required under CCR Section 260.238(k).



Hanke & Co.

WEALTH MANAGEMENT, LLC

FORM ADV PART 2B SUPERVISED PERSON BROCHURE

Milo Fischer Hanke , CFP®

This brochure supplement provides information about Milo Fischer Hanke and supplements the Hanke & Co. Wealth Management, LLC's brochure. You should have received a copy of that brochure. Please contact Milo Fischer Hanke if you did not receive the brochure or if you have any questions about the contents of this supplement. Additional information about Milo Fischer Hanke (CRD #1221718) is available on the SEC's website at www.adviserinfo.sec.gov.

Personal CRD Number: 1221718 April 12, 2018

Brochure Supplement (Part 2B of Form ADV)

Supervised Person Brochure

Principal Executive Officer: Milo Fischer Hanke

Year of birth: 1955

Item 2: Educational Background and Business Experience

Educational Background

DePauw University; Bachelors of Arts in English Composition and a Minor in Business Administration; 1979

Business Experience:

| | | |
|-------------------|---|--|
| 03/2017 - Present | Managing Member/ Investment Advisor Representative | Hanke & Co. Wealth Management |
| 12/2003 - Present | Sole Proprietor/Property Manager | Hanke & Co. Wealth Management LLC |
| 12/1983 - 02/2017 | Sole Proprietor/Insurance Agent | Hanke & Co. Wealth Management LLC |
| 12/1997 - 03/2017 | Investment Advisor Representative | LPL Financial LLC d.b.a. Hanke & Co. Wealth Management |
| 09/1991 - 03/2017 | Registered Representative | LPL Financial LLC d.b.a. Hanke & Co. Wealth Management |

Professional Certifications

Employees have earned certifications and credentials that are required to be explained in further detail.

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 62,000 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, administered in 10 hours over a two-day period, 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.

Item 3: Disciplinary Information

Criminal or Civil Action: None to report.
Administrative Proceeding: None to report.
Self-Regulatory Proceeding: None to report.

Item: 4 Other Business Activities

Milo Hanke is a direct property manager for two rental properties in the State of Ohio. Approximately 1% of his time is spent in this business. Milo Hanke will receive typical compensation from managing rental properties.

There is no conflict of interest as advisory clients of HCWM are not solicited services of his rental property.

Item 5: Additional Compensation

In connection with HCWM engaging the services of Charles Schwab as its primary broker dealer, in November of 2016, Charles Schwab provided a reimbursement of Transfer of Account Exit Fees of \$20,000 not to exceed \$20,000. In return, HCWM has agreed that it will transfer \$45 million in client assets by December 2017 to Charles Schwab. The reimbursement of Transfer of Account Exit Fees is intended to assist HCWM with the cost associated with the transition to Charles Schwab such as staff and termination fees associated with moving accounts and mailings, however, HCWM does not confirm the use of these payments for such transition costs.

This represents a conflict of interest in that HCWM may have a financial incentive to maintain a relationship with Charles Schwab which may include directing clients to Charles Schwab for execution of trades. However, HCWM believes that it is in the client's best interest. Furthermore, Charles Schwab receives compensation from sources other than direct execution from trades; which mitigates their incentive to maintain a relationship only on the basis of trading. HCWM has systems in place to review investment advisor representative managed accounts for suitability and best execution practices over the course of the advisory relationship.

Item 6: Supervision

Since Mr. Hanke is the sole owner of Hanke & Co. Wealth Management, LLC. He is solely responsible for all supervision and formulation and monitoring of investment advice offered to clients. He will adhere to the policies and procedures as described in the firm's Compliance Manual.

Item 7: Requirements for State-Registered Advisors

Arbitration Claims: None to report.
Self-Regulatory Organization or Administrative Proceeding: None to report.
Bankruptcy Petition: None to report.



Hanke & Co.

WEALTH MANAGEMENT, LLC

FORM ADV PART 2B - INDIVIDUAL DISCLOSURE BROCHURE

Manuel Raguro Burkhardt-Apolonio, MSFP

This brochure supplement provides information about Manuel Raguro Burkhardt-Apolonio that supplements the Hanke & Co. Wealth Management brochure. You should have received a copy of that brochure. Please contact Manuel Raguro Burkhardt-Apolonio if you did not receive Hanke & Co. Wealth Management's brochure or if you have any questions about the contents of this supplement. Additional information about Manuel Raguro Burkhardt-Apolonio is also available on the SEC's website at www.adviserinfo.sec.gov.

Personal CRD Number: 5770968 | Investment Adviser Representative | UPDATED: April 12, 2018

Manuel Raguro Burkhardt-Apolonio

Year of birth: 1985

Item 2: Educational Background and Business Experience

Educational Background

M. Sc. Financial Planning, Golden Gate University - 2018

B.S., B.A. International Business, University of San Francisco - 2007

Business Experience:

| | | |
|-------------------|-----------------------------------|------------------------------------|
| 03/2017 - Present | Investment Advisor Representative | Hanke & Co. Wealth Management, LLC |
| 03/2017 - Present | Operations Manager | Hanke & Co. Wealth Management, LLC |
| 12/2014 - 03/2017 | Administrative Assistant | LPL Financial LLC |
| 02/2014 - 11/2014 | Marketing Manager | TEC Leadership Institute |
| 09/2013 - 01/2014 | Shift Leader | Starbucks Deutschland GmbH |
| 01/2013 - 08/2013 | Unemployed | Unemployed |
| 12/2009 - 12/2012 | Owner | At Chore Service SF |

Item 3: Disciplinary Information

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

Item 4: Other Business Activities

Manuel Raguro Burkhardt-Apolonio is not engaged in any investment-related business or occupation (other than this advisory firm).

Item 5: Additional Compensation

Manuel Raguro Burkhardt-Apolonio does not receive any economic benefit from any person, company, or organization, other than Hanke & Co. Wealth Management in exchange for providing clients advisory services through Hanke & Co. Wealth Management.

Item 6: Supervision

As a representative of Hanke & Co. Wealth Management, Manuel Raguro Burkhardt-Apolonio is supervised by Milo F. Hanke, the firm's Chief Compliance Officer. Milo F. Hanke is responsible for ensuring that Manuel Raguro Burkhardt-Apolonio adheres to all required regulations regarding the activities of an Investment Adviser Representative, as well as all policies and procedures outlined in the firm's Code of Ethics and compliance manual. The phone number for Milo F. Hanke is (415) 781-6300.

Item 7: Requirements For State Registered Advisers

This disclosure is required by state securities authorities and is provided for your use in evaluating this investment advisor representative's suitability.

A. Manuel Raguro Burkhardt-Apolonio has NOT been involved in any of the events listed below.

1. An award or otherwise being found liable in an arbitration claim alleging damages in excess of \$2,500, involving any of the following:

- a) an investment or an investment-related business or activity;
- b) fraud, false statement(s), or omissions;

- c) theft, embezzlement, or other wrongful taking of property;
- d) bribery, forgery, counterfeiting, or extortion; or
- e) dishonest, unfair, or unethical practices.

2. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:

- a) an investment or an investment-related business or activity;
- b) fraud, false statement(s), or omissions;
- c) theft, embezzlement, or other wrongful taking of property;
- d) bribery, forgery, counterfeiting, or extortion; or
- e) dishonest, unfair, or unethical practices.

B. Manuel Raguro Burkhardt-Apolonio has NOT been the subject of a bankruptcy.