

# BentOak Capital Disclosures

Please remember that past performance may not be indicative of future results. Different types of investments involve varying degrees of risk, and there can be no assurance that the future performance of any specific investment, investment strategy, or product (including the investments and/or investment strategies recommended or undertaken by BentOak Capital ("BentOak"), or any non-investment related content, made reference to directly or indirectly in this newsletter will be profitable, equal any corresponding indicated historical performance level(s), be suitable for your portfolio or individual situation, or prove successful. Due to various factors, including changing market conditions and/or applicable laws, the content may no longer be reflective of current opinions or positions. Moreover, you should not assume that any discussion or information contained in this newsletter serves as the receipt of, or as a substitute for, personalized investment advice from BentOak. To the extent that a reader has any questions regarding the applicability of any specific issue discussed above to his/her individual situation, he/she is encouraged to consult with the professional advisor of his/her choosing. BentOak is neither a law firm, nor a certified public accounting firm, and no portion of the newsletter content should be construed as legal or accounting advice. A copy of BentOak's current written disclosure Brochure discussing our advisory services and fees is available upon request. **Please Note:** If you are a BentOak client, please remember to contact BentOak, in writing, if there are any changes in your personal/financial situation or investment objectives for the purpose of reviewing/evaluating/revising our previous recommendations and/or services, or if you would like to impose, add, or to modify any reasonable restrictions to our investment advisory services. BentOak shall continue to rely on the accuracy of information that you have provided or at [www.bentoakcapital.com](http://www.bentoakcapital.com). **Please Note:** IF you are a BentOak client, **Please advise us** if you have not been receiving account statements (at least quarterly) from the account custodian.

## Statistics At-a-Glance

### METHODOLOGIES & DISCLOSURES

## 1. Multigenerational Client Relationships

### Methodology:

The metric for multigenerational client relationships reflects instances where BentOak Capital has established meaningful relationships across two or more generations within a family. This includes:

- **Direct Advisory Relationships:** Situations where multiple generations, such as parents, children, and grandchildren, are direct clients of BentOak Capital, with each household considered individually.
- **Social and Informal Connections:** Cases where BentOak Capital has personal connections with younger generations of a client's family (e.g., children or grandchildren of current clients),

even if those individuals are not direct clients themselves. However, this metric only considers the client household and does not count the additional individual as part of the total.

- **Engagement Indicators:** Families where younger generations have engaged with the firm (e.g., attending meetings or client appreciation events) are included, but the metric reflects the client household exclusively, not the younger generation.

### **Disclosures:**

The multigenerational client relationships metric is based on qualitative and quantitative assessments of client engagement and relationships within a family. It reflects only the client household and does not include non-client individuals in its calculation. This metric does not imply nor guarantee continued advisory engagement across multiple generations or specific financial outcomes. The calculation is reviewed and updated annually based on internal data and client interactions and is subject to change.

## **2. Client Retention**

### **Methodology:**

Exceeding the 94.6% industry average, the client retention rate is calculated by comparing the number of unique client households at the beginning of a calendar year with the number of those same households that remain active clients at year-end. The calculation excludes households that became clients during the measurement year, ensuring the focus is on the retention of existing relationships. Retention is measured on a household basis rather than individual accounts.

### **Disclosures:**

The client retention rate is intended solely to reflect historical data regarding client relationships and should not be construed as a guarantee of future retention rates or client satisfaction. The calculation does not consider individual account closures or transfers within a household and is based on the firm's internal records as of the measurement year-end. Households that cease to engage due to the death of the client are included in the calculation as a lost household as retention rates are subject to fluctuations and may be impacted by factors outside the firm's control, such as client relocations, changes in family dynamics, or death.

Source: <https://www.mckinsey.com/industries/financial-services/our-insights/the-value-of-personal-advice-wealth-management-through-the-pandemic>

## **3. Assets Under Advisement (AUA)**

### **Methodology:**

Assets Under Advisement (AUA) represents the total market value of financial assets for which BentOak Capital provides advisory services as of year-end. This includes:

- **Managed Advisory Accounts:** The total market value of advisory client portfolios managed under an agreement in which BentOak Capital provides ongoing investment management and financial planning services.

- **Institutional Retirement Plans:** The total assets within institutional retirement plans (e.g., 401(k) plans, defined contribution plans) where BentOak Capital provides oversight, monitoring, and other advisory services. Individual client 401(k) accounts not managed by BentOak Capital are excluded from the AUA calculation.

### **Disclosures:**

Assets Under Advisement (AUA) represents assets for which BentOak Capital provides advisory services but does not necessarily exercise discretionary control or manage directly. Inclusion of retirement plan assets in this figure does not imply fiduciary responsibility for those plans. AUA is calculated based on the market values reported at year-end and is subject to change due to market conditions, client contributions, withdrawals, and other factors. AUA is not a measure of performance, and it should not be interpreted as an indicator of future performance, client satisfaction, or the scope of services provided.

## **4. Combined Years of Experience**

### **Methodology:**

The combined years of experience metric reflects the total professional experience of BentOak Capital's licensed Certified Financial Planner™ (CFP®) and/or licensed Series 65 or Series 66 professionals as of year-end. Only experience in fields directly relevant to the firm's services is included, such as:

- Investment management
- Financial planning
- Banking
- Trust services and estate planning
- Insurance
- Tax accounting and planning

Non-relevant experience and professional experience of team members who are not CFP® professionals or licensed under Series 65 or Series 66 are excluded from the calculation.

### **Disclosures:**

The combined years of experience metric is based on internal records of licensed CFP® and/or licensed Series 65 or Series 66 professionals' professional histories in relevant fields. It is calculated as of year-end and is updated annually. This metric is not indicative of future client outcomes or the quality of advisory services provided. It is intended to reflect historical expertise within the firm and should not be interpreted as a guarantee of future performance or capabilities.

## **5. Client-to-Advisor Ratio**

### **Methodology:**

Client-to-advisor ratio supporting personalized guidance, versus an industry average of 143:1. The client-to-advisor ratio is calculated by dividing the total number of unique client households served by BentOak Capital at year-end by the number of licensed Certified Financial Planner™ (CFP®)

professionals employed by the firm. Only CFP® professionals are included in the calculation to ensure the metric reflects the ratio of client households to qualified financial advisors.

### **Disclosures:**

The client-to-advisor ratio is intended to provide a general indication of the level of personalized service offered by BentOak Capital's CFP® professionals. This metric is calculated annually and does not include non-CFP® team members or reflect the availability of other resources that may support client services. Industry comparisons, such as the average ratio of 143:1 reported by Cerulli Associates and referenced in LPL Financial's study, are based on publicly available data and may not represent all market participants. This ratio should not be interpreted as a guarantee of service quality, advisor accessibility, or client satisfaction.

Source: <https://www.lpl.com/join-lpl/why-choose-lpl/news-and-insights/how-successful-financial-advisors-scale-their-business.html>

## **General Disclosures**

The methodologies and disclosures provided herein are intended to ensure transparency in how BentOak Capital calculates and reports its key metrics. The firm does not make any representations or warranties regarding the accuracy of industry averages or the comparability of its metrics to those of other firms. These metrics are intended for informational purposes only and should not be relied upon as an indication of future results or performance.

# **Press & Awards**

## **DISCLOSURES**

### **1. Media Mentions**

BentOak Capital and its representatives are regularly featured in various media outlets, including print, digital, and broadcast platforms. These press mentions arise from journalists and media organizations independently seeking commentary on financial, investment, and wealth management topics relevant to their audiences.

BentOak Capital does not pay for these media mentions. All media interactions are initiated independently by journalists or editors based on their selection process and interest in the insights provided by our team.

While media mentions highlight our team's experience and participation in industry discussions, they do not imply endorsement of BentOak Capital or its services by any media outlet. Media features are intended for informational purposes only and should not be relied upon as an indicator of future results, the accuracy of financial predictions, or specific client outcomes.

For additional information regarding our media engagements, please contact us directly.

## 2. Awards

### *Weatherford Chamber of Commerce – Small Business of the Year Award 2023*

This award is based on the Chamber's independent selection process, evaluating businesses with fewer than 35 employees on their commitment to ethical business practices, customer service, community involvement, financial growth, employee relations, and workforce development. To be eligible, businesses must have operated for at least two years and be a Chamber member in good standing. BentOak Capital did not pay a fee to be considered for or to receive this award, and the selection was conducted solely by the Weatherford Chamber of Commerce, an independent third party. This recognition does not imply a particular level of skill, expertise, or investment performance, nor should it be construed as a guarantee of future results.

### *Investment News' 40 Under 40*

Investment News' 40 under 40 nominations of advisors and associated professionals are evaluated based on: accomplishment to date, contribution to the industry, leadership and promise.

### *Five Star Wealth Manager*

Award based on 10 objective criteria associated with providing quality services to clients such as credentials, experience, and assets under management among other factors. Wealth managers do not pay a fee to be considered or placed on the final list of 2018, 2019, 2020 Five Star Wealth Managers.

### *D Magazine Top Financial Planner 2021*

The sole criteria for being chosen for this award was anonymous votes from Certified Financial Planners™ who are members of the DFW Financial Planning Association who answered the question of who they believe to be the most skilled and experienced financial planners and wealth managers in the industry. The Firm paid no fees for participation in this award or any award contests, nor for being chosen as a winner. The Firm did choose to pay a fee to place an ad in the publication to advertise the fact they have been selected for this award. This award was independently granted by D Magazine. Client voting or input (positive or negative) was not used in this survey and therefore had no bearing on these results. This award was strictly based on peer voting. D Magazine is solely responsible for checking the statistical validation of the survey results. BentOak Capital is aware of no facts, issues, or events that would call into question the validity of receiving this award. The advertisement of this award is not intended to reflect any promise or prediction of future performance of Financial Planning services rendered to clients. From D Magazine on criteria for top Wealth Manager Selection 2021 How we compiled this list: We asked every wealth management firm and team in the Dallas-Fort Worth chapter of the Financial Planning Association, Chartered Financial Analyst Institute, and the Investments and Wealth Institute to tell us about their practices. The final list was selected based on these criteria: top firms or teams must have total assets under management for individual clients of at least \$100 million; average assets under management per client of at least \$1 million; a 95 percent client-retention rate over the last two years; and no current disciplinary actions. Additionally, all firms (or teams, should

the team apply as an entity separate from its parent company) must have been in existence for at least five years as of the application deadline (June 7, 2021). They must also hold themselves out as fiduciaries for their clients and provide them with a written disclosure. A panel of esteemed local wealth managers reviewed the final list. All numbers are current as of the application deadline. Out of the 58 that applied, 36 firms and teams were selected. From D Magazine on criteria for top Financial Planner 2021 D Magazine asked every Certified Financial Planner in the Dallas-Fort Worth chapter of the Financial Planning Association to cast an online ballot. They were asked to name peers, both inside and outside their firms, whom they considered to be the most skilled and experienced financial planners in the industry. Outside-firm votes counted more than inside-firm votes. Self-nominations were tossed out. A panel of esteemed local financial planners reviewed the list. Only CFPs made the list. A total of 718 votes were cast, and 240 individuals were nominated. Of these, 96 were selected.

#### *Best Financial Planner - Weatherford Democrat Readers' Choice*

This award is based on votes submitted by readers of the Weatherford Democrat and reflects the opinions of the local community. The selection process is conducted independently by the publication, and BentOak Capital did not pay a fee to be nominated, considered, or to receive this recognition. This award should not be construed as an endorsement of our services or as a guarantee of future investment performance

#### *Texas Monthly - "Five Star Wealth Manager*

This award has been received from 2012 – 2022. As a Wealth Manager, this award is based on 10 objective criteria associated with providing quality services to clients such as credentials, experience, and assets under management among other factors. Wealth managers do not pay a fee to be disclosed or placed on the final list of 2012-2022 Five Star Wealth Managers.

#### *Forbes magazine "Best-in-State"*

Each advisor—selected by SHOOK Research—is chosen based on a number of criteria, including: in-person interviews; industry experience; compliance records; revenue produced; and assets under management. Portfolio performance is not a criterion due to varying client objectives and lack of audited data. Neither Forbes nor SHOOK Research receives a fee in exchange for rankings.

#### *Weatherford College Alumnus of the Year*

This award is determined by a nominating committee that evaluates and votes on nominees based on their contributions to their profession, community, and alma mater. The selection process is conducted independently by Weatherford College and is not influenced by financial considerations or endorsements. BentOak Capital did not pay a fee to be considered for or to receive this award, and the recognition should not be construed as an endorsement of our services or a guarantee of future performance.

#### *Weatherford Chamber of Commerce - James H. Doss Award*

This award is given to a businessperson who exemplifies leadership through philanthropic efforts and principled business practices, demonstrating a commitment to both their industry and their community. The selection process is conducted independently by the Weatherford Chamber of Commerce, and no fees were paid by BentOak Capital or the recipient for consideration or receipt of this award. This recognition does not imply a particular level of skill, expertise, or investment performance, nor should it be construed as a guarantee of future results.

*Weatherford Chamber - Citizen of the Year Award*

This award is determined by a nominating committee that evaluates and votes on nominees based on their dedication to community service, demonstrating outstanding loyalty, time, and talent in support of the Weatherford community. The selection process is conducted independently by the Weatherford Chamber of Commerce and is not influenced by financial considerations or endorsements. BentOak Capital did not pay a fee to be considered for or to receive this award, and this recognition should not be construed as an endorsement of our services or a guarantee of future performance.

*FPA Dallas Fort Worth – Young Gun Award*

This award honors individuals aged 36 or under who have demonstrated extraordinary commitment and made significant contributions to the financial planning profession and the FPA. Recipients are selected based on their dedication to professional competence, integrity, relationship-building, and stewardship, as well as their efforts to advance the financial planning industry. To be eligible, nominees must be a chapter member, colleague, community leader, volunteer, or company within the DFW community, and nominations from clients or non-FPA members are not accepted. BentOak Capital did not pay a fee to be considered for or to receive this award, and the selection process was independently conducted by the FPA of DFW. This recognition does not imply a particular level of skill, expertise, or investment performance, nor should it be construed as a guarantee of future results.

*Distinguished Alumni Award from TTU - FP – 2017*

This award is granted through a selection process conducted by the university, where nominees are evaluated based on their professional achievements, contributions to the financial planning profession, and impact on their community. The selection is made independently by a nominating committee and is not influenced by financial considerations or endorsements. BentOak Capital did not pay a fee to be nominated, considered, or to receive this award, and this recognition should not be construed as an endorsement of our services or a guarantee of future investment performance.

*Inaugural winner of the McGarraugh Leadership Award - TTU PFP 2002*

The McGarraugh Leadership Award recipient is chosen by the Texas Tech University School of Financial Planning faculty to acknowledge an undergraduate or graduate student that truly exemplifies leadership. Each recipient is a top-performer who immerses themselves in doing things for others and the university. They work over and above the call of duty, have dedication to the



Personal Financial Planning Program, exert leadership and vision, and are a role model to others. This award is merit based and is not given out every year.