

**FORM ADV PART 2A  
DISCLOSURE BROCHURE**

**S.R.Schill & Associates**  
*Financial and Longevity Advisors*

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This brochure provides information about the qualifications and business practices of S. R. Schill & Associates, Inc. Being registered as an 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 206-275-2700. 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 S. R. SCHILL & ASSOCIATES, INC. (CRD #105864) IS AVAILABLE ON THE SEC'S WEBSITE AT [WWW.ADVISERINFO.SEC.GOV](http://WWW.ADVISERINFO.SEC.GOV)**

## **Item 2: Material Changes**

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### **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.

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### **Material Changes since the Last Update**

This update is in accordance with the required annual update for investment advisors. Since the last update on November 7, 2024, there have been the following material changes:

- Item 4 has been updated with the firm's most recent assets under management calculation.
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### **Full Brochure Available**

This Firm Brochure being delivered is the complete brochure for the Firm.

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## **Item 4: Advisory Business**

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### **Firm Description**

S. R. Schill & Associates, Inc. (“S. R. Schill & Associates”, “We”, “Us”, “Our”) was founded in 1987. S. R. Schill & Associates is owned by Leonard Skiena, Eva Baker and Stacy Schill. Leonard Skiena is the Chief Compliance Officer.

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### **Types of Advisory Services**

#### WEALTH MANAGEMENT SERVICES

S. R. Schill & Associates offers Clients ongoing discretionary 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 S. R. Schill & Associates discretionary authority to execute selected investment program transactions as stated within the Investment Advisory Agreement.

Services include legacy and tax planning, the rendering of advice generally with respect to the Client’s financial affairs and investments, the compilation of financial statements and the drafting of investment policy statements where appropriate.

S. R. Schill & Associates executes a financial plan for Clients, incorporating the Client’s assets, liabilities, expenses, income, and goals. We also implement that plan, investing Client assets over which we have discretion to realize the plan. Having discretion of Client assets means that we decide which funds or securities to invest in and when to buy and sell according to our portfolio allocation model. On an annual basis, we contact Clients to revisit the financial plan to ensure that the plan is still appropriate for the Client with respect to their goals, though we will meet more often than annually if the Client requests. We do not sell individual investment products, nor do we sell insurance, but we do advise and recommend such products when it is appropriate for the Client.

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### **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 objectives. Clients may impose restrictions on investing in certain securities or types of securities. Agreements may not be assigned without written Client consent.

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### **Wrap Fee Programs**

S. R. Schill & Associates does not sponsor any wrap fee programs.

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### **Client Assets Under Management**

S. R. Schill & Associates has the following assets under management:

Discretionary Amounts:	Non-discretionary Amounts:	Date Calculated:
\$126,603,510	\$283,916	December 31, 2024

## **Item 5: Fees and Compensation**

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### **Method of Compensation and Fee Schedule**

#### WEALTH MANAGEMENT SERVICES

S. R. Schill & Associates charges an annual investment advisory fee based on the total assets under management as follows:

<b>Portfolio Range</b>	<b>Fee on amount below breakpoint</b>	<b>Plus</b>
\$0 to \$199,920	\$0	\$2,499
\$199,920 to \$1,000,000	\$2,499	1.25% of the value over \$199,920
\$1,000,000 to \$5,000,000	\$12,500	1.00% of the value over \$1,000,000
Over \$5,000,000	\$52,500	0.70% of the value over \$5,000,000

The annual fee is non-negotiable. 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. 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 with no obligation and without penalty. After the initial five (5) business days, the agreement may be terminated by S. R. Schill & Associates with thirty (30) days written notice to Client and by the Client at any time with written notice to S. R. Schill & Associates. For accounts opened or closed mid-billing period, fees will be prorated based on the days services are provided during the given period. All unpaid earned fees will be due to S. R. Schill & Associates. Additionally, all unearned fees will be refunded to the Client. For daily cash flows in excess of \$50,000 in an account, fees are adjusted in arrears on a pro rata basis at the next quarterly billing. Such adjustments can represent a credit or an additional fee owed. Client shall be given thirty (30) days prior written notice of any increase in fees. Any increase in fees will be acknowledged in writing by both parties before any increase in said fees occurs.

Our fee schedule, which includes all costs of financial planning services and portfolio management, may cost more or less than purchasing such services separately at other firms. As a function of our management of a Client's assets, S. R. Schill & Associates may provide partial management consisting of asset allocation on assets not held at our custodian, Charles Schwab & Co., Inc. These assets can include, but aren't limited to, variable annuity contracts and qualified retirement plan accounts such as a 401(k).

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### **Client Payment of Fees**

Fees for wealth management services are deducted from a designated Client account to facilitate billing or they may pay S. R. Schill & Associates directly. The Client must consent in advance to direct debiting of their investment account.

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### **Additional Client Fees Charged**

Custodians may charge transaction fees other related costs on the purchases or sales of mutual funds, equities, bonds, options and exchange-traded funds. Mutual funds, money market funds and exchange-traded funds also charge internal management fees, which are disclosed in the fund's prospectus. S. R. Schill & Associates does not receive any compensation from these fees. All of these fees are in addition to the management fee you

pay to S. R. Schill & Associates. For more details on the brokerage practices, see Item 12 of this brochure.

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### **Prepayment of Client Fees**

Wealth management services fees are billed quarterly in advance.

If the Client cancels after five (5) business days, any unearned fees will be refunded to the Client, or any unpaid earned fees will be due to S. R. Schill & Associates.

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### **External Compensation for the Sale of Securities to Clients**

S. R. Schill & Associates does not receive any external compensation for the sale of securities to Clients, nor do any of the investment advisor representatives of S. R. Schill & Associates.

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

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### **Sharing of Capital Gains**

Fees are not based on a share of the capital gains or capital appreciation of managed securities.

S. R. Schill & Associates does not use a performance-based fee structure because of the conflict of interest. Performance based compensation may create an incentive for S. R. Schill & Associates to recommend an investment that may carry a higher degree of risk to the Client.

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

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### **Description**

S. R. Schill & Associates generally provides investment advice to individuals, high net worth individuals, trusts, estates, or charitable organizations, corporations or business entities. Client relationships vary in scope and length of service.

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### **Account Minimums**

S. R. Schill & Associates does not require a minimum to open an account but does have a minimum fee of \$2,499. This allows us to provide financial planning services to those who do not wish to invest \$199,920. Family members of Clients are often allowed to have their assets considered in concert with the assets of the rest of the family, for purposes of bypassing the minimum fee and reducing their overall fee.

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

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### **Methods of Analysis**

Security analysis methods may include fundamental analysis, technical analysis, charting and cyclical analysis. 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 concentrates on factors that determine a company's value and expected future earnings. This strategy would normally encourage equity purchases in stocks that are undervalued or priced below their perceived value. The risk assumed is that the market will fail to reach expectations of perceived value.

Technical analysis attempts to predict a future stock price or direction based on market trends. The assumption is that the market follows discernible patterns and if these patterns

can be identified then a prediction can be made. The risk is that markets do not always follow patterns and relying solely on this method may not take into account new patterns that emerge over time.

Charting analysis strategy involves using and comparing various charts to predict long and short-term performance or market trends. The risk involved in using this method is that only past performance data is considered without using other methods to crosscheck data. Using charting analysis without other methods of analysis would be making the assumption that past performance will be indicative of future performance. This may not be the case.

Cyclical analysis assumes that the markets react in cyclical patterns which, once identified, can be leveraged to provide performance. The risks with this strategy are twofold: 1) the markets do not always repeat cyclical patterns; and 2) if too many investors begin to implement this strategy, then it changes the very cycles these investors are trying to exploit.

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### **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 by providing written notice to S. R. Schill & Associates. Each Client executes a Client profile form or similar form that documents their objectives and their desired investment strategy.

We have 25 portfolio allocations and some related variations, all of which are allocated across nine sectors. Those sectors include large US stocks, small/mid-sized US stocks, international stocks, real estate, natural resources, short-term bonds, intermediate-term bonds, long-term bonds, and cash. The 25 allocations vary by how the assets are distributed across the nine sectors. More conservative allocations have a greater emphasis on the bond sectors. More aggressive allocations have a greater emphasis on the stock, real estate, and natural resources sectors. For all the allocations, we typically represent the sectors with Exchange Traded Funds (“ETFs”) and publicly traded stocks. In those instances where it makes sense, such as where a Client has other holdings that they do not wish to sell, but that might result in an over-allocation to a particular sector, we can tailor an allocation that is customized to that Client’s unique situation.

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### **Security Specific Material Risks**

All investment programs have certain risks that are borne by the investor. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks and should discuss these risks with S. R. Schill & Associates:

- *Market Risk:* The prices of securities in which Clients invest may decline in response to certain events taking place around the world, including those directly involving the companies whose securities are owned by a fund; conditions affecting the general economy; overall market changes; local, regional or global political, social or economic instability; and currency, interest rate and commodity price fluctuations. Investors should have a long-term perspective and be able to tolerate potentially sharp declines in market value.
- *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.

- *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.
- *Management Risk:* The advisor's investment approach may fail to produce the intended results. If the advisor's assumptions regarding the performance of a specific asset class or fund are not realized in the expected time frame, the overall performance of the Client's portfolio may suffer.
- *Equity Risk:* Equity securities tend to be more volatile than other investment choices. The value of an individual mutual fund or ETF can be more volatile than the market as a whole. This volatility affects the value of the Client's overall portfolio. Small- and mid-cap companies are subject to additional risks. Smaller companies may experience greater volatility, higher failure rates, more limited markets, product lines, financial resources, and less management experience than larger companies. Smaller companies may also have a lower trading volume, which may disproportionately affect their market price, tending to make them fall more in response to selling pressure than is the case with larger companies.
- *Fixed Income Risk:* The issuer of a fixed income security may not be able to make interest and principal payments when due. Generally, the lower the credit rating of a security, the greater the risk that the issuer will default on its obligation. If a rating agency gives a debt security a lower rating, the value of the debt security will decline because investors will demand a higher rate of return. As nominal interest rates rise, the value of fixed income securities held by a fund is likely to decrease. A nominal interest rate is the sum of a real interest rate and an expected inflation rate.
- *Investment Companies Risk:* When a Client invests in open end mutual funds or ETFs, the Client indirectly bears their proportionate share of any fees and expenses payable directly by those funds. Therefore, the Client will incur higher expenses, 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). 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 or (ii) 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. Adviser has no control over the risks taken by the underlying funds in which Client invests.
- *Foreign Securities Risk:* Funds in which Clients invest may invest in foreign securities. Foreign securities are subject to additional risks not typically associated with investments in domestic securities. These risks may include, among others, currency risk, country risks (political, diplomatic, regional conflicts, terrorism, war, social and economic instability, currency devaluations and policies that have the effect of limiting

or restricting foreign investment or the movement of assets), different trading practices, less government supervision, less publicly available information, limited trading markets and greater volatility. To the extent that underlying funds invest in issuers located in emerging markets, the risk may be heightened by political changes, changes in taxation, or currency controls that could adversely affect the values of these investments. Emerging markets have been more volatile than the markets of developed countries with more mature economies.

- *Long-term purchases:* Long-term investments are those vehicles purchased with the intension of being held for more than one year. 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.
- *Short-term purchases:* Short-term investments are typically held for one year or less. There is not a high expectation for a return or an increase in value. Typically, short-term investments are purchased for the relatively greater degree of principal protection they are designed to provide. Short-term investment vehicles may be subject to purchasing power risk — the risk that your investment’s return will not keep up with inflation.
- *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.

## **Item 9: Disciplinary Information**

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### **Criminal or Civil Actions**

S. R. Schill & Associates and its management have not been involved in any criminal or civil action.

### **Administrative Enforcement Proceedings**

S. R. Schill & Associates and its management have not been involved in administrative enforcement proceedings.

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

S. R. Schill & Associates and its management have not been involved in any self-regulatory organizational enforcement proceedings that are material to a Client’s or prospective Client’s evaluation of S. R. Schill & Associates or the integrity of its management.

## **Item 10: Other Financial Industry Activities and Affiliations**

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### **Broker-Dealer or Representative Registration**

S. R. Schill & Associates is not registered as a broker-dealer and no affiliated representatives of S. R. Schill & Associates are registered representatives of a broker-dealer.

### **Futures or Commodity Registration**

Neither S. R. Schill & Associates nor its affiliated representatives are registered or have an application pending to register as a futures commission merchant, commodity pool operator, or a commodity trading advisor.

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**Material Relationships Maintained by this Advisory Business and Conflicts of Interest**

S. R. Schill & Associates and its affiliated representatives do not have any material relationships or other business activities to disclose.

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**Recommendations or Selections of Other Investment Advisors and Conflicts of Interest**

S. R. Schill & Associates does not select or recommend other investment advisors.

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

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**Code of Ethics Description**

The affiliated persons (affiliated persons include employees and/or independent contractors) of S. R. Schill & Associates have committed to a Code of Ethics ("Code"). The purpose of our Code is to set forth standards of conduct expected of S. R. Schill & Associates affiliated persons and addresses conflicts that may arise. The Code defines acceptable behavior for affiliated persons of S. R. Schill & Associates. The Code reflects S. R. Schill & Associates and its supervised persons' responsibility to act in the best interest of their Client.

One area which the Code addresses is when affiliated persons buy or sell securities for their personal accounts and how to mitigate any conflict of interest with our Clients. We do not allow any affiliated persons 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.

S. R. Schill & Associates's policy prohibits any person from acting upon or otherwise misusing non-public or inside information. No advisory representative or other affiliated person, officer or director of S. R. Schill & Associates 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.

S. R. Schill & Associates's Code is based on the guiding principle that the interests of the Client are our top priority. S. R. Schill & Associates's officers, directors, advisors, and other affiliated persons 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 affiliated persons or the company.

The Code applies to "access" persons. "Access" persons are affiliated persons 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.

S. R. Schill & Associates will provide a copy of the Code of Ethics to any Client or prospective Client upon request.

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**Investment Recommendations Involving a Material Financial Interest and Conflict of Interest**

S. R. Schill & Associates and its affiliated persons do not recommend to Clients securities in which we have a material financial interest.

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

S. R. Schill & Associates and its affiliated persons may buy or sell securities that are also held by Clients. In order to mitigate conflicts of interest such as trading ahead of Client transactions, affiliated persons are required to disclose all reportable securities transactions as well as provide S. R. Schill & Associates with copies of their brokerage statements.

The Chief Compliance Officer of S. R. Schill & Associates is Leonard Skiena. He reviews all trades of the affiliated persons each quarter. The personal trading reviews ensure that the personal trading of affiliated persons does not front run or disadvantage trading for Clients.

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

S. R. Schill & Associates does not have a material financial interest in any securities being recommended. However, affiliated persons 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, affiliated persons are required to disclose all reportable securities transactions as well as provide S. R. Schill & Associates with copies of their brokerage statements.

The Chief Compliance Officer of S. R. Schill & Associates is Leonard Skiena. He reviews all trades of the affiliated persons each quarter. The personal trading reviews ensure that the personal trading of affiliated persons does not front run or disadvantage trading for Clients.

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**Item 12: Brokerage Practices**

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**Factors Used to Select Broker-Dealers for Client Transactions**

S. R. Schill & Associates will recommend the use of a particular broker-dealer based on their duty to seek best execution for the Client, meaning they have an obligation to obtain the most favorable terms for a Client under the circumstances. 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 affected, 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. S. R. Schill & Associates will select appropriate brokers based on a number of factors including but not limited to their relatively low transaction fees and reporting ability. S. R. Schill & Associates 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 S. R. Schill & Associates. S. R. Schill & Associates does not receive any portion of the trading fees.

S. R. Schill & Associates will recommend the use of Charles Schwab & Co., Inc.

- *Research and Other Soft Dollar Benefits*

The Securities and Exchange Commission defines soft dollar practices as arrangement under which products or services other than execution services are obtained by S. R. Schill & Associates from or through a broker-dealer in exchange for directing Client transactions to the broker-dealer. Although S. R. Schill & Associates has no formal soft dollar arrangements, S. R. Schill & Associates may receive

products, research and/or other services from custodians or broker-dealers connected to Client transactions or “soft dollar benefits”. As permitted by Section 28(e) of the Securities Exchange Act of 1934, S. R. Schill & Associates receives economic benefits as a result of commissions generated from securities transactions by the custodian or broker-dealer from the accounts of S. R. Schill & Associates. S. R. Schill & Associates cannot ensure that a particular Client will benefit from soft dollars or the Client’s transactions paid for the soft dollar benefits. S. R. Schill & Associates does not seek to proportionately allocate benefits to Client accounts to any soft dollar benefits generated by the accounts.

A conflict of interest exists when S. R. Schill & Associates receives soft dollars which could result in higher commissions charged to Clients. This conflict is mitigated by the fact that S. R. Schill & Associates has a fiduciary responsibility to act in the best interest of its Clients and the services received are beneficial to all Clients.

- *Brokerage for Client Referrals*  
S. R. Schill & Associates does not receive Client referrals from any custodian in exchange for using that broker-dealer.
- *Directed Brokerage*  
S. R. Schill & Associates does not allow Client directed brokerage accounts.

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### **Aggregating Securities Transactions for Client Accounts**

S. R. Schill & Associates is authorized in its discretion to 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 S. R. Schill & Associates. All Clients participating in the aggregated order shall receive an average share price with all other transaction costs shared on a pro-rated basis. If aggregation is not allowed or infeasible and individual transactions occur (e.g., withdrawal or liquidation requests, odd-lot trades, etc.) an account may potentially be assessed higher costs or less favorable prices than those where aggregation has occurred.

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

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

Account reviews are performed quarterly by the Chief Compliance Officer of S. R. Schill & Associates, Leonard Skiena. Account reviews are performed more frequently when market conditions dictate. Reviews of Client accounts include, but are not limited to, reviewing target allocations of each asset class to identify if there is an opportunity for rebalancing, and reviewing accounts for tax loss harvesting opportunities.

Financial plans generated are updated as requested by the Client, S. R. Schill & Associates suggests updating at least annually.

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### **Review of Client Accounts on Non-Periodic Basis**

Other conditions that may trigger a review of Clients’ accounts are changes in the tax laws, new investment information, and changes in a Client’s own situation.

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### **Content of Client Provided Reports and Frequency**

Clients receive written account statements no less than quarterly for managed accounts. Account statements are issued by the Client’s custodian. Client receives confirmations of

each transaction in account from custodian and an additional statement during any month in which a transaction occurs.

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

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### **Economic Benefits Provided to the Advisory Firm from External Sources and Conflicts of Interest**

S. R. Schill & Associates receives additional economic benefits from external sources as described above in Item 12.

### **Advisory Firm Payments for Client Referrals**

S. R. Schill & Associates may, from time to time, enter into agreements with individuals and organizations (“referring party”) that refer Clients to S. R. Schill & Associates in exchange for compensation. This activity will either be considered an endorsement or testimonial, depending on if the referring party is a Client of S. R. Schill & Associates. For all Clients introduced by a referring party, S. R. Schill & Associates may pay that referring party a fee pursuant to a previously executed agreement. While the specific terms of each agreement may differ, the compensation will be based upon S. R. Schill & Associates’ engagement of new Clients and is calculated using a fixed fee, or a varying percentage of the fees paid to S. R. Schill & Associates by such Clients. Any such fee shall be paid solely from S. R. Schill & Associates’ investment management fee and shall not result in any additional charge to the Client. S. R. Schill & Associates ensures that referring parties are registered with all appropriate jurisdictions or exempt from registration as investment advisers or investment adviser representatives.

Each referred Client to S. R. Schill & Associates under such an arrangement will receive a copy of this brochure and a written disclosure clearly and prominently disclosing if the referring party is a current Client or investor, the compensation that will be paid by S. R. Schill & Associates to the referring party and any material conflicts of interest. The referring party is required to provide this disclosure at the time the endorsement or testimonial is disseminated and will obtain the Client’s signature acknowledging receipt of S. R. Schill & Associates’ disclosure brochure and the written disclosure.

## **Item 15: Custody**

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### **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 carefully compare the account statements received directly from their custodians to any documentation or reports prepared by S. R. Schill & Associates.

S. R. Schill & Associates is deemed to have limited custody solely because advisory fees are directly deducted from Client’s accounts by the custodian on behalf of S. R. Schill & Associates.

## **Item 16: Investment Discretion**

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### **Discretionary Authority for Trading**

S. R. Schill & Associates requires discretionary authority to manage securities accounts on behalf of Clients. S. R. Schill & Associates 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.

S. R. Schill & Associates allows Clients to place certain restrictions as outlined in the Client's Investment Policy Statement or similar document. These restrictions must be provided to S. R. Schill & Associates in writing.

The Client approves the custodian to be used and the commission rates paid to the custodian. S. R. Schill & Associates does not receive any portion of the transaction fees or commissions paid by the Client to the custodian.

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

### **Proxy Votes**

S. R. Schill & Associates 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, S. R. Schill & Associates will provide recommendations to the Client. If a conflict of interest exists, it will be disclosed to the Client. If the Client requires assistance or has questions, they can reach out to the investment advisor representatives of the firm at the contact information on the cover page of this document.

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## **Item 18: Financial Information**

### **Balance Sheet**

A balance sheet is not required to be provided to Clients because S. R. Schill & Associates does not serve as a custodian for Client funds or securities and S. R. Schill & Associates does not require prepayment of fees of more than \$1200 per Client and six months or more in advance.

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

S. R. Schill & Associates has no condition that is reasonably likely to impair our ability to meet contractual commitments to our Clients.

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### **Bankruptcy Petitions during the Past Ten Years**

S. R. Schill & Associates has not had any bankruptcy petitions in the last ten years.

Item 1 Cover Page

**SUPERVISED PERSON BROCHURE**  
FORM ADV PART 2B

Leonard A. Skiena, CFP®

**S.R.Schill & Associates**  
*Financial and Longevity Advisors*

**Office Address:**

2448 76th Ave. SE, Suite 107  
Mercer Island, WA 98040

**Tel:** 206-275-2700

**Fax:** 206-275-2710

**Email:** [len@srschill.com](mailto:len@srschill.com)

**Website:** [www.srschill.com](http://www.srschill.com)

March 20, 2025

This brochure supplement provides information about Leonard Skiena and supplements the S. R. Schill & Associates, Inc. brochure. You should have received a copy of that brochure. Please contact Leonard Skiena if you did not receive the brochure or if you have any questions about the contents of this supplement.

**ADDITIONAL INFORMATION ABOUT LEONARD SKIENA (CRD #5086092)  
IS AVAILABLE ON THE SEC'S WEBSITE AT [WWW.ADVISERINFO.SEC.GOV](http://WWW.ADVISERINFO.SEC.GOV).**

## Brochure Supplement (Part 2B of Form ADV) Supervised Person Brochure

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### Principal Executive Officer – Leonard A. Skiena

- Year of birth: 1963
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### Item 2 - Educational Background and Business Experience

Leonard A. Skiena, Principal, Chief Executive Officer, and Investment Committee member, joined the firm in 2006. Leonard is a Certified Financial Planner and has an MBA from the University of Washington. The Certified Financial Planner designation requires the advisor to pass an exam covering major areas of Financial Planning, to have at least three years of work experience, and to fulfill ongoing continuing education requirements. In addition, he has undergraduate and graduate degrees in Electrical Engineering and Computer Science from Penn State University and spent seventeen years in the technology industry, including nine managing technical teams and divisions. Leonard's responsibilities include personal financial planning, marketing, research, and compliance.

### Professional Certifications

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#### CERTIFIED FINANCIAL PLANNER™ (CFP®)

I am certified for financial planning services in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board"). Therefore, I may refer to myself as a CERTIFIED FINANCIAL PLANNER™ professional or a CFP® professional, and I may use these and CFP Board's other certification marks (the "CFP Board Certification Marks"). CFP® certification is voluntary. No federal or state law or regulation requires financial planners to hold CFP® certification. You may find more information about CFP® certification at [www.cfp.net](http://www.cfp.net).

CFP® professionals have met CFP Board's high standards for education, examination, experience, and ethics. To become a CFP® professional, an individual must fulfill the following requirements:

- **Education** – Earn a bachelor's degree or higher from an accredited college or university and complete CFP Board-approved coursework at a college or university through a CFP Board Registered Program. The coursework covers the financial planning subject areas CFP Board has determined are necessary for the competent and professional delivery of financial planning services, as well as a comprehensive financial plan development capstone course. A candidate may satisfy some of the coursework requirement through other qualifying credentials.
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination is designed to assess an individual's ability to integrate and apply a broad base of financial planning knowledge in the context of real-life financial planning situations.
- **Experience** – Complete 6,000 hours of professional experience related to the personal financial planning process, or 4,000 hours of apprenticeship experience that meets additional requirements.
- **Ethics** – Satisfy the *Fitness Standards for Candidates for CFP® Certification and Former CFP® Professionals Seeking Reinstatement* and agree to be bound by CFP

Board's *Code of Ethics and Standards of Conduct* ("Code and Standards"), which sets forth the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements to remain certified and maintain the right to continue to use the CFP Board Certification Marks:

- **Ethics** – Commit to complying with CFP Board's *Code and Standards*. This includes a commitment to CFP Board, as part of the certification, to act as a fiduciary, and therefore, act in the best interests of the Client, at all times when providing financial advice and financial planning. CFP Board may sanction a CFP® professional who does not abide by this commitment, but CFP Board does not guarantee a CFP® professional's services. A Client who seeks a similar commitment should obtain a written engagement that includes a fiduciary obligation to the Client.
- **Continuing Education** – Complete 30 hours of continuing education hours every two years to maintain competence, demonstrate specified levels of knowledge, skills, and abilities, and keep up with developments in financial planning. Two of the hours must address the *Code and Standards*.

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### Item 3 - Disciplinary Information

Mr. Skiena has never been involved in a criminal or civil action in a domestic, foreign or military court of competent jurisdiction for which he:

- Was convicted of, or pled guilty or nolo contendere ("no contest") to (a) any felony; (b) misdemeanor that involved investments or an investment-related business, fraud, false statement or omissions, wrongful taking of property, bribery, perjury, counterfeiting, or extortion; or (c) a conspiracy to commit any of these offenses;
- Is the named subject of a pending criminal proceeding that involves an investment-related business, fraud, false statements or omissions, wrongful taking of property, bribery, perjury, forgery, counterfeiting, extortion, or a conspiracy to commit any of these offenses;
- Was found to have been involved in a violation of an investment-related statute or regulation; or
- Was the subject of any order, judgement or decree permanently or temporarily enjoining, or otherwise limiting, him from engaging in any investment related activity, or from violating any investment-related statute, rule, or order.

Mr. Skiena never had an administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency, or any foreign financial regulatory authority in which he:

- Was found to have caused an investment-related business to lose its authorization to do business; or the subject of an order by the agency or authority;
- Was found to have been involved in a violation of an investment-related statute or regulation or was the subject of an order by the agency or authority
  - (a) denying, suspending or revoking the authorization of the supervised person to act in an investment-related business; (b) barring or suspending his association with an

investment-related business; (c) otherwise significantly limiting his investment-related activities; or (d) imposing a civil money penalty of more than \$2,500 on him.

Mr. Skiena has never been the subject of a self-regulatory organization (SRO) proceeding in which he:

- Was found to have caused an investment-related business to lose its authorization to do business; or
- Was found to have been involved in a violation of the SRO's rules and was: (a) barred or suspended from membership or from association with other members or was expelled from membership; (b) otherwise significantly limited from investment-related activities; or (c) fined more than \$2,500.

Mr. Skiena has not been involved in any other hearing or formal adjudication in which a professional attainment, designation, or license of the supervised person was revoked or suspended because of a violation of rules relating to professional conduct.

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**Item 4 - Other Business Activities**

Mr. Skiena does not have any other business activities to disclose.

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**Item 5 - Additional Compensation**

Mr. Skiena does not receive any performance-based fees and does not receive any additional compensation for performing advisory services other than what is disclosed in Item 5 of Part 2A.

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**Item 6 - Supervision**

Mr. Skiena is the Chief Compliance Officer of S. R. Schill & Associates. He is responsible for all supervision, 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. He can be reached at [len@srschill.com](mailto:len@srschill.com) or 206-275-2700.

Item 1 Cover Page

**SUPERVISED PERSON BROCHURE**  
FORM ADV PART 2B

Stanley R. Schill

**S.R.Schill & Associates**  
*Financial and Longevity Advisors*

**Office Address:**

2448 76th Ave. SE, Suite 107  
Mercer Island, WA 98040

**Tel:** 206-275-2700

**Fax:** 206-275-2710

**Email:** [stan@srschill.com](mailto:stan@srschill.com)

**Website:** [www.srschill.com](http://www.srschill.com)

March 20, 2025

This brochure supplement provides information about Stanley Schill and supplements the S. R. Schill & Associates, Inc. brochure. You should have received a copy of that brochure. Please contact Stanley Schill if you did not receive the brochure or if you have any questions about the contents of this supplement.

**ADDITIONAL INFORMATION ABOUT STANLEY SCHILL (CRD #413364) IS AVAILABLE ON THE SEC'S WEBSITE AT [WWW.ADVISERINFO.SEC.GOV](http://WWW.ADVISERINFO.SEC.GOV).**

## **Brochure Supplement (Part 2B of Form ADV) Supervised Person Brochure**

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### **Principal Executive Officer – Stanley Schill**

- Year of birth: 1940
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### **Item 2 - Educational Background and Business Experience**

Stanley R. Schill, President, CFO, and member of the Investment Committee, spent nearly 30 years in the financial services industry before founding S. R. Schill & Associates in 1987. For several of those years, Stan's financial commentaries were broadcast on the Seattle radio station, KIRO-AM, where he became known as "The Financial Advisor." His former positions include Vice President and Manager for Financial Services for Shearson/American Express, and Vice President and Regional Manager of Prudential Bache. As a member of many financial industry boards and committees, Stan has served as either former President or Chairman of the Seattle Bond Club, Washington State Chapter of the International Association for Financial Planning, and the Securities Industry Association.

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### **Item 3 - Disciplinary Information**

Mr. Schill has never been involved in a criminal or civil action in a domestic, foreign or military court of competent jurisdiction for which he:

- Was convicted of, or pled guilty or nolo contendere ("no contest") to (a) any felony; (b) misdemeanor that involved investments or an investment-related business, fraud, false statement or omissions, wrongful taking of property, bribery, perjury, counterfeiting, or extortion; or (c) a conspiracy to commit any of these offenses;
- Is the named subject of a pending criminal proceeding that involves an investment-related business, fraud, false statements or omissions, wrongful taking of property, bribery, perjury, forgery, counterfeiting, extortion, or a conspiracy to commit any of these offenses;
- Was found to have been involved in a violation of an investment-related statute or regulation; or
- Was the subject of any order, judgement or decree permanently or temporarily enjoining, or otherwise limiting, him from engaging in any investment related activity, or from violating any investment-related statute, rule, or order.

Mr. Schill never had an administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency, or any foreign financial regulatory authority in which he:

- Was found to have caused an investment-related business to lose its authorization to do business; or the subject of an order by the agency or authority;
- Was found to have been involved in a violation of an investment-related statute or regulation or was the subject of an order by the agency or authority
  - (a) denying, suspending or revoking the authorization of the supervised person to act in an investment-related business; (b) barring or suspending his association with an investment-related business; (c) otherwise significantly limiting his investment-related activities; or (d) imposing a civil money penalty of more than \$2,500 on him.

Mr. Schill has never been the subject of a self-regulatory organization (SRO) proceeding in which he:

- Was found to have caused an investment-related business to lose its authorization to do business; or
- Was found to have been involved in a violation of the SRO's rules and was: (a) barred or suspended from membership or from association with other members or was expelled from membership; (b) otherwise significantly limited from investment-related activities; or (c) fined more than \$2,500.

Mr. Schill has not been involved in any other hearing or formal adjudication in which a professional attainment, designation, or license of the supervised person was revoked or suspended because of a violation of rules relating to professional conduct.

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**Item 4 - Other Business Activities**

Mr. Schill does not have any other business activities to disclose.

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**Item 5 - Additional Compensation**

Mr. Schill does not receive any performance-based fees and does not receive any additional compensation for performing advisory services other than what is disclosed in Item 5 of Part 2A.

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**Item 6 - Supervision**

Leonard Skiena is the Chief Compliance Officer of S. R. Schill & Associates. Mr. Skiena reviews Mr. Schill's work through Client account reviews and quarterly personal transaction reports, as well as face-to-face and phone interactions. Mr. Skiena can be reached at len@srschill.com or 206-275-2700.

Item 1 Cover Page

**SUPERVISED PERSON BROCHURE**  
FORM ADV PART 2B

Scott J. Schill

**S.R.Schill & Associates**  
*Financial and Longevity Advisors*

**Office Address:**

2448 76th Ave. SE, Suite 107  
Mercer Island, WA 98040

**Tel:** 206-275-2700

**Fax:** 206-275-2710

**Email:** [scott@srschill.com](mailto:scott@srschill.com)

**Website:** [www.srschill.com](http://www.srschill.com)

November 7, 2024

This brochure supplement provides information about Scott Schill and supplements the S. R. Schill & Associates, Inc. brochure. You should have received a copy of that brochure. Please contact Scott Schill if you did not receive the brochure or if you have any questions about the contents of this supplement.

**ADDITIONAL INFORMATION ABOUT SCOTT JASON SCHILL (CRD #321626) IS AVAILABLE ON THE SEC'S WEBSITE AT [WWW.ADVISERINFO.SEC.GOV](http://WWW.ADVISERINFO.SEC.GOV).**

## **Brochure Supplement (Part 2B of Form ADV) Supervised Person Brochure**

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### **Principal Executive Officer – Scott J. Schill**

- Year of birth: 1968
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### **Item 2 - Educational Background and Business Experience**

#### Educational Background:

- George Washington University Law School; JD with Honors; 1995
- University of California; BA in Legal studies and Philosophy; 1990

#### Business Experience:

- Thrive Longevity Law; Founder; 02/2023 - Present
  - S.R. Schill & Associates; Investment Advisor Representative; 01/2023 - Present
  - S.R. Schill & Associates; Director, Longevity Law and Planning; 10/2022 – Present
  - Life Point Law; Of Counsel; 07/2019 – Present
  - Aging Options; Chief Legal Officer; 07/2020 – 12/2021
  - Yarmuth Wilsdon Calfo; Attorney; 05/2002 – 06/2019
- 

### **Item 3 - Disciplinary Information**

Mr. Schill has never been involved in a criminal or civil action in a domestic, foreign or military court of competent jurisdiction for which he:

- Was convicted of, or pled guilty or nolo contendere (“no contest”) to (a) any felony; (b) misdemeanor that involved investments or an investment-related business, fraud, false statement or omissions, wrongful taking of property, bribery, perjury, counterfeiting, or extortion; or (c) a conspiracy to commit any of these offenses;
- Is the named subject of a pending criminal proceeding that involves an investment-related business, fraud, false statements or omissions, wrongful taking of property, bribery, perjury, forgery, counterfeiting, extortion, or a conspiracy to commit any of these offenses;
- Was found to have been involved in a violation of an investment-related statute or regulation; or
- Was the subject of any order, judgement or decree permanently or temporarily enjoining, or otherwise limiting, him from engaging in any investment related activity, or from violating any investment-related statute, rule, or order.

Mr. Schill never had an administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency, or any foreign financial regulatory authority in which he:

- Was found to have caused an investment-related business to lose its authorization to do business; or the subject of an order by the agency or authority;
- Was found to have been involved in a violation of an investment-related statute or regulation or was the subject of an order by the agency or authority
  - (a) denying, suspending or revoking the authorization of the supervised person to act in an investment-related business; (b) barring or suspending his association with an

investment-related business; (c) otherwise significantly limiting his investment-related activities; or (d) imposing a civil money penalty of more than \$2,500 on him.

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- Was found to have been involved in a violation of the SRO's rules and was: (a) barred or suspended from membership or from association with other members or was expelled from membership; (b) otherwise significantly limited from investment-related activities; or (c) fined more than \$2,500.

Mr. Schill has not been involved in any other hearing or formal adjudication in which a professional attainment, designation, or license of the supervised person was revoked or suspended because of a violation of rules relating to professional conduct.

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#### **Item 4 - Other Business Activities**

Scott Schill has a non-financially affiliated business with Thrive Longevity Law and Life Point Law. Approximately 25% of his time is spent in these businesses.

These practices represent conflicts of interest because it gives an incentive to recommend products or services based on the compensation amount received. This conflict is mitigated by disclosures, procedures and the firm's fiduciary obligation to place the best interest of the Client first and the Clients are not required to purchase any products or services. Clients have the option to purchase these products or services through another Law Firm of their choosing.

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#### **Item 5 - Additional Compensation**

Mr. Schill does not receive any performance-based fees and does not receive any additional compensation for performing advisory services other than what is disclosed in Item 5 of Part 2A..

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#### **Item 6 - Supervision**

Leonard Skiena is the Chief Compliance Officer of S. R. Schill & Associates. Mr. Skiena reviews Mr. Schill's work through Client account reviews and quarterly personal transaction reports, as well as face-to-face and phone interactions. Mr. Skiena can be reached at len@srschill.com or 206-275-2700.