

# **Quantitative Strategies, Inc.**

## **Firm ADV Part 2A Brochure**

### **Item 1 - Cover page**

This brochure provides information about the qualifications and business practices of Quantitative Strategies, Inc. If you have any questions about the contents of this brochure, please contact us at the telephone number or website below.

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 Quantitative Strategies, Inc. is also available on the SEC's website at <http://www.sec.gov/answers/iapd.htm>

Quantitative Strategies, Inc. (QSI) is a registered investment advisor. Registration does not imply a certain level of skill or training.

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The date of this brochure is March 22, 2022

## **Item 2 - Material Changes**

Based on rules adopted by the SEC in July, 2010, Advisors are required to disclose material changes to the Advisor since the date of the last brochure and provide a summary of changes. There have been no material changes since the last filing in 2021.

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#### **Item 4 - Advisory Business**

Quantitative Strategies, Inc. ("QSI") was formed in 2001, and is wholly owned by Parent company and owning entity, Planned Asset Management, LLC ("PAM"). PAM is owned and operated by Morrie W. Reiff, 50% shareholder. Joni L. Reiff is also a 50% shareholder. QSI is managed by Mr. Reiff and Paul Okawa, and offers a series of diversified portfolios managed with a passive strategy.

Based on studies indicating that long-term performance of actively managed mutual funds rarely outperform their benchmarks, QSI has developed portfolios consisting of low-cost, passively managed funds, that represent different "benchmarks" or asset categories. QSI acts as a sub-advisor. All clients will have a primary relationship with an investment advisor. Portfolio's range in risk and return, from a "Fixed Plus" 10% equity, 90% fixed income allocation, to an "aggressive" 95% equity, 5% fixed income allocation. Portfolios are managed in an effort to maintain risk/return characteristics consistent with a given strategy, at the lowest possible cost. Assets are managed on a discretionary basis. As of 12/31/2021 QSI managed \$153,597,000 in assets.

QSI will match strategy to client based on financial objectives, risk tolerance, and client's overall financial position as indicated by the client's investment advisor. Investments will consist primarily of no-load mutual funds, exchange traded funds, or other low cost alternatives.

For clients with less than \$400,000 that do not qualify for an exception, QSI will manage simplified models with fewer holdings. These will be established with an automatic rebalancing structure and will not have the same level of monitoring, maintenance, or reporting. Since the account values are smaller, fixed trading costs may represent a greater percentage of the annual cost. Clients will receive additional services through their primary Advisor, which may include reporting and on-line access to account performance/holdings.

#### **Item 5 - Fees and Compensation**

QSI will charge an annual fee of .45% of assets under management. This amount may be negotiated lower for larger accounts. Prior to 2008, QSI charged .30% for all accounts, and these accounts continue to be billed at the same rate. In addition, the primary investment advisor or solicitor will charge a fee, not to exceed 2.5%. This amount will be determined by a separate agreement between the investment advisor and the client. QSI will bill accounts for all fees, with the investment advisor's portion sent to the advisor or broker, per separate written instructions. Fees are billed quarterly, in advance, and are deducted from client accounts. Advisor may direct QSI to charge other fees or fixed expenses, per the ADV Brochure and/or Investment Management agreement. If contracts are terminated within 60 days of a new quarter, a pro rata refund of the fees paid in advance will be made available to the client on request.

Accounts will be subject to trading and other potential maintenance costs, subject to the custodian. Generally, we estimate annual trading and custody fees to represent less than 1/10<sup>th</sup> of 1% of assets, based on a \$400,000 account. For smaller accounts managed under the simplified models, these costs can exceed 1% per year of account value. Currently, trades are implemented at no cost through TD Ameritrade. However, it is not certain if or when this may change.

## **Item 6 - Performance-Based Fees**

QSI does not have any clients that pay fees based on performance.

## **Item 7 - Types of Clients**

QSI provides service to individual clients, pension plans, trusts, and investment companies. The minimum account size is \$400,000 but may be lowered at the discretion of the applicant.

Client accounts with balances below this may qualify for limited, simplified platform, QSI Connect. Based on the cost for trading, this platform will maintain fewer models, fewer holdings and will be set for automatic rebalancing. The minimum for this limited platform will be \$25,000 unless an exception is made. Exceptions are made based on the referral source, or the account being part of an aggregate retirement plan, or household with an existing, signed management agreement with QSI.

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

QSI uses its own securities analysis, in addition to research and analysis from various companies.

QSI employs modern portfolio management techniques to develop model portfolios. These include the following principals:

1. Asset Allocation (diversifying asset classes within a portfolio) can improve the risk/return characteristics of a portfolio.
2. Portfolios must include equities to minimize losses due to inflation and taxes, which can greatly erode the return on fixed income securities.
3. Attempting to time the market is impossible on a consistent basis. To capture long-term returns it is necessary to maintain a disciplined strategy and stay invested in the market.
4. Since small companies (companies with less than \$1.5 billion in market capitalization) have historically outperformed large companies (companies with \$5.5 billion plus in capitalization), investing in small companies can improve a portfolio's performance.

These principals are used to develop and maintain six investment strategies:

<u>Strategy Name</u>	<u>Equity Allocation</u>	<u>Fixed Income Allocation</u>
Fixed Plus	10%	90%
Defensive	20%	80%
Conservative*	40%	60%
Balanced*	60%	40%
Growth*	80%	20%
Aggressive	95%	5%

\*These allocations will be available to the limited platform, QSI Connect, for smaller account sizes, but will have fewer and different holdings.

Allocations to equities and fixed income will remain stable. However, the underlying asset mix within equities, or within fixed income, is subject to change, based on directors' opinions, market conditions, and economic environment.

## **Item 9 - Disciplinary Information**

QSI is required to disclose all material facts in any legal or disciplinary event that is material to a client's or prospective client's evaluation of our advisory business or the integrity of our management.

There is one disclosure item from 2010 related to suitability, which was dismissed by the customer in the same year.

Details of these claims can be found on Mr. Reiff's public disclosure report at the SEC's Investment Adviser public disclosure site: <http://www.sec.gov/answers/iapd.htm>

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

QSI is owned by Planned Asset Management, LLC ("PAM"), an independent Registered Investment Advisor which is wholly owned by Morrie W. Reiff and Joni Lynn Reiff. Morrie W. Reiff is a registered representative and Paul Okawa is an administrative registered representative of M.S. Howells & Co. ("MSH"), a registered broker dealer. Since QSI only acts as a third party manager under its parent company Advisor, PAM, through MSH, clients will have a primary relationship with a registered representative or investment advisor representative. Therefore, QSI does not anticipate a conflict of interest from QSI Investment Advisor Representatives.

Morrie W. Reiff, Director and owner of PAM and QSI, has 50% ownership in AFA Financial Group, LLC, and Accountants Financial Alliance Insurance Services, Inc., a California licensed Insurance Agency. Both entities have been inactive since 2010 with no new business and no employees.

Morrie W. Reiff, CFP also owns and operates Planned Asset Management, LLC ("PAM"), an independent Registered Investment Advisor and QSI's parent company. The majority of his time is allocated to PAM, the Registered Investment Advisory firm with a smaller portion allocated to the operations and administration of the other entities, including QSI.

## **Item 11 - Code of Ethics**

QSI has adopted a written code of ethics covering all supervised persons. The code of ethics consists of the following core principles:

- 1) The interests of clients will be placed ahead of the firm's or any employee's own investment interests.
- 2) Employees are expected to conduct their personal securities transactions in accordance to the firm's trading policy and will strive to avoid any actual or perceived conflict of interest with the client. Employees will consult with the CCO before taking any action that may result in conflict.
- 3) Employees will not take inappropriate advantage of their position with the firm.
- 4) Employees are expected to act in the best interest of each of our clients.
- 5) Employees are expected to comply with federal securities laws.

Employees must agree and comply with this code in connection with the annual policy manual acknowledgement process. A copy of the code of ethics is available to any client or prospective client on request.

QSI or a related person may purchase the same mutual fund/ETF owned by clients. Based on the dollar amounts of the purchases, the size of the funds, and long-term nature of these investments, we do not feel it represents a conflict of interest.

Since we do not recommend individual stocks, QSI or related persons will not purchase the same stock recommended to a client. However, it is possible that QSI or related persons will own the same stock that a client owns. If this occurs, trading will be monitored to avoid any conflict, or the appearance of a conflict of interest, with client trades having priority and executed separately and independently from any QSI trades.

### **Item 12 - Brokerage Practices**

In reviewing custodians for client assets (broker-dealers), QSI will look at costs to open, maintain, and close the account. Trading costs are typically an integral part of this and Applicant does not participate in trading costs or commissions, and does not receive research or soft dollar benefits.

Trading costs are subject to change by the custodian and will generally represent less than 1/4 of 1% of assets. For accounts managed under the simplified models these costs will be significantly higher. The operational support and technology provided by the custodian is also important, as higher efficiencies allow for faster, more accurate reporting and allow for focus on research and other client services.

We do not receive client referrals for brokerage, and we do not direct brokerage. Since we do not recommend individual stocks, the aggregation of orders is not applicable to us.

### **Item 13 - Review of Accounts**

Portfolios under the main QSI platform are reviewed no less than quarterly to determine if reallocation is necessary. Portfolio review includes analysis of various economic factors, including but not limited to - interest rates, valuations (p/e ratios, p/cf ratios) inflation/deflation, unemployment, gross domestic product, and world events. Individual assets will be reviewed periodically for standard deviation, correlation internal costs, and performance to ensure against style drift or other deviation from their sector.

The portfolio will be compared to the target allocation no less than quarterly. Reallocation of assets will be performed when adjustments to the allocation model are implemented, or when necessary due to shifts in financial markets. In reallocation; consideration will be given to taxes (if applicable), costs, and overall portfolio risk/return characteristics. Advisors will meet on at least a weekly basis to discuss portfolio allocations and other relevant issues. Reviews will be performed by directors.

Portfolios managed under the QSI Lite platform will be reviewed quarterly, but based on the smaller size may not be rebalanced as often.

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

QSI does not receive any economic benefit from non-clients for providing investment advice or advisory services to clients. We do not compensate any non-supervised person for client referrals.

#### **Item 15 - Custody**

QSI does not have custody of client funds or securities.

#### **Item 16 - Investment Discretion**

QSI does exercise discretion over client accounts, under QSI's Customer Management Agreement. Our management agreement and account applications outline the terms of this arrangement. However, the overall client allocation must remain consistent with the agreed upon model, unless the client or advisor provides written instructions to the contrary.

#### **Item 17 - Voting Client Securities**

Client's Proxy information is sent directly to the client, and clients may call us for additional information or clarification. However, QSI does not vote client proxies on the client's behalf.

#### **Item 18 - Financial Information**

QSI does not solicit prepayment of more than \$1,200 in fees per client, six months or more in advance. We do maintain discretion over client accounts. Since our primary contractual commitment to clients is service, it is unlikely that any financial condition would limit our ability to meet these obligations.

#### **Item 19 – Management and Personnel Profiles**

Below is a description and background of executive officers and management persons.

##### **President, Paul S. Okawa, CFA**

Born November 25, 1968

Mr. Okawa's higher education includes: BS Business, Finance, California State University of Northridge (Northridge, California), 1990.

His background over the last five years includes:

Operation and management of models/assets for Quantitative Strategies, Inc. (QSI), a Registered Investment Advisor. Vice President of Planned Asset Management, QSI's Parent firm and Registered Investment Advisor. Currently Administrative Registered Representative of M.S. Howells & Co., a registered broker dealer.

Mr. Okawa has received the Chartered Financial Analyst (CFA) designation from the Board of Governors of the Association for Investment Management and Research (AIMR), in September, 2000. The CFA program is a globally recognized standard for measuring competence and integrity of financial analysts. Its curriculum develops and reinforces a fundamental knowledge of investment

principals.

Mr. Okawa also holds Series 7, 63 and 24 securities registrations and is licensed for Life and Variable insurance contracts through the State of California.

Director, Morrie W. Reiff, CFP®

Born August 7, 1950.

Mr. Reiff's higher education includes:

University of Southern California ("USC") (Los Angeles, CA) Financial Planning Program.

College of Financial Planning, Certified Financial Planner Program.

Los Angeles Valley College - Associates of Arts - Accounting.

San Diego State University - Bachelor of Science - Accounting.

Mr. Reiff's professional background over the last five years has included: The operation and ownership of QSI's Parent Company and Financial Planning firm, Planned Asset Management, a registered investment advisor.

Mr. Reiff is a registered representative and OSJ for M.S. Howells & Co., an unaffiliated registered broker dealer. He is also owner of a firm using the DBA, BR & Co., in service to implement advanced estate planning, long-term care, disability, and medical coverage for both individuals and businesses.

See section 10 for additional Financial Industry Activities and Affiliations.

Mr. Reiff maintains his Series 7, 24, and 63 securities registrations and is licensed for Life and Variable insurance contracts through California and other states.

Mr. Reiff is a Certified Financial Planner (CFP®)\* and member of the Financial Planning Association (FPA) and he has served on the Board of Directors and is a past president of both the San Fernando Valley Society of the Institute of Certified Financial Planners and the San Fernando Valley Chapter of the International Association for Financial Planning (the two are now merged and are the West Valleys Chapter of the Financial Planning Association).

\*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”). The CFP® certification is voluntary. No federal or state law or regulation requires financial planners to hold the CFP® certification. You may find more information about the 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 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.