

**Part 2B of Form ADV: *Brochure Supplement***

David T. Canham IV

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This brochure supplement provides information about David T. Canham IV, a Senior Wealth Advisor at Spire Wealth Management, that supplements the Spire Part 2 brochure. You should have received a copy of that brochure. Please contact us if you did not receive brochure or if you have any questions about the contents of this supplement.

Additional information about David T. Canham IV is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2 Educational Background and Business Experience

**Full Legal Name:** David T. Canham IV      **Born:** 1971

### Education

- Denison University; Bachelors, History; 1994
- University of Virginia; Certificate; 1995
- Univ of Pennsylvania/Wharton; Certificate, Endowments & Foundations; 2007

Mr Canham also holds the Certified Investment Management Analyst (CIMA) designation. The Certified Investment Management Analyst (CIMA) is a certification for financial consultants and investment advisors. It is issued by an organization called the Investments and Wealth Institute. This certification has continuing education requirements to remain in good order.

### Business Experience

- Keel Point Capital; Wealth Advisor; from March 2018 to July 2020
- Merrill Lynch ; Wealth Manager; from March 2013 to February 2018
- Deutsche Bank; Financial Associate; from January 2001 to February 2013

How are Portfolios Constructed:

#### **Create custom portfolio per client objectives and suitability**

**Portfolios are designed based on our clients' financial and personal goals. In doing so, we determine an appropriate asset allocation tailored to our clients' time horizon, cash flow requirements and risk tolerance. Protecting spending needs and purchasing power are key factors.**

**We incorporate the best available economic and investment research in our portfolio solutions, providing the same high level guidance used by the largest institutional investors.**

How to match Clients to a Constructed Portfolio:

**Matching clients with portfolios depends on various factors, including, but not limited to: time horizon, cash flow requirements, investment amount, liquidity needs, tax status, and risk tolerance.**

**To determine what needs to be accomplished, we forecast the inflows and outflows of the clients' personal balance sheet, and value these assets after inflation and taxes. This provides a goals-based plan that evolves – incorporates life's transitions – and keeps all accountable.**

**Then we match a tailored portfolio that targets the best after-tax returns for our client's financial and personal goals and highest probability of success.**

Sub-Advisor

**When hiring a sub-advisor (independent third-party money manager), our investment advisory fees are separate from the sub-advisor's investment manager fees.**

Advisory Fees:

**Our annual fees for investment advisory services are charged monthly, in arrears, based on an average daily balance of the assets under management. This flat fee is generally negotiable up to 1.30%.**

**These fees will vary depending upon various factors, including, but not limited to: the assets under management, the complexity of the engagement, the anticipated number of meetings and servicing needs, related accounts, and anticipated future assets.**

**This fee includes developing and implementing an investment policy, financial planning, behavioral coaching, selecting and monitoring specific investments and investment managers, monitoring the client' investment results, and reporting to the client.**

Financial planning:

**Financial planning is an ongoing process and this service is included in the investment advisory fee. Depending on the circumstances, and the level of services required, it is also available as a stand-alone service on an hourly rate basis from \$250 to \$500.**

Performance reporting:

**Clients are kept informed about their portfolio by receiving monthly or quarterly statements from the custodian. We also provide our own custom reporting and best-in-class technology with a client login that updates daily.**

Portfolio Reviews:

**Portfolio and planning reviews are done once or twice per year with clients, and more frequent reviews will be provided as appropriate and as agreed with the client.**

**Monitoring investments and account performance are done regularly, and contact with the client is made regarding any changes to their portfolio.**

### **Item 3 Disciplinary Information**

David T. Canham IV has no reportable disciplinary history.

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

#### **A. Investment-Related Activities**

1. David T. Canham IV is also engaged in the following investment-related activities:

#### **Registered representative of a broker-dealer**

Advisor also carries the securities license required by FINRA (Financial Industry Regulatory Authority) in order to offer securities products and execute securities transactions separately from their registration as an Investment Advisor representative providing investment advice. This additional licensing allows

our advisors a much more robust suite of products to offer to their clients. Registration, supervision and continuing education are all requirements for maintaining this type of registration.

2. David T. Canham IV receives commissions, bonuses or other compensation on the sale of securities or other investment products.

Conflicts of holding this type of license could be in cross-selling. Selling out of an advisory account and buying in a securities account and thereby generating a commission for the representative. Moving monies from an advisory account into a commission account in order to affect a commissionable trade. Accounts and trades are reviewed for these types of activities.

The types of commissions that may be earned on these types of accounts/products could be any one of the following:

Mutual Fund 12b-1 commissions

Securities commissions

#### **B. Non Investment-Related Activities**

David T. Canham IV is not engaged in any other business or occupation that provides substantial compensation or involves a substantial amount of his or her time.

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

David T. Canham IV does not receive any economic benefit from a non-advisory client for the provision of advisory services.

#### **Item 6 Supervision**

**Supervisor:** Andrew Baron

**Title:** Designated Supervisor

**Phone Number:** 703-657-6072

In addition to an in person review of our firms policies and procedures, each advisor is subject to the following ongoing supervision and review:

- Daily trade reviews
- Monthly review of personal securities accounts
- Monthly correspondence reviews - including ongoing capture and review of email
- Periodic reviews of client account activity
- Monthly review of business bank statements