

## Firm Brochure – Form ADV Part 2 A&B



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This brochure provides information about the qualifications and business practices of Argent Wealth Management, Inc. If you have any questions about the contents of this brochure, please contact us at: (512) 238-6883, or by email at: [scott@awmtx.com](mailto:scott@awmtx.com). 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 Argent Wealth Management, Inc. is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**March 22, 2021**

## Material Changes

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### **Annual Amendment**

Regulatory assets under management and number of clients have been updated as of 2020-12-31.

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### **Full Brochure Available**

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: (512) 238-6883 or by email at: [scott@awmtx.com](mailto:scott@awmtx.com).

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# Advisory Business

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## **Firm Description**

Argent Wealth Management, Inc, (“Argent”) was founded in 2005.

Argent provides personalized confidential financial planning and investment management to individuals, pension and profit sharing plans, trusts, estates, charitable organizations and small businesses. Advice is provided through consultation with the client and may include: determination of financial objectives, identification of financial problems, cash flow management, tax planning, insurance review, investment management, education funding, retirement planning, and estate planning.

Argent is strictly a fee-only financial planning and investment management firm. The firm does not sell annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or other commissioned products. The firm is not affiliated with entities that sell financial products or securities. No commissions in any form are accepted. No finder’s fees are accepted.

Investment advice is an integral part of financial planning. In addition, Argent advises clients regarding cash flow, college planning, retirement planning, tax planning and estate planning.

Investment advice is provided with the client making the final decision on investment selection. Argent does not act as a custodian of client assets. The client always maintains asset control. Argent places trades for clients in accounts where limited agent authority has been granted by the client. Clients must place trades themselves in accounts where Argent does not have limited agent authority (primarily employer sponsored accounts).

Other professionals (e.g., lawyers, accountants, insurance agents, etc.) are engaged directly by the client on an as-needed basis. Conflicts of interest will be disclosed to the client in the unlikely event they should occur.

The initial meeting, which may be by telephone, is free of charge and is considered an exploratory interview to determine the extent to which financial planning and investment management may be beneficial to the prospective client.

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## **Principal Owners**

Scott K. Jacobsmeyer is a 50% stockholder. Susan P. Lipscomb is a 50% stockholder.

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## **Services Summary**

Argent provides a range of advisory and financial planning services to accommodate the varying needs of our clients. Clients seeking ongoing management (planning, implementation, monitoring, and reporting) may choose

the Wealth Management Service or Investment Advisory Service. Clients seeking planning advice only may choose the Financial Consulting Service.

On more than an occasional basis Argent furnishes advice to clients on matters not involving securities such as financial goal planning and tax planning.

Argent had 55 Wealth Management and Investment Advisory Service clients as of 12/31/2020. For these clients Argent had:

- Regulatory assets under management of \$77.7 million as of 12/31/2020. These assets were held at Vanguard and my529 with Argent having been granted limited agent authority to trade for clients.
- Additional assets under advisement of \$39.3 million as of 12/31/2020. These assets were primarily employer sponsored accounts (e.g. 401k's) for which Argent provides investment advice and includes in the Investment Portfolio for billing purposes, but Argent has no authority to trade for clients.

All assets are managed on a non-discretionary basis.

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### **Wealth Management Service**

This service includes:

1. Development of a Comprehensive Financial Plan.
2. Ongoing support to the client for the Comprehensive Financial Plan including:
  - a) Implementation and maintenance of the Investment Plan.
  - b) Coordination with the client's insurance professionals, tax advisors, and attorneys to facilitate the achievement of the client's insurance, tax, and estate planning objectives.
3. Reports of investment account balances, holdings, performance, portfolio income, and realized gains & losses.
  - a) Reporting frequency is quarterly for the first four full calendar quarters of the engagement and then semiannually after that.
  - b) Client has option to maintain quarterly reporting frequency after the first full year for a higher fee (see below).

The components of the Comprehensive Financial Plan are (as applicable to the client):

1. Statement and review of current financial position.
2. Cash flow and debt management plan.
3. Investment Plan:
  - a) Establish quantified financial goals (retirement, education, etc.)
  - b) Develop an Investment Policy Statement detailing the client's investment philosophy, risk tolerance, and target asset allocation.
  - c) Provide specific investment recommendations for all accounts.
4. Risk management review:
  - a) Life insurance.

- b) Health and disability insurance.
  - c) Property and casualty insurance.
  - d) Excess liability insurance.
  - e) Long-term care insurance.
5. Income tax review.
  6. Estate plan review.
  7. Notes:
    - a) The Advisor cannot offer accounting or specific tax advice. The income tax review is intended to identify planning opportunities in conjunction with the Comprehensive Financial Plan. Any suggestions made should be discussed with a tax advisor prior to implementation.
    - b) The Advisor is not an attorney and cannot offer legal advice or prepare legal documents. The estate plan review is intended to help identify gaps and/or planning opportunities only. Any suggestions made should be discussed with an attorney prior to implementation.
    - c) The Comprehensive Financial Plan may be delivered in various formats (email, spreadsheet, PDF, hard copy, etc.) and in separate components (e.g. Investment Plan, life insurance review, tax review, etc.). Wealth Management clients will not receive a consolidated printed copy of the Comprehensive Financial Plan unless they specifically request it.

The Wealth Management Service fee consists of two parts:

1. A flat financial planning fee of \$5,000 per year, billed quarterly in advance, for the first four full calendar quarters (prorated for any partial quarters prior to the first full calendar quarter). After the first four full calendar quarters the fee is reduced to \$3,500 per year, billed quarterly in advance, unless the client elects to maintain a quarterly reporting frequency in which case the \$5,000 per year financial planning fee is maintained.
2. A variable investment management fee of 0.25% of the Investment Portfolio per year, billed quarterly in advance. The initial Investment Portfolio value is calculated using account values as near to the start date as possible and then recalculated annually based on year-end account values. The recalculated variable investment management fee applies for four quarters starting with the next billing after recalculation.

The Investment Portfolio includes:

- Taxable investment accounts (e.g. individual, joint, trust) excluding: 1. Employer stock plan accounts (restricted stock units (RSUs), employee stock purchase plan (ESPP), and stock options), and 2. Accounts holding only money market mutual funds.
- Individual retirement accounts (IRAs) including Traditional, Rollover, Roth, SEP, SIMPLE, and Inherited.
- Individual 401k accounts.
- Employer defined contribution plans (e.g. 401k, 403b, 457, 401a).
- Employer deferred compensation plans.

- 529 college savings accounts.
- Variable annuities.
- Note: Occasionally specific accounts that would otherwise be included as part of the Investment Portfolio may be excluded upon mutual agreement of the client and Argent.

The minimum term of agreement for the Wealth Management Service is four full calendar quarters.

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### **Investment Advisory Service**

This service includes:

1. Development of an Investment Plan.
2. Ongoing support to the client for the implementation and maintenance of the Investment Plan.
3. Reports of investment account balances, holdings, performance, portfolio income, and realized gains & losses.
  - a. Reporting frequency is quarterly for the first four full calendar quarters of the engagement and then semiannually after that.
  - b. Client has option to maintain quarterly reports after the first full year for a higher fee (see below).

The components of the Investment Plan are:

1. Establish quantified financial goals (retirement, education, etc.)
2. Develop an Investment Policy Statement detailing the client's investment philosophy, risk tolerance, and target asset allocation.
3. Provide specific investment recommendations for all accounts.

The Investment Advisory Service fee consists of two parts:

1. A flat financial planning fee of \$3,500 per year, billed quarterly in advance, for the first four full calendar quarters (prorated for any partial quarters prior to the first full calendar quarter). After the first four full calendar quarters the fee is reduced to \$2,500 per year, billed quarterly in advance, unless the client elects to maintain a quarterly reporting frequency in which case the \$3,500 per year financial planning fee is maintained.
2. A variable investment management fee of 0.25% of the Investment Portfolio per year, billed quarterly in advance. The initial Investment Portfolio value is calculated using account values as near to the start date as possible and then recalculated annually based on year-end account values. The recalculated variable investment management fee applies for four quarters starting with the next billing after recalculation.

The Investment Portfolio includes:

- Taxable investment accounts (e.g. individual, joint, trust) excluding: 1. Employer stock plan accounts (restricted stock units (RSUs), employee stock purchase plan (ESPP), and stock options), and 2. Accounts holding only money market mutual funds.

- Individual retirement accounts (IRAs) including Traditional, Rollover, Roth, SEP, SIMPLE, and Inherited.
- Individual 401k accounts.
- Employer defined contribution plans (e.g. 401k, 403b, 457, 401a).
- Employer deferred compensation plans.
- 529 college savings accounts.
- Variable annuities.
- Note: Occasionally specific accounts that would otherwise be included as part of the Investment Portfolio may be excluded upon mutual agreement of the client and Argent.

The minimum term of agreement for the Investment Advisory Service is four full calendar quarters.

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### **Financial Consulting Service**

This is an hourly service at \$300/hour providing:

1. Advice on specific financial issues and/or,
2. Coaching or validation in addressing a particular financial topic.

For Financial Consulting Service engagements, Advisor will provide Advice and/or Coaching or Validation in addressing applicable financial topics based on information provided by client. Client will use their best efforts to provide information promptly to Advisor to facilitate the engagement. Client acknowledges that when four months have elapsed from the date they sign this agreement, if the information provided is incomplete, Advisor will provide recommendations to the extent information is available and the engagement will be considered complete. At that time, any remaining unpaid fees will be due by the client.

The Financial Consulting Service does not include ongoing monitoring of the client's personal circumstances, financial objectives, investment portfolio, or plan implementation to make sure the recommendations given at the time of the engagement remain appropriate for the client. Clients seeking ongoing monitoring of their personal circumstances, financial objectives, investment portfolio, and/or plan implementation should consider the Wealth Management Service or the Investment Advisory Service.

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### **Investment Selection**

Assets are invested primarily in no-load mutual funds and exchange-traded funds, usually through discount brokers or fund companies. Fund companies charge each fund shareholder an investment management fee that is disclosed in the fund prospectus. Transaction fees to buy and sell may be charged by the discount broker or fund company. Argent does not receive any compensation, in any form, from fund companies or brokerage firms

Other securities that may be considered include: certificates of deposit, municipal / corporate / government debt securities, individual stocks, publicly traded real



estate investment trusts, variable life insurance, variable annuities, options contracts, futures contracts, and interests in partnerships. Investments in international securities through U.S. registered mutual funds and exchange traded funds may be considered.

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### **Termination of Agreement**

A client may terminate any of the aforementioned agreements at any time by notifying Argent in writing. If the client made an advance payment, Argent will refund any unearned portion of the advance payment. If a client terminates the Wealth Management Service or Investment Advisory Service prior to completion of four full calendar quarters any unpaid portion of the first year financial planning fee is due to Argent upon termination.

## **Fees and Compensation**

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### **Description**

Argent bases its fees on:

1. A flat financial planning fee plus a variable investment management fee (Wealth Management Service and Investment Advisory Service), or
  2. Hourly fee (Financial Consulting Service)
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### **Fee Billing**

Wealth Management Service and Investment Advisory Service fees are billed approximately 30 days in advance of each calendar quarter. Hourly fees are billed as appropriate, but not less than quarterly. Payment in full is due within 30 days.

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### **Other Fees**

Custodians may charge transaction fees on purchases or sales of certain mutual funds and exchange-traded funds. These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

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### **Expense Ratios**

Mutual funds generally charge a management fee for their services as investment managers. The management fee is called an expense ratio. For example, an expense ratio of 0.50 means that the mutual fund company charges 0.5% for their services. These fees are in addition to the fees paid to Argent.

Performance figures quoted by mutual fund companies in various publications are after their fees have been deducted.

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### **Past Due Accounts and Termination of Agreement**

Argent reserves the right to stop work on any account that is more than 30 days past due.

Argent reserves the right to terminate the client agreement when:

- The client has willfully concealed or has refused to provide pertinent information about financial situations when necessary and appropriate, in Argent's judgment, to providing proper financial advice.
- A conflict of interest, ethics, or personalities develops that makes continuation of the engagement unfeasible.

Any unused portion of fees collected in advance will be refunded within 30 days.

## Performance-Based Fees

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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.

Argent does not use a performance-based fee structure because of the potential conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk than is appropriate for the client.

## Types of Clients

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### Description

Argent generally provides investment advice to individuals. Client relationships vary in scope and length of service.

### Account Minimums

Argent does not have a minimum account size or minimum fee.

## Methods of Analysis, Investment Strategies and Risk of Loss

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### Methods of Analysis

Security analysis methods may include charting, fundamental analysis, technical analysis, and cyclical analysis.

The main sources of information include financial publications (newspapers, magazines, and websites), inspections of corporate activities, research materials prepared by others, corporate rating services, timing services, annual reports, prospectuses, filings with the Securities and Exchange Commission, and company press releases.

Other sources of information that Argent may use include Morningstar, mutual fund and brokerage company websites, and the internet.

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## **Investment Strategies**

The primary investment strategy recommended for client accounts is strategic asset allocation utilizing passive investment vehicles. This means:

1. Determining the asset allocation that is appropriate for the client given their circumstances, objectives, and risk tolerance. Asset allocation is the mix of various investment classes (e.g. stocks, bonds, etc.) within the overall portfolio.
2. Implementing that allocation using mostly passive investment vehicles. Passive investment vehicles generally provide benchmark rates of returns (less fees), broad diversification, low costs, and higher tax efficiency as compared to actively managed funds (funds that actively buy and sell securities in an attempt to “beat the market”).
3. Periodically reviewing and rebalancing the portfolio to the asset allocation targets.

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The client may change these objectives at any time. Each client executes an Investment Policy Statement to document acceptance of the investment approach and their target allocation.

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## **Risk of Loss**

All investment programs have certain risks that are borne by the investor. Our investment approach keeps the risk of loss in mind. Investors face the following investment risks:

- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security’s particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** When any type of inflation is present, a dollar today will not buy as much as a dollar next year, because purchasing power is eroding at the rate of inflation.
- **Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment’s originating country. This is also referred to as exchange rate risk.
- **Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, integrated oil companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit.
- **Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while

- real estate properties are not.
- **Financial Risk:** Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

## **Disciplinary Information**

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### **Legal and Disciplinary**

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

## **Other Financial Industry Activities and Affiliations**

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### **Financial Industry Activities and Affiliations**

None

## **Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

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### **Code of Ethics**

The employees of Argent have committed to the CERTIFIED FINANCIAL PLANNER™ Code of Ethics and National Association of Personal Financial Advisors (NAPFA) Code of Ethics that are available for review by clients and prospective clients upon request.

### **Participation or Interest in Client Transactions**

Argent and its employees may buy or sell securities that are also held by clients. Employees may not trade their own securities ahead of client trades. Employees comply with the provisions of the Argent Compliance Manual.

### **Personal Trading**

The Chief Compliance Officer of Argent is Scott K. Jacobsmeyer. He reviews all employee trades each quarter. His trades are reviewed by Susan P. Lipscomb. The personal trading reviews ensure that the personal trading of employees does not affect the markets, and that clients of the firm receive preferential treatment. Since most employee trades are small mutual fund trades or exchange-traded fund trades, the trades do not affect the securities markets.

## Brokerage Practices

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### Selecting Investment Custodians

Argent does not have any affiliation with product sales firms. Specific custodian recommendations are made to clients based on their need for such services.

Argent recommends custodians based on the integrity and financial responsibility of the firm and the best execution of orders at reasonable commission rates.

Argent recommends mutual fund, brokerage firms, and trust companies (qualified custodians) such as Vanguard.

Argent does not receive fees or commissions from any of these arrangements.

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### Best Execution

Argent reviews the execution of trades at each custodian each quarter. Trading fees charged by the custodians is also reviewed on a quarterly basis. Argent does not receive any portion of the trading fee

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### Soft Dollars

“Soft dollars” refers to services received by an investment manager in exchange for directing business to another company (e.g. an investment custodian). Argent does not participate in any soft dollar arrangements.

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### Order Aggregation

Argent does not aggregate client orders.

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## Review of Accounts

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### Periodic Reviews

Account reviews for Wealth Management Service and Investment Advisory Service clients are offered not less than quarterly or semiannually (as elected by client) by advisors Scott K. Jacobsmeyer, President, and Susan P. Lipscomb, Vice President. Account reviews are offered more frequently when market conditions dictate.

Account reviews for Financial Consulting Service clients are initiated at the client's request. Argent does not review these clients' accounts on a regular basis.

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### Review Triggers

Other conditions that may trigger a review are changes in the tax laws, new investment information, and changes in a client's own situation.

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**Regular Reports**

Wealth Management Service and Investment Advisory Service clients receive written reports on a quarterly or semiannual basis (as elected by the client). The written updates may include a net worth statement, portfolio statement, and a summary of objectives and progress towards meeting those objectives.

## **Client Referrals and Other Compensation**

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**Incoming Referrals**

Argent has been fortunate to receive many client referrals over the years. The referrals came from current clients, estate planning attorneys, accountants, employees, personal friends of employees and other similar sources. The firm does not compensate referring parties for these referrals.

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**Referrals Out**

Argent does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

## **Custody**

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**Account Statements**

All non-employer account assets are held at qualified custodians, which means the custodians provide account statements directly to clients at their address of record at least quarterly.

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**Performance Reports**

Clients are urged to compare the account statements received directly from their custodians to the performance report statements provided by Argent.

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**Net Worth Statements**

Clients are provided net worth statements when appropriate. Net worth statements may contain approximations of bank account balances provided by the client, as well as estimates of the value of land and hard-to-price real estate. These net worth statements are for client personal use only and not appropriate for use with third parties such as lenders.

## **Investment Discretion**

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**Trading Authority**

Argent provides strictly non-discretionary investment management. This means that all investment recommendations must be specifically approved by the client

before we will implement them.

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**Limited Power of Attorney**

A limited power of attorney is a trading authorization. A limited power of attorney is signed so that we may execute the trades that have been approved.

## Voting Client Securities

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**Proxy Votes**

Argent does not vote proxies on securities or provide recommendations on how to vote proxies. Clients are expected to vote their own proxies.

## Financial Information

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**Financial Condition**

Argent does not have any financial impairment that will preclude the firm from meeting contractual commitments to clients.

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

## Business Continuity Plan

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**General**

Argent has a Business Continuity Plan in place that provides detailed steps to mitigate and recover from the loss of office space, communications, services or key people.

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**Disasters**

The Business Continuity Plan covers natural disasters such as snow storms, hurricanes, tornados, and flooding. The Plan covers man-made disasters such as loss of electrical power, loss of water pressure, fire, bomb threat, nuclear emergency, chemical event, biological event, communications line outage, Internet outage, railway accident and aircraft accident. Electronic files are backed up daily and archived offsite.

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**Alternate Offices**

Alternate offices are identified to support ongoing operations in the event the main office is unavailable. It is our intention to contact all clients within five days of a disaster that dictates moving our office to an alternate location.

# Information Security Program

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## Information Security

Argent maintains an information security program to reduce the risk that your personal and confidential information may be breached.

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## Privacy Notice

We recognize that our relationship is based on trust. We are committed to keeping your trust and confidence by protecting your confidential information.

## Information We Collect

We may obtain the following public and non-public information about our clients:

- Personal data for you and your immediate family members such as name, address, birth date, driver's license number, occupation, employer, and SSN/TIN number.
- Financial information such as financial goals, net worth, assets, debt obligations, income, employment pay, investment holdings, account numbers, tax returns, home appraisal and account balances.
- Insurance policy information such as the following: employment benefit elections, life, disability, long term care, health insurance, auto, home and umbrella coverage.
- Information for current and prior financial accounts (e.g., for investments transferred). This can include account activity, balances, and similar data.
- Information regarding securities transactions effected by us.

We reserve the right to obtain personal information from third parties to verify your identity and prevent fraud.

## Disclosure of Information

- We do not sell information about current or former clients to third parties.
- We do not disclose information to third parties unless you approve. Examples include:
  - Attorney, trustee or someone else representing you in a fiduciary or advisory capacity.
  - Accountant or tax preparer.
  - Relevant information when requesting insurance or mortgage quotes on your behalf.
- We may share information with outside companies that perform administrative services for us, or the custodians that process transactions for your accounts. However, we require these service providers to treat your private information with the same high degree of confidentiality that we do.
- We will share information to government entities or other third parties in response to subpoenas or other legal process as required by law.



## **Information Security**

We maintain physical, electronic, and procedural safeguards to protect non-public information from unauthorized access. These include, but are not limited to, the following:

- Our office is locked at all times (except when we are expecting clients for scheduled appointments).
- Paper documents are kept to a minimum. We scan paper documents to PDFs and return originals to clients.
- All office workstations (including those storing client information) are password protected, trusted platform module (TPM) enabled, and encrypted requiring a physical startup key.
- Hardware and software passwords are changed periodically.
- Workstations are backed up periodically both to the cloud and to an electronic storage device which is kept offsite. All backups are encrypted.
- Email that contains personally identifiable information in the text or attachments will be sent via an encryption tool, except upon specific client request otherwise.
- Client data is not stored on personal smart phones or tablet devices.
- Remote access to office workstations is accomplished using software employing SSL/TLS communications protocol.
- Internet browser data is regularly removed from workstations.
- Employees will have access to information only to the extent necessary to perform their duties.

## **Access to and Correction of Information**

- Contact us to review your personal information or if you have any questions or concerns.
- If you notify us that information is incorrect, we will promptly review it. If we agree, we will correct our records accordingly. If we disagree, you may submit a statement of dispute.

## **Privacy Policy Communications**

- Our Privacy Policy will continue to apply to you even if you are no longer an active client.
- We will provide our Privacy Policy annually as long as we have billed you for services in the previous 12 months. This annual notice is intended to comply with Federal and State laws regarding privacy.
- We reserve the right to change the Privacy Policy.

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

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### Education and Business Standards

Argent requires that advisors in its employ have a bachelor's degree and further coursework demonstrating knowledge of financial planning and tax planning. Examples of acceptable coursework include: an MBA, a CFP®, a CFA, a ChFC, JD, CTFA, EA or CPA. Additionally, advisors must have work experience that demonstrates their aptitude for financial planning and investment management.

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### Professional Certifications

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

Certified Financial Planner (CFP): Certified Financial Planners are licensed by the CFP Board to use the CFP mark. CFP certification requirements:

- Bachelor's degree from an accredited college or university.
- Completion of the financial planning education requirements set by the CFP Board ([www.cfp.net](http://www.cfp.net)).
- Successful completion of the 6-hour CFP® Certification Exam.
- 6,000 hours of professional experience or 4,000 hours of apprenticeship experience with additional requirements.
- Successfully pass the Candidate Fitness Standards and background check.

Certified Public Accountant (CPA): Certified Public Accountants are licensed by the applicable State Board of Accountancy. CPA certification requirements:

- Bachelor's degree from an accredited college or university, including specific requirements for accounting and business courses with 150 credit hours.
- Successful completion of the 16-hour Uniform CPA Examination. To be licensed in Texas, one must complete a separate exam on the State Board of Accountancy's Rules of Professional Conduct.
- One-year qualifying full-time work experience under direct supervision of currently licensed CPA.
- Be of good moral character (the Texas State Board of Accountancy performs a background check before issuing a CPA certificate).

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**Scott K. Jacobsmeyer, CFP®, MBA**

## Educational Background:

- Master of Science / MBA, Management, MIT, 1994.
- Master of Science, Mechanical Engineering, MIT, 1994.
- Bachelor of Science, Materials Science and Engineering, MIT, 1992

## Business Experience:

- 3/05 – Present: Argent Wealth Management, Inc. Round Rock, TX President and Chief Compliance Officer
- 6/04 - 2/05: Travel
- 5/00 - 5/04: Dell, Inc. Austin, TX Global Commodity Manager
- 9/98 - 4/00: Alcoa Fujikura Ltd. Duncan, SC Alcoa Business System Manager
- 1/96 - 8/98: Alcoa, Inc. Denison, TX Alcoa Production System Manager
- 5/94 - 12/95: Alcoa, Inc. Sidney, OH Operations Analyst

Other Business Activities: None

Additional Compensation: None

## Supervision:

Scott K. Jacobsmeyer is supervised by Susan P. Lipscomb, Vice President. She reviews Scott's work through frequent office interactions as well as remote interactions. She also reviews Scott's activities through our client relationship management system.

Susan P. Lipscomb's contact information: (512) 238-6883 or [susan@awmtx.com](mailto:susan@awmtx.com).

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None

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**Susan P. Lipscomb, CFP®, CPA**

## Educational Background:

- Bachelors of Business Administration, Baylor University, 1985

## Business Experience:

- 3/05 - Present Argent Wealth Management, Inc. Round Rock, TX Vice President, Secretary, and Treasurer.
- 1/94 - 12/07 Susan P. Lipscomb, PLLC Round Rock, TX Certified Public Accountant
- 1986 - 1994 Ernst & Young LLP Austin, TX Audit Manager, Audit Senior, Audit Staff

Other Business Activities: None

Additional Compensation: None

## Supervision:

Susan P. Lipscomb is supervised by Scott K. Jacobsmeyer, President. He reviews Susan's work through frequent office interactions as well as remote interactions. He also reviews Susan's activities through our client relationship management system.

Scott K. Jacobsmeyer's contact information: (512) 238-6883 or  
scott@awmtx.com

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None Bankruptcy

Petition: None