



# **WEALTH SOLUTIONS, INC.**

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**512-600-9880**

## **Form ADV Part 2A Client Brochure**

**October 19, 2025**

### **Item 1: Cover Page**

This Brochure provides information about the qualifications and business practices of Wealth Solutions, Inc. If you have any questions about the contents of this Brochure, please contact us at 512-600-9880 or via email at [info@wealthsolutionsria.com](mailto:info@wealthsolutionsria.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.

Wealth Solutions, Inc. is a Registered Investment Adviser. Registration of an investment adviser does not imply any level of skill or training. The oral and written communications of an adviser provide you with information that you may use to determine whether to hire or retain them. Additional information about Wealth Solutions, Inc. is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by using a unique identifying number, known as CRD number. The CRD number for Wealth Solutions, Inc is 35331. The SEC's web site also provides information about any persons affiliated with Wealth Solutions, Inc who are registered, or are required to be registered, as Investment Adviser Representatives of Wealth Solutions, Inc.

## Item 2 Material Changes

Since our last annual amendment update in March 2025, the following Material Changes have been implemented:

- AXOS and Aspire were added to the list of custodians in the fee schedule in Item 5.

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## Item 4 Advisory Business

Wealth Solutions, Inc. is a Registered Investment Adviser (“Adviser”) which offers investment advisory services. Wealth Solutions, Inc. offers financial planning and related consulting services. We are registered through and regulated by the Texas State Securities Board.

We provide investment advice through Investment Adviser Representatives (“Advisor”) associated with us. These individuals are appropriately licensed, qualified, and authorized to provide advisory services on our behalf. In addition, all advisors are required to have a college degree, professional designation, or equivalent professional experience.

Wealth Solutions, Inc. was founded in 1993 by Richard Blair who serves as President and Chief Compliance Officer. We provide portfolio management services to individuals, high net worth individuals, and business entities. We are committed to the precept that by placing the client’s interests first, we will add value to the asset management process and earn the client’s trust and respect. We value long term relationships with our clients whom we regard as strategic partners in our business.

### Services

We provide asset management services to individuals and businesses, as well as financial planning and consulting services. Our focus is on helping you develop and execute plans that are designed to build and preserve your wealth.

As of 12/31/2024 we managed discretionary assets of \$75,000,000 and non-discretionary assets of \$0 totaling \$75,000,000.

Discretionary management means you have given us the authority to determine the following with/without your consent:

- Securities to be bought or sold for your account
- Amount of securities to be bought or sold for your account
- Broker-dealer to be used for a purchase or sale of securities for your account

While we may have trading discretion on your account (i.e., placing trades in your account without your approval), trading activity is generally limited to help minimize your trading costs. Trading may be required to meet initial allocation targets, after substantial cash deposits that require investment allocation, and/or after a request for a withdrawal that requires liquidation of a position. Additionally, your account may be rebalanced or reallocated periodically in order to reestablish the targeted percentages of your initial asset allocation. This rebalancing or reallocation will occur on the schedule we have determined together. You will be responsible for any and all tax consequences resulting from any rebalancing or reallocation of the account. We are not tax professionals and do not give tax advice. However, we will work with your tax professional to assist you with tax planning. You will have the opportunity to meet with us periodically to review the assets in your account.

The Adviser does not sponsor or participate in a third-party sponsored wrap fee program.

## **1. Financial Planning / Consulting Services**

Wealth Solutions, Inc. provides financial planning and consulting services for a fee. Fee based financial planning is a comprehensive relationship which incorporates many different aspects of your financial status into an overall plan that meets your goals and objectives. The financial planning relationship consists of face-to-face meetings and ad hoc meetings with your other advisors (attorneys, accountants, etc.). We can provide analysis and recommendations for retirement, estate planning, income tax planning, investments, and college education planning. You can have Wealth Solutions, Inc. create a full financial plan or select any of the individual modules.

Financial planning, including planning for retirement, as well as other financial goals such as education funding, planning for acquisition or startup of a business, or for acquiring real estate or other assets involves allocation pools of money to be invested for each goal, time horizon identified, asset allocation policy established and risk tolerance levels defined.

In performing financial planning services or consulting services we typically examine and analyze your overall financial situation, which may include any of the following wealth management issues: Investment, insurance, liabilities, qualified plans and IRA distributions, stock options, business succession planning, durable power of attorney at incapacity, gifting to children/descendants, charitable gifting during life, titling of assets, selection of executor/trustee, distribution plan at death to spouses/descendants, and charitable inclinations at death. Our services may focus on any or all of these issues depending on the scope of our engagement with you. Such issues as taxes, insurance need, overall debt, credit, business planning, retirement savings and reviewing your current investment program.

It is essential that you provide the information and documentation we request regarding your income, investments, taxes, insurance, estate plan, etc. We will discuss your investment objectives, needs and goals, but you are obligated to inform us of any changes. We do not verify any information obtained from you, your attorney, accountant or other professionals. We will work with you to create a plan that will serve as the roadmap to guide your wealth management program. We can also work with you to implement the plan and provide ongoing monitoring and updates.

We obtain information from a wide variety of publicly available sources to help us create your plan. We do not have any inside private information about any investments that are recommended. All recommendations developed by us are based upon our professional judgment and we cannot guarantee the results of any of our recommendations. You must decide what advice to follow.

If you engage us to perform these services, you will receive a written agreement detailing the services, fees, terms and conditions of the relationship. You will also receive this Brochure. You are under no obligation to implement recommendations through us. You may implement your financial plan through any financial organization of your choice.

## **2. Asset Management**

Asset management is the professional management of securities (stocks, bonds and other securities) and assets (e.g., real estate) in order to meet your specified investment goals. With an Asset Management Account, you engage us to assist you in developing a personalized asset allocation program and custom-tailored portfolio designed to meet your unique investment objectives. The investments in the portfolio account may

include mutual funds, stocks, bonds, equity options, futures, etc. We generally impose a minimum \$1,000 asset level for investment advisory services.

We will meet with you to discuss your financial circumstances, investment goals and objectives, and to determine your risk tolerance. We will ask you to provide statements summarizing current investments, income and other earnings, recent tax returns, retirement plan information, other assets and liabilities, wills and trusts, insurance policies, and other pertinent information. Based on the information you share with us, we will analyze your situation and recommend an appropriate asset allocation or investment strategy. You will be provided with a targeted strategic allocation of assets by class, as well as limited investment advice. Our recommendations and ongoing management are based upon your investment goals and objectives, risk tolerance, and the investment portfolio you have selected. We will monitor the account, trade as necessary, and communicate regularly with you. Your circumstances shall be monitored in quarterly and annual account reviews. These reviews will be conducted in person, by telephone conference, and/or via a written inquiry/questionnaire. We will work with you on an ongoing basis to evaluate your asset allocation as well as rebalance your portfolio to keep it in line with your goals as necessary. We will be available to help you with questions about your account. You will also receive our Advisory Agreement which describes what services you will receive and what fees you will be charged.

We will:

- Review your present financial situation
- Monitor and track assets under management
- Provide portfolio statements, periodic rate of return reports, asset allocation statement, rebalanced statements as needed
- Advise on asset selection
- Determine market divisions through asset allocation models
- Provide research and information on performance and fund management changes
- Build a risk management profile for you
- Assist you in setting and monitoring goals and objectives
- Provide personal consultations as necessary upon your request or as needed

You are obligated to notify us promptly when your financial situation, goals, objectives, or needs change.

Under certain conditions, securities from outside accounts may be transferred into your advisory account; however, we may recommend that you sell any security if we believe that it is not suitable for the current recommended investment strategy. You are responsible for any taxable events in these instances. Certain assumptions may be made with respect to interest and inflation rates and the use of past trends and performance of the market and economy. Past performance is not indicative of future results.

If you decide to implement our recommendations, we will help you open a custodial account(s). The funds in your account will generally be held in a separate account, in your name, at an independent custodian, not with us. We use several custodians however; you may use any custodian you wish.. The identity of your custodian will be communicated to you before the account is opened. You will enter into a separate custodial agreement with the custodian. This agreement, among other things, authorizes the custodian to take instructions from us regarding all investment decisions for your account. We will select the securities bought and sold and the

amount to be bought and sold, within the parameters of the objectives and risk tolerance of your account. The custodian will effect transactions, deliver securities, make payments and do what we instruct.

You are notified of any purchases or sales through trade confirmations and quarterly statements that are provided by the Custodian. These statements list the total value at the start of the period, itemize all transaction activity during the period, and list the types, amounts, and total value of securities held as of the end of the period. Your statement may be in either printed or electronic form based upon your preferences. You will at all times maintain full and complete ownership rights to all assets held in your account, including the right to withdraw securities or cash, proxy voting and receiving transaction confirmations.

We are available during normal business hours either by telephone, fax, email, or in person by appointment to answer your questions.

### 3. Other Services

#### **Variable Annuity Products and Retirement Planning**

You may engage us to provide non-discretionary investment management services relative to: (1) variable annuity products you own, or (2) your individual employer-sponsored retirement plans.

In doing so, Wealth Solutions, Inc. recommends the allocation of client assets among the various mutual fund subplans which comprise the variable annuity product or the retirement plan. For these services, with respect to variable annuity products, the investment advisory fee is 1.00% of the assets under management, and, with respect to the employer-sponsored retirement plan, the investment advisory fee is 0.50% of the assets under management. The client assets shall be maintained at either the specific insurance company that issued the variable annuity product or at the custodian designated by the sponsor of the retirement plan.

**Non-Discretionary Service Limitations:** Clients that determine to engage us on a non-discretionary investment advisory basis must be willing to accept that we cannot effect any account transactions without obtaining prior verbal consent to any such transaction(s) from you. This, in the event of a market correction during which you may be unavailable, Wealth Solutions, Inc. will be unable to effect any account transactions (as it would for discretionary clients) without first obtaining your verbal consent.

#### **Pontera**

Wealth Solutions uses a third-party platform to facilitate management of held away assets such as defined contribution plan participant accounts, with discretion. The platform allows WS to avoid being considered to have custody of Client funds since WS does not have direct access to Client log-in credentials to affect trades. WS is not affiliated with the platform in any way and receives no compensation from them for using their platform. A link will be provided to the Client allowing them to connect an account(s) to the platform. Once Client account(s) is connected to the platform, WS will review the current account allocations. When deemed necessary, WS will rebalance the account considering client investment goals and risk tolerance, and any change in allocations will consider current economic and market trends. The goal is to improve account performance over time, minimize loss during difficult markets, and manage internal fees that harm account performance. Client account(s) will be reviewed at least quarterly, and allocation changes will be made as deemed necessary.

**Life Insurance**

We may recommend and sell life, disability, and long-term care insurance. We will receive the usual and customary commissions associated with these sales from the insurance company. You will not pay a separate fee for these and your advisory fee will not be reduced by any payments we receive from these sales.

We can provide research and advice concerning any legal and legitimate investment for which public information is readily available. We can also provide an in-depth analysis of your financial situation or other defined projects as requested.

Neither Wealth Solutions, Inc., nor any of its representatives, serves as an attorney or accountant and no portion of our services should be construed as same. To the extent requested by a client, we may recommend the services of other professionals for certain non-investment implementation purposes (i.e. attorneys, accountants, insurance, etc.), including certain representative of Wealth Solutions, Inc. in their individual professional capacities. You are under no obligation to engage the services of any such recommended professional. You retain absolute discretion over all such implementation decisions and are free to accept any recommendation from Wealth Solutions, Inc. Please note: If you engage any such recommended professional, and a dispute arises thereafter relative to such engagement, the client agrees to seek recourse exclusively from and against the engaged professional. It remains your responsibility to promptly notify us if there are ever any change in your financial situation or investment objectives for the purpose of reviewing/evaluating/revising our previous recommendations and/or services.

**Item 5 Fees and Compensation**

Wealth Solutions, Inc. provides asset management services and financial planning services for a fee. Our fees do not include brokerage commissions, transaction fees, and other related costs and expenses. You may incur certain charges imposed by custodians, third party investment companies and other third parties. These include fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds, money market funds and exchange-traded funds (ETFs) also charge internal management fees, which are disclosed in the fund's prospectus. These fees may include, but are not limited to, a management fee, upfront sales charges, and other fund expenses. We do not receive any compensation from these fees. All of these fees are in addition to the management fee you pay us. You should review all fees charged to fully understand the total amount of fees you will pay. Services similar to those offered by us may be available elsewhere for more or less than the amounts we charge. You could invest in a mutual fund directly, without our services. In that case, you would not receive the services provided by us which are designed, among other things, to assist you in determining which mutual fund or funds are most appropriate to your financial condition and objectives.

Our Advisory Agreement/Financial Planning Agreement defines what fees are charged and their frequency. Fees are billed in arrears on a quarterly basis. You will authorize the custodian to directly debit fees from your account held at the custodian and to pay us. Management fees are prorated for each contribution and withdrawal made during the applicable calendar quarter (with the exception of small inconsequential contributions and withdrawals). You will be provided with a quarterly statement reflecting deduction of the advisory fees.



Either party may terminate the agreement at any time by providing written notice to the other party within five (5) business days of signing the agreement. You will incur charges for advisory or consulting services rendered up to the point of termination and such fees will be due and payable by you within five business days of being billed. Accounts opened or terminated during a calendar quarter will be charged a prorated fee.

## **1. Financial Planning and Consulting Fees**

You may want us to create a financial plan provide consulting services for you. We will work with you to create the plan to meet your long-term goals. We will work with you to create a plan that will serve as your roadmap to the future. We will write a letter of engagement which outlines the planning services to be provided to you; the complexity of your plan will dictate the amount of time necessary to complete the planning process.

The usual fee for us to create your plan is between \$500 to \$5,000. The Financial Planning Agreement will show the fee you will pay. An initial fee is payable upon execution of the Financial Planning Agreement, with the remaining balance payable in stages as the work progresses. Fees are negotiable. The Financial Planning Agreement will terminate once you receive the final plan. Plans will be delivered within six months of the execution of the Financial Planning Agreement. If you decide to terminate the agreement before completion, you will receive a prorated refund of any pre-paid financial planning fees that we have not yet earned.

Based upon your needs we may also provide consultations throughout the year to advise and counsel you about other financial issues. We can help you with transition planning, major transaction analysis coordinated with cash flow needs, retirement needs, estate planning needs, income tax planning, investment needs, and college education planning. This will include the above listed financial planning agreement.

All fees are negotiable, at the firm's discretion.

If the plan is implemented through us, we may receive compensation from the sale of insurance products or services recommended in the financial plan. This compensation would be in addition to the financial planning fee you pay. The fees and expenses you pay for the purchase of these products may be more or less than the expenses you would pay should you decide to implement our recommendations through another investment advisory firm or broker-dealer and are typically determined by the broker-dealer or investment company sponsoring the product.

All recommendations developed by us are based upon our professional judgment. We cannot guarantee the results of any of our recommendations.

## **2. Asset Management Fee Schedule**

You may choose to engage Wealth Solutions, Inc. to provide discretionary investment advisory services on a fee basis. Generally, our minimum asset level is \$1,000 for investment advisory services. Multiple accounts of immediately-related family members, at the same mailing address, will be considered one consolidated account for billing purposes. Generally, the fee will be charged for the total of all of the accounts comprising the consolidated account. The total fee will be billed to one selected Client account unless arranged otherwise between us. For all advisory services, fees are charged quarterly, in arrears. Payments are due and will be assessed on the last day of each quarter or month, based on the ending balance of the account under management for the preceding quarter or month. Fees for investment advisory services provided to clients with respect to variable annuity products, are prorated and paid quarterly, in arrears, based upon the market value of assets on the last business day of the previous quarter. Fees are to be calculated as follows:

SEI & AXOS Accounts

Percentage	Portfolio Size (AUM)
2.00%*	Up to \$500,000
1.60%	\$500,001 - \$750,000
1.20%	Over \$750,000
1.00%	Variable Annuity Sub Accounts
0.50%	Employer Sponsored Retirement Plan Investments

*Advisory fees for SEI & AXOS accounts will be charged quarterly in arrears*

American Funds & Aspire Accounts

Percentage	Portfolio Size (AUM)
1.60%*	Up to \$499,999.99
1.55%	\$500,000.00 - \$749,999.99
1.50%	Over \$750,000.00
1.00%	Variable Annuity Sub Accounts
0.50%	Employer Sponsored Retirement Investments Plan

*Advisory fees for American Funds and Aspire accounts will be charged quarterly in arrears.*

The fees charged by Wealth Solutions shown above are annual fees. There is generally a \$1,000 minimum asset level for investment advisory services.

No increase in the annual fee shall be effective without prior written notification to you. We believe our advisory fee is reasonable considering the fees charged by other investment advisers offering similar services/programs.

In certain circumstances, advisory fees and account minimums may be negotiable based upon prior relationships as well as related account holdings. Our fees will not be based upon a share of capital gains or capital appreciation of the funds or any portion of your funds. In no event shall we charge advisory fees that are both in excess of five hundred dollars and more than six months in advance of advisory services rendered.

Mutual funds, money market funds and exchange-traded funds (ETFs) also charge internal management fees, which are disclosed in the fund's prospectus. These fees may include, but are not limited to, a management fee, upfront sales charges, and other fund expenses. Certain strategies offered by us may involve investment in mutual funds and/or ETFs. Load and no load mutual funds may pay annual distribution charges, sometimes

referred to as “12(b)(1) fees”. These 12(b)(1) fees come from fund assets, and thus indirectly from clients’ assets. We do not receive any compensation from these fees. All of these fees are in addition to the management fee you pay us. You should review all fees charged to fully understand the total amount of fees you will pay. Services similar to those offered by us may be available elsewhere for more or less than the amounts we charge. Our brokerage practices are discussed in more detail under Item 12 – Brokerage Practices.

Your account at the custodian may also be charged for certain additional assets managed for you by us but not held by the Custodian (i.e. variable annuities, mutual funds, 401(k)s).

The fees we charge can be deducted directly from your account at the custodian. Both the Investment Advisory Agreement and the custodial / clearing agreement may authorize the custodian to debit the account for the amount of the investment advisory fee and to directly remit that management fee to Wealth Solutions, Inc. in compliance with regulatory procedures. We will instruct the Custodian to deduct the fees from your account at the end of the calendar quarter, as applicable. This fee will show up as a deduction on your following quarter’s account statement from the Custodian.

In the limited event that we may bill you directly, payment is due upon the receipt of the invoice.

### **3. Other Fees**

Our Advisors may recommend and sell life, disability, and long-term care insurance and will receive the usual and customary commissions in addition to any agreed upon advisory fee.

#### **Pontera**

When advising individuals on employee benefit plans pursuant to ERISA, WS will utilize a platform called Pontera. Pontera will directly charge WS .3% AUM quarterly in advance. WS will pay this charge out of Client’s pre-existing advisory fee. Additionally, WS will charge .7% for the management of assets on the Pontera platform.

The asset-based advisory fee payable for any qualified account will be deducted directly from one of your other custodian/broker-dealer accounts. If there are insufficient funds available in another account or if WS believes that deducting the fee from another account would be prohibited by applicable law, WS will invoice you. Invoices must be paid within thirty (30) days of receipt.

## **Item 6 Performance Based-Fee and Side-by-Side Management**

We do not charge any performance-based fees. These are fees based on a share of capital gains on or capital appreciation of the assets of a client.

## **Item 7 Types of Client(s)**

We provide portfolio management services to individuals, high net worth individuals, and business entities.

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

We primarily use Fundamental Analysis and Technical Analysis as part of our overall investment management discipline; the implementation of these analyses as part of our investment advisory services to you may include any, all or a combination of the following:

### **1. Fundamental Analysis**

Fundamental analysis is a technique that attempts to determine a security's value by focusing on the underlying factors that affect a company's actual business and its future prospects. Fundamental analysis is about using real data to evaluate a security's value. It refers to the analysis of the economic well-being of a financial entity as opposed to only its price movements.

Fundamental analysis serves to answer questions, such as:

- Is it actually making a profit?
- Is it in a strong-enough position to beat out its competitors in the future?
- Is the company's revenue growing?
- Is it able to repay its debts?

One of the primary assumptions of fundamental analysis is that the price on the stock market does not fully reflect a stock's "real" value. We use a combination of qualitative and quantitative factors to try and find stocks that are undervalued. We look at both macroeconomic factors such as the overall economy and industry conditions and company-specific factors such as financial condition and management. When we are examining a stock, we might look at the stock's annual dividend payout, earnings per share, Price to Earnings ratio and many other quantitative factors. However, no analysis is complete without taking into account brand recognition and other qualitative factors.

The end goal of performing fundamental analysis is to produce a value that we can compare with the security's current price, with the aim of figuring out what sort of position to take with that security (underpriced = buy, overpriced = sell or short).

Once we discover undervalued securities or funds that are investing in undervalued stocks; we look at the stability and volatility.

### **2. Technical Analysis**

Technical Analysis is a technique that attempts to determine a security or asset class's value by developing models and trading rules based upon price and volume transformation. Technical analysis assumes that a market's price reflects all relevant information so the analysis focuses on the history of a security's trading behavior rather than external drivers such as economic, fundamental and news events. The practice of technical analysis incorporates the importance of understanding how market participants perceive and act upon relevant information rather than focusing on the information itself. Ultimately, technical analysts develop trading models and rules by evaluating factors such as market trends, market participant behaviors, supply and demand and pricing patterns and correlations.

As with other types of analysis, the predictive nature of technical analysis can vary greatly; models and rules are often modified and updated as new patterns and behaviors develop. Past performance is not an indicator of future return.

In order to perform our analysis, we may use many resources, such as:

- Morningstar

- Financial newspapers and magazines (e.g. Wall Street Journal, Forbes, etc.)
- Annual reports, prospectuses, filings with the Securities and Exchange Commission
- Research materials prepared by others
- Company press releases
- Corporate rating services
- Timing Services
- Company websites
- Inspections of corporate activities

The investment strategies we use to implement any investment advice given to you include, but are not limited to:

- Long term purchases -securities held at least a year
- Short term purchases – securities sold within a year

Currently, the Adviser primarily allocates client investment assets among various (load divided), mutual funds and/or exchange traded funds (“ETFs”), on a discretionary basis in accordance with the client’s designated investment objective(s).

## Risks

We cannot guarantee our analysis methods will yield a return. In fact, a loss of principal is always a risk. Investing in securities involves a risk of loss that you should be prepared to handle. You need to understand that investment decisions made for your account by us are subject to various market, currency, economic, political and business risks. The investment decisions we make for you will not always be profitable nor can we guarantee any level of performance. For a more comprehensive description of all the risks associated with our strategies, methodology, and products please refer to the glossary under Risks.

## Item 9 Disciplinary Information

Registered Investment Advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of us or the integrity of our management.

In April 2016, Arkansas initiated a Cease-and-Desist Order from further violations of Arkansas Securities Act until he is properly registered with the Department. Richard Blair was not registered with the Arkansas Securities Department as required by the Arkansas Securities Act and Rules of the Arkansas Securities commissioner and transacted business with Arkansas residents exceeding the de minimis exception. Richard Blair had six clients and the de minimis exception is five clients. The state of Arkansas disagreed with Richard Blair’s assertion that two of the people were actually one household and should not be counted as two separate households.

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

### **1. Broker-Dealer Relationship**

Wealth Solutions, Inc. is not affiliated or associated with any Broker-Dealer.

Neither Wealth Solutions, Inc. nor its representatives are registered or have an application pending to register, as a futures commission merchant, commodity pool operator, a commodity trading advisor, or a representative of the foregoing.

### **2. Insurance Agent**

Certain of the Adviser's representatives, in their individual capacities, are licensed insurance agents, and may recommend the purchase of certain insurance-related products on a commission basis. In their role as an insurance agent/broker, they may offer commissionable (non-variable) insurance products to you for which they may receive compensation from insurance companies. The recommendation by representatives for the purchase of an insurance product may present a conflict of interest, as the receipt of commissions may provide an incentive to recommend investment products based on commissions to be received, rather than on a particular client's need. No client is under any obligation to purchase any commission products from the Adviser's representatives. Clients are reminded that they may purchase insurance products recommended by Wealth Solutions, Inc. through other, non-affiliated broker-dealers or insurance agents.

## **Item 11 Code of Ethics, Participation or Interest in Client Accounts and Personal Trading**

### **1. General Information**

We have adopted a Code of Ethics for all supervised persons of the firm describing its high standards of business conduct, and fiduciary duty to you, our client. The Code of Ethics includes provisions relating to the confidentiality of client information, a prohibition on insider trading, a prohibition of rumor mongering, restrictions on the acceptance of significant gifts, the reporting of certain gifts and business entertainment items, and personal securities trading procedures. All of our supervised persons must acknowledge the terms of the Code of Ethics annually, or as amended.

### **2. Participation or Interest in Client Accounts**

We may recommend securities to you that we have purchased for our own accounts. We may trade securities in our account that we have recommended to you as long as we place our orders after your orders. This policy is meant to prevent us from benefiting as a result of transactions placed on behalf of advisory accounts.

The following acts are prohibited:

- Employing any device, scheme or artifice to defraud
- Making any untrue statement of a material fact
- Omitting to state a material fact necessary in order to make a statement, in light of the circumstances under which it is made, not misleading
- Engaging in any fraudulent or deceitful act, practice or course of business
- Engaging in any manipulative practices
- Participating in Client accounts

You may request a copy of the firm's Code of Ethics by contacting Richard Blair.

### **3. Personal Trading**

We may recommend securities to you that we will purchase for our own accounts. We may trade securities in our account that we have recommended to you as long as we place our orders after your orders. This policy is meant to prevent us from benefiting as a result of transactions placed on behalf of advisory accounts.

Neither Wealth Solutions nor any of its related persons recommend securities (or other investment products) to advisory clients in which we or any related person has some other proprietary (ownership) interest, other than those mentioned above.

Certain affiliated accounts may trade in the same securities with your accounts on an aggregated basis when consistent with our obligation of best execution. When trades are aggregated, all parties will share the costs in proportion to their investment. We will retain records of the trade Order (specifying each participating account) and its allocation. Completed Orders will be allocated as specified in the initial trade order. Partially filled Orders will be allocated on a pro rata basis. Any exceptions will be explained on the Order.

Wealth Solutions has a personal securities transaction policy in place to monitor the personal securities transactions and securities holdings of "Access Persons". The policy requires that an Access Person of the firm provide the Chief Compliance Officer or his/her designee with a written report of their current securities holdings within ten (10) days after becoming an Access Person. Additionally, each Access Person must provide the Chief Compliance Officer or his/her designee with a written report of the Access Person's current securities holdings at least once each twelve (12) month period thereafter on a date the Adviser selects; provided, however that at any time that the Adviser has only one Access Person, he or she shall not be required to submit any securities report described above.

We have established the following restrictions in order to ensure our fiduciary responsibilities regarding insider trading are met:

- No securities for our personal portfolio(s) shall be bought or sold where this decision is substantially derived, in whole or in part, from the role of Investment Advisory Representative(s) of Wealth Solutions, Inc., unless the information is also available to the investing public on reasonable inquiry. In no case, shall we put our own interests ahead of yours.

### **4. Responsibility**

It is the responsibility of all supervisory personnel to ensure that we conduct business with the highest level of ethical standards and in keeping with our fiduciary duties to you. We must put your interests first and refrain from having outside interests that conflict with your interests.

### **5. Privacy Statement**

We are committed to safeguarding your confidential information and hold all personal information provided to us in the strictest confidence. These records include all personal information that we collect from you or receive from other firms in connection with any of the financial services they provide. We also require other firms with whom we deal with to restrict the use of your information. Our Privacy Policy is available upon request.

### **6. Conflicts of Interest**

Wealth Solutions, Inc. representatives may employ the same strategy for personal investment account as they do for clients. However, orders will not be placed in a way to benefit from the purchase or sale of a security.

We act in a fiduciary capacity. If a conflict of interest arises between us and you, we shall make every effort to resolve the conflict in your favor. Conflicts of interest may also arise in the allocation of investment opportunities among the accounts that we advise. We will seek to allocate investment opportunities according to what we believe is appropriate for each account. We strive to do what is equitable and in the best interests of all the accounts we advise.

## **7. Use of Disclaimers**

We shall not attempt to limit liability for willful misconduct or gross negligence through the use of disclaimer.

## **Item 12 Brokerage Practices**

### **1. Soft Dollars**

We do not receive any soft dollars from broker-dealers, custodians or third-party money managers.

### **2. Brokerage for Client Referrals**

We do not receive any compensation or incentive for referring you to broker-dealers for brokerage trades.

### **3. Directed Brokerage**

We do not generally accept directed brokerage arrangements (when a client requires that account transactions be affected through a specific broker-dealer). In such client directed arrangements, you will negotiate terms and arrangements for your account directly with that broker-dealer, and we will not seek best execution services or prices from other broker-dealers or be able to “batch” your transactions for execution through other broker-dealers with orders for other accounts managed by Wealth Solutions, Inc. As a result, you may pay higher commissions or other transaction costs or greater spreads, or receive less favorable net prices, on transactions for the account than would otherwise be the case.

Please note: In the event that you direct Wealth Solutions, Inc. to effect securities transactions for your account through a specific broker-dealer, you correspondingly acknowledge that such direction may cause the accounts to incur higher commissions or transactions costs than the accounts would otherwise incur had you determined to effect account transactions through alternative clearing arrangements that may be available through Wealth Solutions, Inc.

Not all advisory firms require you to direct brokerage to a specific broker/dealer. We have an obligation to seek best execution for you. In seeking best execution, the determinative factor is not the lowest possible commission cost but whether the transaction represents the best qualitative execution, taking into consideration the full range of a broker-dealer’s services, including the value of research provided, execution capability, commission rates, and responsiveness. Therefore, we will seek competitive commission rates, but we may not obtain the lowest possible commission rates for account transactions.



Transactions for each client account generally will be affected independently, unless we decide to purchase or sell the same securities for several clients at approximately the same time. We may (but are not obligated to) combine or “batch” such orders to obtain best execution, to negotiate more favorable commission rates or to allocate equitably among our clients’ differences in prices and commission or other transaction costs. Under this procedure, transactions will be price-averaged and allocated among our clients in proportion to the purchase and sale orders placed for each client account on any given day.

## **Item 13 Review of Accounts**

### **1. Duty to Supervise**

We are responsible for ensuring adequate supervision over the activities of all persons who act on our behalf. Specific duties include:

- Establish procedures that could be reasonably expected to prevent and detect violations of law by our advisory personnel
- Analyze operations and create a system of controls to ensure compliance with applicable securities laws
- Ensure that all advisory personnel fully understand the Company's policies and procedures
- Establish a review system designed to provide reasonable assurance that our policies and procedures are effective and being followed

### **2. Reviews**

Reviews will be conducted by us at least quarterly or as agreed to by us. You may request more frequent reviews and may set thresholds for triggering events that would cause a review to take place. Generally, we will monitor for changes and shifts in the economy, changes to the management and structure of a mutual fund or company in which client assets are invested, and market shifts and corrections.

### **3. Reports**

You will be provided with account statements reflecting the transactions occurring in the account on at least a quarterly basis. These statements will be written or electronic depending upon what you selected when you opened the account. You will be provided with paper confirmations for each securities transaction executed in the account. You are obligated to notify us of any discrepancies in the account(s) or any concerns you have about the account(s).

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

We do not receive any economic benefit from someone who is not a client for providing investment advice or other advisory services to our clients nor do we directly or indirectly pay any compensation to another person if they refer clients to us.

## Item 15 Custody

We do not have physical custody of any accounts or assets. However, we may be deemed to have custody of your account(s) if we have the ability to deduct your quarterly fees from the custodian. You should receive at least quarterly statements from the broker-dealer or custodian that holds and maintains your investment assets. We urge you to carefully review such statements and compare this official custodial record to the account statements that we may provide to you. Our statements may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities. Please note: the account custodian does not verify the accuracy of our advisory fee calculation. If you notice any discrepancies, please contact Richard Blair.

We do not debit the client fees directly from your advisory account. Only the custodian has the authority to directly charge and debit fees from your account, which are then forwarded to us. The Custodian will provide you immediate transaction confirmations and quarterly statements, either by mail or electronically per your request. Statements will list the total value of the account at the start and end of the period and itemize all transactions and security positions. For taxable accounts, the Custodian will provide you with consolidated year-end summary statements including IRS forms 1099 and other tax-related forms, as applicable. We are not allowed to make alterations or amendments to the custodian's statement. This preserves the integrity of the Custodian's statement and provides you with an independent appraisal of the account.

## Item 16 Investment Discretion

We may receive discretionary authority from you at the beginning of an advisory relationship to select the identity and amount of securities to be bought or sold. Prior to Wealth Solutions, Inc. assuming discretionary authority over your account, you will execute an Investment Advisory Agreement, authorizing us as your attorney and agent in fact, granting us the full authority to buy, sell, or otherwise effect investment transactions involving the assets in your name found in the discretionary account. In all cases, however, this discretion is exercised in a manner consistent with your stated investment objectives for your account.

Clients who engage Wealth Solutions, Inc. on a discretionary basis may, at any time, impose restrictions, in writing, on our discretionary authority (i.e. limit the types / amounts of particular securities purchased for their account, exclude the ability to purchase securities with an inverse relationship to the market, limit or proscribe our use of margin, etc.)

When selecting securities and determining amounts, we observe the investment policies, limitations and restrictions you have set. For registered investment companies, our authority to trade securities may also be limited by certain federal securities and tax laws that require diversification of investments and favor the holding of investments once made.

## Item 17 Voting Client Securities

As a matter of firm policy and practice, we do not have any authority to and do not vote proxies on behalf of advisory clients. You retain the responsibility for receiving and voting proxies for any and all securities maintained in your portfolios. We may provide advice to you regarding your voting of proxies. We are authorized to instruct the Custodian to forward you copies of all proxies and shareholder communications relating to your account assets.

## Item 18 Financial Information

We do not solicit fees of more than \$500, per client, six months or more in advance. We are required to provide you with certain financial information or disclosures about our financial condition. We have financial commitments that could impair our ability to meet any contractual and fiduciary commitments to you, our client.

We have not been the subject of any bankruptcy proceedings.

## Item 19 Requirements for State Registered Advisers

### Firm Principals

There is one principal of Wealth Solutions, Inc., Richard Blair is President, CCO, and CIO. Mr. Blair was born in 1968. His information is as follows:

#### Part A

### Education

B.S., Business Administration	1991
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University of Houston, Houston, TX

Masters of Science in Financial Services	2016
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Institute of Business & Finance, San Diego, CA

### Business History

1993 – Present	Principal, President, and CCO at Wealth Solutions, Inc.
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#### Part B

As noted in item 10 “Other Financial Industry Activities and Affiliations” above, Mr. Blair is not affiliated with a broker-dealer. Mr. Blair is a licensed insurance agent and devotes approximately 15% of his time to this activity.

#### Part C

We do not charge a performance-based fee (fee based on a share of capital gains on, or capital appreciation of, the assets of a client) for asset management accounts.

**Part D**

Neither Wealth Solutions, Inc. nor Richard Blair has been the subject of any disciplinary actions, other than as previously disclosed in this brochure under Item 9.

**Part E**

Neither Wealth Solutions, Inc. nor Richard Blair has any relationship with any issuer of securities.

Item 1: Cover Page



# WEALTH SOLUTIONS, INC.

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Suite #300  
The Woodlands, TX 77380  
[www.wealthsolutionsria.com](http://www.wealthsolutionsria.com)  
512-600-9880

Form ADV Part 2B  
Brochure Supplement

Richard Blair

March 2025

This brochure supplement provides information about Richard Blair (CRD#: 2256412) that supplements the Wealth Solutions Inc. Firm brochure. You should have received a copy of that brochure. Please contact Richard Blair if you did not receive the Wealth Solutions Inc. Firm brochure, or if you have any questions about the contents of this supplement.

Additional information about Richard Blair is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

**Richard Blair****Item 2: Educational Background and Business Experience**

There is one principal of Wealth Solutions, Inc., Richard Blair is President, CCO, and CIO. Mr. Blair was born in 1968. His information is as follows:

***Education***

B.S., Business Administration, 1991 University of Houston, Houston, TX

Masters of Science in Financial Services, 2016 Institute of Business & Finance, San Diego, CA

***Business History***

After graduating from college, Mr. Blair immediately entered the financial services industry in 1993. He founded his own independent firm, Wealth Solutions. 1993 – Present, Principal, President, and CIO at Wealth Solutions, Inc.

***Professional Designations*** (see back page for information on these designations/certifications).

Certified Annuity Specialist® (CAS®), Certified Estate and Trust Specialist® (CES®), Certified Fund Specialist® (CFS®), Certified Income Specialist® (CIS®), Certified Tax Specialist® (CTS®), Retirement Income Certified Professional® (RICP®)

**Item 3: Disciplinary Information**

Registered Investment Advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation.

In April 2016, Arkansas initiated a Cease-and-Desist Order from further violations of Arkansas Securities Act until he is properly registered with the Department. Richard Blair was not registered with the Arkansas Securities Department as required by the Arkansas Securities Act and Rules of the Arkansas Securities commissioner and transacted business with Arkansas residents exceeding the de minimis exception. Richard Blair had six clients and the de minimis exception is five clients. The state of Arkansas disagreed with Richard Blair's assertion that two of the people were actually one household and should not be counted as two separate households.

**Item 4: Other Business Activities**

Mr. Blair is not affiliated with a broker-dealer nor has any relationship with any issuer of securities. Mr. Blair is a licensed insurance agent and receives compensation from the sale of insurance products. He devotes approximately 15% of his time to this activity.

**Item 5: Additional Compensation**

Mr. Blair is a licensed insurance agent and receives compensation from the sale of insurance products.

**Item 6: Supervision**

As the Chief Compliance Officer of Wealth Solutions Inc. Richard Blair supervises all activities of the firm. Richard Blair adheres to applicable regulatory requirements, together with all policies and procedures outlined in the firm's code of ethics and compliance manual. Richard Blair's contact information is on the cover page of this disclosure document.

### Item 7 – Requirements for State Registered Advisers

State Registered Investment Advisers are required to disclose if a supervised person has been involved in any legal or disciplinary events. Mr Blair's disciplinary information is as follows:

In October 2015, FINRA initiated a Revocation. Pursuant to FINRA Rule 8320, Richard Blair's FINRA registration was revoked for failure to pay fines and/or costs. As of October 2020, this Revocation has been rescinded.

In April 2016, Arkansas initiated a Cease-and-Desist Order from further violations of Arkansas Securities Act until he is properly registered with the Department. Richard Blair was not registered with the Arkansas Securities Department as required by the Arkansas Securities Act and Rules of the Arkansas Securities commissioner and transacted business with Arkansas residents exceeding the de minimis exception. Richard Blair had six clients and the de minimis exception is five clients. The state of Arkansas disagreed with Richard Blair's assertion that two of the people were actually one household and should not be counted as two separate households.

### Professional Certifications / Designations

A **Certified Annuity Specialist® (CAS®)** is a certified expert in fixed-rate and variable annuities. The CAS designation is issued by the Institute of Business & Finance (IBF) through a six-module self-study program and requires 30 hours of continuing education every two years. The course includes three exams and a case study administered by the Financial Industry Regulatory Authority (FINRA). According to FINRA, a candidate must complete the following requirements to obtain the CAS designation:

1. Prerequisite—a bachelor's degree or 2,000 hours of financial services work experience
2. Complete a self-study program of six modules
3. Pass three exams and a case study
4. Complete continuing education requirements of 30 hours every two years

The IBF created the designation in 2006 to focus on building financial advisors' knowledge of annuities. The certification boosts an individual's knowledge of fixed and variable annuities, as well as annuity contracts, titling options, living benefits, and litigation issues. The IBF calls the course intermediate-to-advanced and can be beneficial for financial advisors, as well as financial planners, bankers, brokers, accountants, or money managers. The course also focuses on portfolio theory, which can be useful for analyzing annuity products

A **Certified Estate and Trust Specialist® (CES®)**, is a professional services designation granted by the Institute of Business & Finance. A person with this designation is educated as to the wellbeing of individuals and businesses. The CESTM can provide basic and advanced guidance on a wide range of estate, postmortem and tax planning issues.

A **Certified Fund Specialist® (CFS®)**, is a financial industry professional certified in providing mutual funds assistance. In order to become a certified fund specialist, a certificate must be acquired from the Institute of

Business & Finance (IBF). Certified fund specialists can be accountants, bankers, brokers, money managers, personal financial advisors, and other professionals within the financial industry. In addition to holding a certificate, certified fund specialists must fulfill 30 hours of education every two years. Before taking the exam, a prospective CFS must have a bachelor's degree or 2,000 hours of work experience in the financial services industry and have completed the IBF self-study program consisting of six modules.

The **Certified Income Specialist® (CIS®)** designation program at IBF is an intermediate-to-advanced course on investment concepts, cash reserves, FDIC coverage, utilities, preferreds, bonds, and other income-oriented options that are of concern to some investors. IBF's CIS program is unique because there is a focus on taxes, academic research, real-world examples, plus investor psychology and program content is updated throughout the year to reflect new trends and studies. A (CIS®) professional is trained to develop and implement comprehensive financial strategies for individuals, businesses, and organizations to objectively assess financial status, identify potential problem areas, and recommend appropriate options.

A (CIS®) Candidate must have either a bachelor's degree or 2,000 hours of financial services work experience, complete a Self-Study Program (six modules), pass three exams and complete a case study. Continuing Education Requirements include 30 hours every two years

**Certified Tax Specialist® (CTS®)**, s financial certification by Institute of Business and Finance (IBF). CTS certification provides knowledge and strategies on how to reduce clients' tax obligations. Moreover, the certification provides guidance in taxation matters. IBF requires renewal of the certification every two years including 30 hours of continuing education to renew certification.

A **Retirement Income Certified Professional® (RICP®)** specializes in retirement income planning. The designation is given to professionals who complete the RICP training program offered by the American College of Financial Professionals. RICPs help retirees and near-retirees use the assets they have accumulated for retirement sustainably. RICP applicants must have three years' worth of business experience. Students take three courses and must pass an exam for each.