



## Item 1: Cover Page

Zaki Financial LLC

14074 Trade Center DR., Suite 124  
Fishers, IN 46038

**Form ADV Part 2A – Firm Brochure**

1-317-208-5566

3/2/2022

[WWW.ZakiFinancial.com](http://WWW.ZakiFinancial.com)

This Brochure provides information about the qualifications and business practices of Zaki Financial LLC, “ZF”. If you have any questions about the contents of this Brochure, please contact us at 317-208-5566. 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.

Zaki Financial LLC is registered as an Investment Adviser with the State of Indiana. Registration of an Investment Adviser does not imply any level of skill or training.

Additional information about ZF is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) which can be found using the firm’s identification number 297921

# Item 2: Material Changes

The following changes have been made to this version of the Disclosure Brochure:

- AUM is \$7,750,000.00 as of 1/1/2022. Please see item 4, Advisory Business, Description of Advisory Firm.
- The removal of Software-Based Financial Planning as an incentive. See item 4, Advisory Business, Financial Planning.
- The addition of CFP

## Future Changes

From time to time, we may amend this Disclosure Brochure to reflect changes in our business practices, changes in regulations and routine annual updates as required by the securities regulators. This complete Disclosure Brochure or a Summary of Material Changes shall be provided to each Client annually and if a material change occurs in the business practices of Zaki Financial.

At any time, you may view the current Disclosure Brochure on-line at the SEC's Investment Adviser Public Disclosure website at <http://www.adviserinfo.sec.gov> by searching for our firm name or by our CRD number 297921.

You may also request a copy of this Disclosure Brochure at any time, by contacting us at 317-208-5566.

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## Item 4: Advisory Business

### **Description of Advisory Firm**

Zaki Financial LLC is registered as an Investment Adviser with the State of Indiana. We were founded in June 2018. Ahmad Saltagi is the principal owner of ZF. As of December 31, 2021, ZF reports discretionary Assets Under Management of \$7,750,000.

### **Types of Advisory Services**

#### **Investment Advisory Services**

We are in the business of managing individually tailored investment portfolios. Our firm provides continuous advice to a client regarding the investment of client funds based on the individual needs of the client including his/her religious and moral values. Through personal questions of the client's risk tolerance, time horizon, and personal preferences, we develop a client's personal investment policy or an investment plan with an asset allocation target and create and manage a portfolio based on that policy and allocation targets.

Account supervision is guided by the stated objectives of the client (e.g., growth, income, or growth and income), client's religious and moral values, as well as tax considerations. Clients may impose reasonable restrictions on investing in certain securities, types of securities, or industry sectors. Fees pertaining to this service are outlined in Item 5 of this brochure.

We are contracted with third-party asset managers for portfolio management; Mclaughlin Asset management (“MAM”). MAM builds investment models and supports ZF with investment strategies based on research, experience and sound rationale. MM and ZF aim for long-term investment results. They manage client investment in model portfolios on a discretionary basis. Our review process and analysis of outside managers is further discussed in Item 8 of this Form ADV Part 2A. Fees pertaining to this service are outlined in Item 5 of this brochure.

## **Financial Planning**

We provide financial planning services on topics such as retirement planning, college savings, cash flow, debt management, and estate and incapacity planning.

Financial planning is a comprehensive evaluation of a client’s current and future financial state by using currently known variables to predict future cash flows, asset values and withdrawal plans. The key defining aspect of financial planning is that through the financial planning process, all questions, information and analysis will be considered as they affect and are affected by the entire financial and life situation of the client. Clients purchasing this service will receive a written (or an electronic) report, providing the client with a detailed financial plan designed to achieve his or her stated financial goals and objectives.

In general, the financial plan will address any or all of the following areas of concern. The client and advisor will work together to select the specific areas to cover. These areas may include, but are not limited to, the following:

- **Cash Flow and Debt Management:** We will conduct a review of your income and expenses to determine your current surplus or deficit along with advice on prioritizing how any surplus should be used or how to reduce expenses if they exceed your income. Advice may also be provided on which debts to pay off first based on factors such as the interest rate of the debt and any income tax ramifications. We may also recommend what we believe to be an appropriate cash reserve that should be considered for emergencies and other financial goals, along with a review of accounts (such as money market funds) for such reserves, plus strategies to save desired amounts.
- **College Savings:** Includes projecting the amount that will be needed to achieve college or other post-secondary education funding goals, along with advice on ways for you to save the desired amount. Recommendations as to savings strategies are included, and, if needed, we will review your financial picture as it relates to eligibility for financial aid or the best way to contribute to grandchildren (if appropriate).
- **Estate Planning:** This usually includes an analysis of your exposure to estate taxes and your current estate plan, which may include whether you have a will, powers of attorney, trusts and other related documents. Our advice also typically includes ways for you to minimize or avoid future estate taxes by implementing appropriate estate planning strategies such as the use of applicable trusts.

We always recommend that you consult with a qualified attorney when you initiate, update, or complete estate planning activities. We may provide you with contact information for attorneys who specialize in

estate planning when you wish to hire an attorney for such purposes. From time-to-time, we will participate in meetings or phone calls between you and your attorney with your approval or request.

- **Financial Goals:** We will help clients identify financial goals and develop a plan to reach them. We will identify what you plan to accomplish, what resources you will need to make it happen, how much time you will need to reach the goal, and how much you should budget for your goal.
- **Insurance:** Review of existing policies to ensure proper coverage for life, health, disability, long-term care, liability, home and automobile.
- **Investment Analysis:** This may involve developing an asset allocation strategy to meet clients' financial goals and risk tolerance, providing information on investment vehicles and strategies, reviewing employee stock options, as well as assisting you in establishing your own investment account at a selected broker/dealer or custodian. The strategies and types of investments we may recommend are further discussed in Item 8 of this brochure.
- **Retirement Planning:** Our retirement planning services typically include projections of your likelihood of achieving your financial goals, typically focusing on financial independence as the primary objective. For situations where projections show less than the desired results, we may make recommendations, including those that may impact the original projections by adjusting certain variables (e.g., working longer, saving more, spending less, taking more risk with investments).

If you are near retirement or already retired, advice may be given on appropriate distribution strategies to minimize the likelihood of running out of money or having to adversely alter spending during your retirement years.

- **Tax Planning Strategies:** Advice may include ways to minimize current and future income taxes as a part of your overall financial planning picture. For example, we may make recommendations on which type of account(s) or specific investments should be owned based in part on their "tax efficiency," with consideration that there is always a possibility of future changes to federal, state or local tax laws and rates that may impact your situation. We recommend that you consult with a qualified tax professional before initiating any tax planning strategy, and we may provide you with contact information for accountants or attorneys who specialize in this area if you wish to hire someone for such purposes. We will participate in meetings or phone calls between you and your tax professional with your approval.

### **Comprehensive Financial Planning**

This service involves working one-on-one with a planner. By paying an initial retainer, clients get access to a planner who will work with them to design their plan. If a continuous plan is chosen, the planner will monitor the plan, recommend any changes and ensure the plan is up to date.

Upon desiring a comprehensive plan, a client will be taken through establishing their goals and values around money. They will be required to provide information to help complete the following areas of analysis: net worth, cash flow, insurance, credit scores/reports, employee benefit, retirement planning, insurance, investments, college planning and estate planning. Once the client’s information is reviewed, their plan will be built and analyzed, and then the findings, analysis and potential changes to their current situation will be reviewed with the client. Clients will receive a written (or an electronic report), providing the client with a detailed financial plan designed to achieve his or her stated financial goals and objectives. If a follow up meeting is required, we will meet at the client's convenience. If a continuous plan is chosen, the plan and the client’s financial situation and goals will be monitored throughout the year, follow-up phone calls and emails will be made to the client to confirm that any agreed upon action steps have been carried out, on an annual basis there will be a full review of this plan to ensure its accuracy and ongoing appropriateness and any needed updates will be implemented at that time.

**Client Tailored Services and Client Imposed Restrictions**

We offer the same suite of services to all of our clients. However, specific client financial plans and their implementation are dependent upon the client Investment Policy Statement which outlines each client’s current situation (income, tax levels, and risk tolerance levels) and is used to construct a client specific plan to aid in the selection of a portfolio that matches restrictions, needs, and targets.

**Wrap Fee Programs**

We do not participate in wrap fee programs.

# Item 5: Fees and Compensation

Please note, unless a client has received the firm’s disclosure brochure at least 48 hours prior to signing the investment advisory contract, the investment advisory contract may be terminated by the client within five (5) business days of signing the contract without incurring any advisory fees. How we are paid depends on the type of advisory service we are performing. Please review the fee and compensation information below.

**Investment Management Services**

Our standard advisory fee is based on the market value of the assets under management and is calculated as follows:

Account Value	Annual Advisory Fee
Asset Under Management (AUM)	0.90%

The annual fees are prorated and paid in arrears on a quarterly basis. The advisory fee is calculated by assessing the percentage rates using the above chart, and applying the fee to the account value as of the last day of the previous quarter. resulting in a combined weighted fee. For example, an account valued at \$1,000,000 would pay an effective fee of 0.90% with the annual fee of \$9,000.00. The quarterly fee is determined by dividing the

annual fee by 4. No increase in the annual fee shall be effective without agreement from the client by signing a new agreement or amendment to their current advisory agreement.

Advisory fees are directly debited from client accounts, or the client may choose to pay by check. MAM will debit the client's account for both the MAM's fee, and ZF's advisory fee, and will remit ZF's fee to ZF. Please note, the above fee schedule does include the MAM's fee. No increase in the annual fee shall be effective without agreement from the client by signing a new agreement or amendment to their current advisory agreement.

Accounts initiated or terminated during a calendar quarter will be charged a prorated fee based on the amount of time remaining in the billing period. An account may be terminated with written notice at least 30 calendar days in advance. Upon termination of the account, any unearned fee will be refunded to the client. Since fees are paid in arrears, no rebate will be needed upon termination of the account.

### **Comprehensive Financial Planning**

Comprehensive Financial Planning consists of an initial plan preparation and a continuous monitoring.

#### **Financial Planning Fixed Fee**

Financial Planning can be offered on a fixed fee basis. The fixed fee will be agreed upon before the start of any work. The fixed fee can range between \$2,500.00 and \$5,000.00. The fee is negotiable. If a fixed fee program is chosen, half of the fee is due at the beginning of the process and the remainder is due at completion of work, however, ZF will not bill an amount above \$500.00 more than 6 months in advance. Continuous monitoring cost is \$250.00 per month. Fees for this service may be paid by electronic funds transfer or check. Upon termination, the half of the fee that is due up front will be non-refundable, and no further fees will be charged.

#### **Financial Planning Hourly Fee**

Financial Planning fee is an hourly rate between \$120 and \$150 per hour, depending on complexity. The fee may be negotiable in certain cases. Fifteen hourly rate is due at the beginning of the process and the remainder is due at completion of work. In the event of early termination by a client, only fees for the hours already worked will be due and if the hours worked are less than 15, a refund will be given. Fees for this service may be paid by electronic funds transfer or check.

#### **Other Types of Fees and Expenses**

Our fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which may be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, and other third parties such as 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 fund and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus. Such charges, fees and commissions are exclusive of and in addition to our fee, and we shall not receive any portion of these commissions, fees, and costs.

Item 12 further describes the factors that we consider in selecting or recommending broker-dealers for client's transactions and determining the reasonableness of their compensation (e.g., commissions).

We do not accept compensation for the sale of securities or other investment products including asset-based sales charges or service fees from the sale of mutual funds.

## Item 6: Performance-Based Fees and Side-By-Side Management

We do not offer or charge performance-based fees.

## Item 7: Types of Clients

We provide financial planning and portfolio management services to individuals, pool investment vehicles, charitable organizations, corporations or other businesses.

Our minimum account size requirement is based on the diversification desired by the client. A very well diversified household Separately Managed Account may require the purchase of multiple equities (some are expensive and cost close to \$2,000 per stock) and may require \$50,000.

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

ZF's and MAM's primary method of investment analysis is fundamental, but we also may use technical, cyclical and charting analysis.

**Fundamental analysis** involves analyzing individual companies and their industry groups, such as a company's financial statements, details regarding the company's product line, the experience, and expertise of the company's management, and the outlook for the company's industry. The resulting data is used to measure the true value of the company's stock compared to the current market value. The risk of fundamental analysis is that information obtained may be incorrect and the analysis may not provide an accurate estimate of earnings, which may be the basis for a stock's value. If securities prices adjust rapidly to new information, utilizing fundamental analysis may not result in favorable performance.

**Technical analysis** involves using chart patterns, momentum, volume, and relative strength in an effort to pick sectors that may outperform market indices. However, there is no assurance of accurate forecasts or that trends will develop in the markets we follow. In the past, there have been periods without discernible trends and similar periods will presumably occur in the future. Even where major trends develop, outside factors like government intervention could potentially shorten them.

Furthermore, one limitation of technical analysis is that it requires price movement data, which can translate into price trends sufficient to dictate a market entry or exit decision. In a trendless or erratic market, a technical method may fail to identify trends requiring action. In addition, technical methods may overreact to minor price movements, establishing positions contrary to overall price trends, which may result in losses. Finally, a technical

trading method may under perform other trading methods when fundamental factors dominate price moves within a given market.

**Cyclical analysis** is a type of technical analysis that involves evaluating recurring price patterns and trends based upon business cycles. Economic/business cycles may not be predictable and may have many fluctuations between long term expansions and contractions. The lengths of economic cycles may be difficult to predict with accuracy and therefore the risk of cyclical analysis is the difficulty in predicting economic trends and consequently the changing value of securities that would be affected by these changing trends.

**Charting analysis** involves the gathering and processing of price and volume information for a particular security. This price and volume information is analyzed using mathematical equations. The resulting data is then applied to graphing charts, which is used to predict future price movements based on price patterns and trends. Charts may not accurately predict future price movements. Current prices of securities may not reflect all information about the security and day-to-day changes in market prices of securities may follow random patterns and may not be predictable with any reliable degree of accuracy.

ZF analysis of MAM involves the examination of the experience, expertise, investment philosophies, and past performance in an attempt to determine if that manager has demonstrated an ability to invest over a period of time and in different economic conditions. A risk of investing with an outside manager who has been successful in the past is that he/she may not be able to replicate that success in the future. Moreover, as we do not control the manager's daily business and compliance operations, we may be unaware of the lack of internal controls necessary to prevent business, regulatory or reputational deficiencies.

### **Passive & active Investment Management**

ZF primarily practices active investment management. ZF hired MAM to build investment model funds and actively manage those funds. Active management involves a single manager or managers who employ some method, strategy or technique to construct a portfolio that is intended to generate returns that are greater than the broader market or a designated benchmark.

### **Material Risks Involved**

**All investing strategies we offer involve risk and may result in a loss of your original investment which you should be prepared to bear.** Many of these risks apply equally to stocks, bonds, commodities and any other investment or security. Material risks associated with our investment strategies are listed below.

**Market Risk:** Market risk involves the possibility that an investment's current market value will fall because of a general market decline, reducing the value of the investment regardless of the operational success of the issuer's operations or its financial condition.

**Strategy Risk:** The Adviser's investment strategies and/or investment techniques may not work as intended.

**Small and Medium Cap Company Risk:** Securities of companies with small and medium market capitalizations are often more volatile and less liquid than investments in larger companies. Small and medium cap companies may face a greater risk of business failure, which could increase the volatility of the client's portfolio.

**Turnover Risk:** At times, the strategy may have a portfolio turnover rate that is higher than other strategies. A high portfolio turnover would result in correspondingly greater brokerage commission expenses and may result

in the distribution of additional capital gains for tax purposes. These factors may negatively affect the account's performance.

**Limited markets:** Certain securities may be less liquid (harder to sell or buy) and their prices may at times be more volatile than at other times. Under certain market conditions we may be unable to sell or liquidate investments at prices we consider reasonable or favorable, or find buyers at any price.

**Concentration Risk:** Certain investment strategies focus on particular asset-classes, industries, sectors or types of investment. From time to time these strategies may be subject to greater risks of adverse developments in such areas of focus than a strategy that is more broadly diversified across a wider variety of investments.

**Interest Rate Risk:** Bond (fixed income) prices generally fall when interest rates rise, and the value may fall below par value or the principal investment. The opposite is also generally true: bond prices generally rise when interest rates fall. In general, fixed income securities with longer maturities are more sensitive to these price changes. Most other investments are also sensitive to the level and direction of interest rates.

**Legal or Legislative Risk:** Legislative changes or Court rulings may impact the value of investments, or the securities' claim on the issuer's assets and finances.

**Inflation:** Inflation may erode the buying-power of your investment portfolio, even if the dollar value of your investments remains the same.

**Common stocks** may go up and down in price quite dramatically, and in the event of an issuer's bankruptcy or restructuring could lose all value. A slower-growth or recessionary economic environment could have an adverse effect on the price of all stocks.

## Item 9: Disciplinary Information

### **Criminal or Civil Actions**

ZF and its management have not been involved in any criminal or civil action.

### **Administrative Enforcement Proceedings**

ZF and its management have not been involved in administrative enforcement proceedings.

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

ZF and its management have not been involved in legal or disciplinary events that are material to a client's or prospective client's evaluation of ZF or the integrity of its management.

# Item 10: Other Financial Industry Activities and Affiliations

No ZF employee is registered, or has an application pending to register, as a broker-dealer or a registered representative of a broker-dealer.

No ZF employee is registered, or has an application pending to register, as a futures commission merchant, commodity pool operator or a commodity trading advisor.

ZF does not have any related parties. As a result, we do not have a relationship with any related parties.

ZF only receives compensation directly from clients. We do not receive compensation from any outside source. We do not have any conflicts of interest with any outside party.

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

As a fiduciary, our firm and its associates have a duty of utmost good faith to act solely in the best interests of each client. Our clients entrust us with their funds and personal information, which in turn places a high standard on our conduct and integrity. Our fiduciary duty is a core aspect of our Code of Ethics and represents the expected basis of all of our dealings. The firm also adheres to the Code of Ethics and Professional Responsibility adopted by the CFP® Board of Standards Inc., and accepts the obligation not only to comply with the mandates and requirements of all applicable laws and regulations but also to take responsibility to act in an ethical and professionally responsible manner in all professional services and activities.

Although ZF adheres to the CFP® Board of Standards, Ahmad Saltagi does not hold the CFP® designation yet but he is a CFP® candidate and expected to be a CFP® certified within three months.

## **Code of Ethics Description**

This code does not attempt to identify all possible conflicts of interest, and literal compliance with each of its specific provisions will not shield associated persons from liability for personal trading or other conduct that violates a fiduciary duty to advisory clients. A summary of the Code of Ethics' Principles is outlined below.

- Integrity - Associated persons shall offer and provide professional services with integrity.
- Objectivity - Associated persons shall be objective in providing professional services to clients.
- Competence - Associated persons shall provide services to clients competently and maintain the necessary knowledge and skill to continue to do so in those areas in which they are engaged.

- Fairness - Associated persons shall perform professional services in a manner that is fair and reasonable to clients, principals, partners, and employers, and shall disclose conflict(s) of interest in providing such services.
- Confidentiality - Associated persons shall not disclose confidential client information without the specific consent of the client unless in response to proper legal process, or as required by law.
- Professionalism - Associated persons' conduct in all matters shall reflect credit of the profession.
- Diligence - Associated persons shall act diligently in providing professional services.

We periodically review and amend our Code of Ethics to ensure that it remains current, and we require all firm access persons to attest to their understanding of and adherence to the Code of Ethics at least annually. Our firm will provide a copy of its Code of Ethics to any client or prospective client upon request.

### **Investment Recommendations Involving a Material Financial Interest and Conflicts of Interest**

Neither our firm, its associates or any related person is authorized to recommend to a client, or effect a transaction for a client, involving any security in which our firm or a related person has a material financial interest, such as in the capacity as an underwriter, adviser to the issuer, etc.

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

Our firm and its "related persons" may buy or sell securities similar to, or different from, those we recommend to clients for their accounts. In an effort to reduce or eliminate certain conflicts of interest involving the firm or personal trading, our policy may require that we restrict or prohibit associates' transactions in specific reportable securities transactions. Any exceptions or trading pre-clearance must be approved by the firm principal in advance of the transaction in an account, and we maintain the required personal securities transaction records per regulation.

### **Trading Securities At/Around the Same Time as Client's Securities**

From time to time, our firm or its "related persons" may buy or sell securities for themselves at or around the same time as clients. This will usually occur when utilizing block trading a security or securities across client accounts and our firm or "related person" is included in the block trade. See below in Item 12 under "Aggregating (Block) Trading for Multiple Client Accounts" for details on our block trading practices.

## **Item 12: Brokerage Practices**

### **Factors Used to Select Custodians and/or Broker-Dealers**

ZF does not have any affiliation with Broker-Dealers. Specific custodian recommendations are made to clients based on their need for such services. We recommend custodians based on the reputation and services provided by the firm.

#### **1. Research and Other Soft-Dollar Benefits**

We currently do not receive soft dollar benefits.

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

We receive no referrals from a broker-dealer or third party in exchange for using that broker-dealer or third party.

## **3. Clients Directing Which Broker/Dealer/Custodian to Use**

Because we are only able to contract with Charles Schwab and TD Ameritrade at this time, we do recommend specific custodians for clients to use. The custodians we chose are market leaders and trusted by the public. ZF does not accept any referral fee.

## **The Custodians and Brokers We Use (TD Ameritrade and Charles Schwab)**

ZF participates in TD Ameritrade's and Charles Schwab's institutional customer program. ZF receives economic benefits through its participation in the program that are typically not available to TD Ameritrade or Charles Schwab retail investors. There is no direct link between ZF's participation in the program and the investment advice it gives to its clients. Participation in the program does not depend on the amount of brokerage transactions directed to TD Ameritrade or Charles Schwab. As part of its fiduciary duties to clients, ZF endeavors at all times to put the interests of its clients first.

## **Aggregating (Block) Trading for Multiple Client Accounts**

Generally, we combine multiple orders for shares of the same securities purchased for advisory accounts we manage (this practice is commonly referred to as "block trading"). We will then distribute a portion of the shares to participating accounts in a fair and equitable manner. The distribution of the shares purchased is typically proportionate to the size of the account, but it is not based on account performance or the amount or structure of management fees. Subject to our discretion, regarding particular circumstances and market conditions, when we combine orders, each participating account pays an average price per share for all transactions and pays a proportionate share of all transaction costs. Accounts owned by our firm or persons associated with our firm may participate in block trading with your accounts; however, they will not be given preferential treatment.

# **Item 13: Review of Accounts**

Ahmad Saltagi, President and CCO of ZF (or a Certified Financial Planner hired by ZF) will work with clients to obtain current information regarding their assets and investment holdings and will review this information as part of our financial planning services. ZF does not provide specific reports to clients, other than financial plans.

Clients will receive trade confirmation from the Custodian for each transaction in their accounts as well as quarterly statements and annual tax reporting statements showing all activity in the accounts, such as receipt of dividends and interest.

ZF will not provide written reports to Investment Management clients.

## Item 14: Client Referrals and Other Compensation

We do not receive any economic benefit, directly or indirectly, from any third party for advice rendered to our clients. Nor do we, directly or indirectly, compensate any person who is not advisory personnel for client referrals.

## Item 15: Custody

ZF does not accept custody of client funds except in the instance of withdrawing client fees.

For client accounts in which ZF directly debits their advisory fee:

- i. The custodian will send at least quarterly statements to the client showing all disbursements for the account, including the amount of the advisory fee.
- ii. The client will provide written authorization to ZF, permitting them to be paid directly for their accounts held by the custodian.

Clients should receive at least quarterly statements from the Custodian that holds and maintains client's investment assets. We urge you to carefully review such statements and compare such official custodial records to the account statements or reports that we may provide to you. Our statements or reports may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

## Item 16: Investment Discretion

For those client accounts where ZF or MAM provide investment management services, ZF and MAM maintain discretion over client accounts with respect to securities to be bought and sold and the amount of securities to be bought and sold. Investment discretion is explained to clients in detail when an advisory relationship has commenced. At the start of the advisory relationship, the client will execute a Limited Power of Attorney, which will grant our firm discretion over the account. Additionally, the discretionary relationship will be outlined in the advisory contract and signed by the client.

## Item 17: Voting Client Securities

We may vote for Client proxies if Client permits us to do so. If not permitted, Clients maintain exclusive responsibility for: (1) voting proxies, and (2) acting on corporate actions pertaining to the Client's investment assets. The Client shall instruct the Client's qualified custodian to forward to the Client copies of all proxies and

shareholder communications relating to the Client's investment assets. If the client would like our opinion on a particular proxy vote, they may contact us at the number listed on the cover of this brochure.

In most cases, you will receive proxy materials directly from the account custodian. However, if we do not have the permission to vote proxy and in the event we were to receive any written or electronic proxy materials, we would forward them directly to you by mail, unless you have authorized our firm to contact you by electronic mail, in which case, we would forward you any electronic solicitation to vote proxies.

## Item 18: Financial Information

Registered Investment Advisers are required in this Item to provide you with certain financial information or disclosures about our financial condition. We have no financial commitment that impairs our ability to meet contractual and fiduciary commitments to clients, and we have not been the subject of a bankruptcy proceeding.

We do not have custody of client funds or securities or require or solicit prepayment of more than \$500 in fees per client six months in advance.

## Item 19: Requirements for State-Registered Advisers

### **Ahmad Saltagi**

Born: 1968

### **Educational Background**

- 2019: Active Portfolio Management, Harvard University
- 2018-Ongoing: Certified Financial Planner, Executive education, Butler University
- 2019: Active Portfolio Management, Harvard University
- 2005, 2015: American Board of Critical Care Medicine
- 2004, 2014: American Board of Pulmonary Medicine
- 2005: American Board of Sleep Medicine
- 1997, 2007, 2017: American Board of Internal Medicine
- 1991: MD, University of Damascus

### **Business Experience**

- 06/2018 – Present, Zaki Financial, President and CCO
- 07/2005 – Ongoing, Indiana Internal Medicine, Attending Physician

### **Professional Designations, Licensing & Exams**

- Registered Investment Advisor: Ahmad Saltagi has passed the financial advisor exam (series 65) in 6/2018 to become afterward licensed in Indiana as a registered financial advisor,
- Ahmad Saltagi has also completed studying “Active Portfolio Management” in 2019 at Harvard University.
- Ahmad Saltagi has completed the Certified Financial Planner program at Butler Executive Education at Butler University in Indianapolis and passed the CFP® board exam. He is almost done with the required experience hours to become a Certified Financial Planner.

### **Other Business Activities**

Ahmad Saltagi is currently employed as physician for Indiana Internal Medicine. This activity accounts for approximately 50% of his time.

### **Performance Based Fees**

ZF is not compensated by performance-based fees.

### **Material Disciplinary Disclosures**

No management person at Zaki Financial LLC has ever been involved in an arbitration claim of any kind or been found liable in a civil, self-regulatory organization, or administrative proceeding.

### **Material Relationships That Management Persons Have With Issuers of Securities**

Zaki Financial LLC, nor Ahmad Saltagi, have any relationship or arrangement with issuers of securities.

### **Additional Compensation**

Ahmad Saltagi does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through ZF.

### **Supervision**

Ahmad Saltagi, as President and Chief Compliance Officer of ZF, is responsible for supervision. He may be contacted at the phone number on this brochure supplement.

### **Requirements for State Registered Advisers**

Ahmad Saltagi has NOT been involved in an arbitration, civil proceeding, self-regulatory proceeding, administrative proceeding, or a bankruptcy petition.

## Zaki Financial LLC

14074 Trade Center Dr., Suite 124

Fishers, IN 46038

1-317-208-5566

3/2/2022

### **Form ADV Part 2B – Brochure Supplement**

*For*

**Ahmad Saltagi [Individual CRD#6990973]**

President, and Chief Compliance Officer

This brochure supplement provides information about Ahmad Saltagi that supplements the Zaki Financial LLC (“ZF”) brochure. A copy of that brochure precedes this supplement. Please contact Ahmad Saltagi if the ZF brochure is not included with this supplement or if you have any questions about the contents of this supplement.

Additional information about Ahmad Saltagi is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) which can be found using the identification number 6990973.

# Item 2: Educational Background and Business Experience

## Ahmad Saltagi

Born: 1968

### Educational Background

- 2021: CFP candidate (passed CFP exam and working to finish experience hours)
- 2018-2021: Certified Financial Planner, Executive education, Butler University
- 2019: Active Portfolio Management, Harvard University
- 2005, 2015: American Board of Critical Care Medicine
- 2004, 2014: American Board of Pulmonary Medicine
- 2005: American Board of Sleep Medicine
- 1997, 2007, 2017: American Board of Internal Medicine
- 1991: MD, University of Damascus

### Business Experience

- 06/2018 – Present, Zaki Financial, President and CCO
- 07/2005 – Ongoing, Indiana Internal Medicine, Attending Physician

### Professional Designations, Licensing & Exams

- Registered Investment Advisor: Ahmad Saltagi has passed the financial advisor exam (series 65) in 6/2018 to become afterward licensed in Indiana as a registered financial advisor,
- Ahmad Saltagi has completed studying “Active Portfolio Management” in 2019 at Harvard University.
- Ahmad Saltagi has completed the Certified Financial Planner program at Butler Executive Education at Butler University in Indianapolis.

# Item 3: Disciplinary Information

No management person at Zaki Financial LLC has ever been involved in an arbitration claim of any kind or been found liable in a civil, self-regulatory organization, or administrative proceeding.

## Item 4: Other Business Activities

Ahmad Saltagi is currently employed as physician for Indiana Internal Medicine. This activity accounts for approximately 50% of his time.

## Item 5: Additional Compensation

Ahmad Saltagi does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through ZF.

## Item 6: Supervision

Ahmad Saltagi, as President and Chief Compliance Officer of ZF, is responsible for supervision. He may be contacted at the phone number on this brochure supplement.

## Item 7: Requirements for State Registered Advisers

Ahmad Saltagi has NOT been involved in an arbitration, civil proceeding, self-regulatory proceeding, administrative proceeding, or a bankruptcy petition.