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Form ADV Part 2A – Firm Brochure Dated February 24, 2020

This Brochure provides information about the qualifications and business practices of MEL Consulting Co, "MEL & CO". If you have any questions about the contents of this Brochure, please contact us at (443) 690-8376. 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. MEL Consulting Co. is registered as an Investment Adviser with the State of Illinois. Registration of an Investment Adviser does not imply any level of skill or training. Additional information about MEL& CO. is available on the SEC's website at www.adviserinfo.sec.gov which can be found using the firm's identification number 307834.

Item 2: Material Changes

This section describes the material changes since the last filing to MEL Consulting Co. Form ADV Part 2A. Since this is the Firm's first filing, there is nothing to report at this time. In the future, any material changes made during the year will be reported here.

Commented [1]: Use this language if this is the initial filing of the ADV (Initial Firm Registration).

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Description of Advisory Firm

MEL Consulting Co. is registered as an Investment Adviser with Illinois that was formed as a Corporation on March 28, 2017. Melanie A. Husk, AAMS®, AWMA® is the principal owner of MEL Consulting Co. d/b/a MEL & CO. At this time, MEL & CO. reports \$0 in discretionary assets and \$0 non-discretionary under management.

Types of Advisory Services

Investment Advisory Services

We are in the business of managing individually tailored investment portfolios for our clients and will maintain full discretionary authority for trading on behalf of them. TD Ameritrade Institutional will act as our custodian. Our firm provides continuous advice to a client regarding the investment of client funds based on the individual needs of the client. Through personal discussions in which goals and objectives based on a client's particular circumstances are established, 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 target. During our data-gathering process, we uncover how the client grew up with money, what their relationship with money is today, and determine the client's individual objectives, time horizons, risk tolerance, and liquidity needs. We may also review and discuss a client's prior investment history, as well as family composition and background. Account supervision is guided by the stated objectives of the client (i.e., maximum capital appreciation, growth, income, or growth and income), 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.

Use of Third Party Managers, Outside Managers, or Sub-Advisors (TAMPs)

- We do not offer investment advisory services through use of third-party money managers ("Outside Managers") for portfolio management services

Comprehensive Financial Planning

This service involves engaging one-on-one with a financial planner through a long-term, ongoing professional relationship. By paying fixed fees, clients get continuous access to a planner who will work with them to first design their comprehensive financial plan, and then provide assistance in

implementing the plan over time. The planner will also monitor the plan and recommend any changes to ensure the plan stays up to date.

As part of this service, the client will establish their goals and values around money with assistance from a planner. MEL & Co. will help the client stay clear on these goals and establish a plan to achieve them by optimizing their budget and savings. A client will be asked to provide information to help complete the following areas of analysis: net worth, cash flow, insurance, credit scores/reports/cards, employee benefits, retirement planning, insurance, investments, business planning & consulting, college planning and/or estate planning. A client will also be responsible for reviewing the plan recommendations and implementing the recommendations as they see fit, with assistance from MEL & Co.

Once the client provides necessary data and information, a planner will review and analyze the data and prepare a comprehensive plan. The plan will be provided to the client at a 60-90-minute plan delivery meeting where recommendations, action items, and a suggested implementation calendar will be provided. At that time a hard copy and/or electronic copy of the plan will be provided to the client.

Once the plan has been discussed, MEL & CO. will assist the client with updating progress, implementation and monitoring of the plan throughout the year. Included with this implementation process is scenario analysis on financial choices that may arise. As needed, the planner will update the financial plan if the client's needs, circumstances or goals change. The plan will be monitored throughout the year and follow-up phone calls or emails will be made to the client at least quarterly to review any changes, assist with implementation, and confirm that any agreed upon action steps have been carried out. This service includes a suggested asset allocation for retirement and other accounts as part of the initial comprehensive financial plan, but does not include assistance with opening such accounts or in-depth monitoring of those accounts. However, for more in depth investment management services, such as setting up accounts, ongoing monitoring, reporting, rebalancing, and tax planning, see Investment Advisory Services above.

Additionally, as part of the ongoing implementation service, the planner will provide referrals to other professionals to assist with implementation as needed (such as tax, legal and insurance professionals) and provide access to resources, reminders and educational materials throughout the year. On an annual basis there will be a full review of the financial plan to ensure its accuracy and ongoing appropriateness and to updated action steps. In general, the comprehensive financial plan and ongoing implementation/support will address some or all of the following areas of concern. The client and advisor will work together to select the specific areas to cover and in what order they will be addressed throughout the year. These areas may include, but are not limited to, the following:

- **Business Planning:** We provide consulting services for clients who currently operate their own business, are considering starting a business, or are planning for an exit from their current business. Under this type of engagement, we work with you to assess your current situation, identify your objectives, educate you on potential options for financing and cash flow strategies, and develop a plan aimed at achieving your goals.

- **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.
- **Compensation:** We will review your compensation sources such as salary, bonus, employee stock ownership plans (ESOP), employee stock purchase plans (ESPP), restricted stock units (RSUs), stock options, carried interest, and other deferred compensation and help you understand, track, plan, and benchmark your compensation sources.
- **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).
- **Employee Benefits Optimization:** We will provide review and analysis as to whether you, as an employee, are taking the maximum advantage possible of your employee benefits. If you are a business owner, we will consider and/or recommend the various benefit programs that can be structured to meet both business and personal retirement goals.
- **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. We may 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. We may provide you with contact information for insurance brokers, as needed, who can assist with coverage changes and

policy recommendations. We may participate in meetings or phone calls between you and your insurance brokers with your approval.

- **Investment Analysis:** This may involve developing an asset allocation strategy to meet clients' financial goals and risk tolerance, and providing information on investment vehicles and strategies. 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). 8 If you are near retirement or already retired, advice will 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.
- **Risk Management:** A risk management review includes an analysis of your exposure to major risks that could have a significantly adverse effect on your financial picture, such as premature death, disability, property and casualty losses, or the need for long-term care planning. Advice may be provided on ways to minimize such risks and about weighing the costs of purchasing insurance versus the benefits of doing so and, likewise, the potential cost of not purchasing insurance ("self-insuring").
- **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 affect 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 may participate in meetings or phone calls between you and your tax professional with your approval.

Mini Financial Planning Sessions

If a client is not ready to work through a comprehensive plan, this is a great option for jumpstarting immediate action on a pressing financial issue. With this service, a client will have access to a financial planner for one 60-90-minute session via phone or web conference. During this session a planner will answer your questions and give you peace of mind related to a specific financial topic. Ala carte financial planning services includes cash flow and debt management, college savings, employee benefits optimization, financial goals, insurance review, and investment analysis. For example, a client may be

interested in learning how to pay themselves first and want to create a savings strategy around building an emergency fund and down payment for a house.

In follow-up the planner will provide a summary of recommendations via email. This service does not provide you with access to implementation help or scenario analysis should your situation change. If you desire additional help with other topics or with implementation, you may book another mini-financial planning session.

By paying a fixed monthly or flat fee, Clients get to work with a planner who will work with them to develop and implement their plan. The planner will monitor the plan, recommend any changes and ensure the plan is up to date.

Employee Benefit Plan Services

Our firm does not provide employee benefit plan services.

Seminars and Public Speaking Engagements

Melanie A. Husk, AAMS®, AWMA® offers public speaking services on a variety of topics related to personal and business financial planning. Seminars may be arranged by organizations, companies and individuals and can be tailored to meet the needs of the client. The content of these seminars will vary depending upon the needs of the attendees. These seminars are purely educational in nature and do not involve the sale of any investment products. Information presented will not be based on any individual's person's need, nor does MEL & Co. provide individualized investment advice to attendees during these seminars.

An example of an educational workshop is 'Achieving Financial Independence for Women' program, a 6-month comprehensive program that is personally designed to empower bad a\$\$ professionals to take control of most aspects concerning of their money. You'll be educated with other like-minded ladies who share your concerns and want to celebrate victories. In addition, you'll get to socialize, network, and prospect for new business.

Build a Strong Financial Foundation

- Pay down debt and student loans
- Increase savings
- Improve credit score and analyze credit reports
- Monitor what \$ is coming in and going out
- Record what you own and what you owe
- Prepare for life events and surprises
- Keep more fees and taxes in your pockets
- Understand how markets & investments work
- Plan for your retirement
- Protect your loved ones, yourself & property
- Learn what you don't know or are afraid to ask

Commented [2]: Sample Pension and Profit sharing Plan Language.

Providing advice and accountability on all aspects of your financial plan:

- 1 hr. one-on-one initial consult
- (6) Educational lessons for up to 10 gals * (6) 30 min. homework follow up calls
- Guidance from top women experts
- 1 hr. one-on-one wrap-up session
- Monthly networking
- Graduation celebration

Another MEL & CO. offering is the Financial Wellness Program. This informative, employee benefit program is for employers who wish to attract top talent as well as to retain and empower their existing employees. What makes it unique, is that I provide financial planning services combined with homework to help them accomplish their goals which can be customized to complement existing H.R. benefits. Gain increased productivity and happier employees! Fees start at \$2,500 and include: Group workshops, checklists, financial templates, and 30- minute follow-up meetings with individual employees.

The last educational seminar offered is 'Achieving Financial Independence For (Couples, Suddenly Singes, GenXY professionals) Bootcamp. Life throws us curve balls. Are you prepared? This 2-day, comprehensive financial program is personally designed to empower YOU to take control of most aspects concerning your own money. You'll be educated by subject matter experts and joined by other like-minded professionals who share your concerns and want to celebrate victories. Upon completion, you will have the tools and knowledge to help get your financial house in order.

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 a client's current needs and situation (income, tax levels, and risk tolerance levels). These variables are used to construct a personalized, client-specific plan and/or portfolio(s) that matches restrictions, needs, and targets.

Wrap Fee Programs

We do not participate in wrap free programs.

Item 5: Fees and Compensation

In Illinois, 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 Advisory Services Provided by MEL Consulting Co.

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
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\$0 - \$100,000	1.50%
\$100,001 - \$250,000	1.25%
\$500,001 - \$1,000,000	1.0%
\$1,000,000 and Above	0.75%

The annual fees are negotiable and are pro-rated and paid in arrears on a quarterly basis. The advisory fee is a tiered fee and is calculated by assessing the percentage rates using the predefined levels of assets as shown in the above chart and applying the fee to the account value as of the last day of the previous quarter. 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.

Commented [3]:

Advisory fees are directly debited from Client accounts, or the Client may choose to pay by check. Accounts initiated or terminated during a calendar quarter will be charged a pro-rated fee based on the amount of time remaining in the billing period. An account may be terminated with written notice at least 15 calendar days in advance. Since fees are paid in arrears, no refund will be needed upon termination of the account.

Commented [4]: Update your termination period here.

Comprehensive Financial Planning

The adviser will offer Comprehensive Financial Planning for a total fee of \$3,300. An upfront charge of a \$1,500 will be charged with the remainder of the fee being a paid monthly, in advance, at the rate of a \$150. The fee may be negotiable in certain cases. Fees for this service may be paid by electronic funds transfer or check. Cash may not be accepted. This service may be terminated with 30 days' notice. Upon termination of any agreement, the fee will be retained by MEL & Co. for that month. No refunds will be provided to the client.

Commented [5]: Change this as needed. Credit card payments, and use of Advice Pay constitute payment by "electronic funds transfer". Cash may not be accepted.

The upfront portion of the Comprehensive Financial Planning fee is for Client onboarding, data gathering, and setting the basis for the financial plan. This work will commence immediately after the fee is paid, and will be completed within the first 30 days of the date the fee is paid. Therefore, the upfront portion of the fee will not be paid more than 6 months in advance.

Investment advisers have a financial fiduciary responsibility to their clients. During the 12-month period in which the remainder of the fee will be collected, MEL & CO. will review and provide ongoing advice to client and be available as needed by clients' and their circumstances.

Financial Planning Fixed Fee

Financial Planning will generally be offered on a fixed fee basis and does not include investment management. The fixed fee will be agreed upon before the start of any work. The fixed fee can range between a fixed \$1,500 and \$5,000 fee. 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, MEL & Co. will not bill an amount above \$500.00 more than 6 months in advance. Fees for this service may be paid by electronic funds transfer or check. In the event of early termination by the Client, any prepaid but unearned fees will be not be refunded to the Client and any completed deliverables of the project will be provided to the Client and no further fees will be charged.

Commented [6]: Change this as needed. Credit card payments, and use of Advice Pay constitute payment by "electronic funds transfer". Cash may not be accepted.

MEL Consulting Co.'s fixed financial planning fee schedule is as follows:

Level One- \$1,500/1 yr.

Client Service

- One or two face-to-face meetings
- Up to 2 additional video call meetings
- Phone discussions and email communication
- Review investment statements from outside vendors
- Monthly e-newsletter

Written Reports

- Follow-Up notes from conversations
- Cash flow and net worth statements
- 'Pay Yourself' strategy
- RightCapital personal household financial plan

Most Appropriate for Single Clients:

- With investment portfolios less than \$150,000
- Who want no on-going financial goal planning advice
- Who want little investment counseling

Level Two- \$3,000/1 yr.

Client Service

- Maximum 4 face-to-face meetings
- Up to 4 additional video call meetings
- Phone discussions and email communications
- Review of outside investment account statements
- Monthly e-newsletter
- Account establishment and consolidation advice
- Recommendations on liquidations and transfers

Written Reports

- Follow-Up notes from conversations
- Cash flow and net worth statements
- 'Pay Yourself First' strategy
- RightCapital Personal household financial plan
- Asset allocation recommendations

Most Appropriate for Clients in a Relationship

- Dual-income couples looking to coordinate a household game plan
- With children under the age of 18
- Responsible for taking care of a dependent like a parent
- With investment portfolios with less than \$150,000-\$300,000

Level Three- \$5,000/yr.

Client Service

- 4-6 face-to-face meetings
- Up to 4 additional vide call meetings
- Phone discussions and email communications
- Review of outside investment account statements
- Monthly e-newsletter
- Account establishment and consolidation advice
- Recommendations on liquidations and transfers
- Business planning and consulting
- New business development strategy
- Client retention plan
- Joint meetings with your CPA, legal team, and other professionals

Written Reports

- Follow-Up notes from conversations
- Cash flow and net worth statements
- 'Pay Yourself First' strategy
- RightCapital Personal household financial plan
- Asset allocation recommendations
- SWOT analysis
- Business plan template and development
- Sales process document

Most Appropriate for Small Business Clients

- Establish a new business and/or expand an existing one
- Raise venture capital and/or funding
- Coordinate game plan with other specialists
- Implement business continuation plan
- Creditor and competitor protection planning

Financial Planning Hourly Fee

Financial Planning fee is an hourly rate between \$150.00 and \$250.00 per hour, depending on complexity. The fee may be negotiable in certain cases and is due at the beginning of the engagement. In the event of early termination by the Client, any fees for the hours already worked will be due. Fees for this service may be paid by electronic funds transfer or check. Cash may not be accepted.

Commented [7]: Change this as needed. Credit card payments, and use of Advice Pay constitute payment by "electronic funds transfer". Cash may not be accepted.

\$150/hr. This discounted rate is offered to those 'Achieving Financial Independence for Women Program' attendees that graduate in good standing. Good standing is defined by completing all the modules, performing homework, and making full payment. Should they wish to continue with their financial planning needs, this option is available. In addition, those graduating from Achieving Financial Independence Bootcamp and Financial Wellness Program attendees are available to take advantage of this rate.

\$250/hr. rate is offered to anyone seeking financial planning and investment management advice not fitting the description of the above. This session typically lasts 90 minutes and includes one follow-up email and 30- minute phone call.

Educational Seminars/ Speaking engagements

Seminars are offered to organizations and the public on a variety of financial topics. Fees range from free to \$5,000 per seminar. A free seminar will touch on a specific theme, such as Becoming Financially Savvy: How to Pay Yourself First, that may generate prospects. The 'Achieving Financial Independence for Women Program' may incur a \$1,00-3,000 fee/person. The Financial Wellness Program purchased by small to mid-sized business owners for their employees may cost up to \$5,000 depending on the number of attendees and sessions.

Half of the fees are due prior to the engagement, and the other half is to be paid the day of, no later than the conclusion of the Seminar. The fee range is based on the content, amount of research conducted, the number of hours of preparation needed, and the number of attendees. In the event of inclement weather or flight cancellation, the Speaker shall make all reasonable attempts to make alternative travel arrangements to arrive in time for the presentation. If travel proves impossible, or the event is otherwise canceled, the Speaker's fee is waived, but the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred.

In the event that the Client decides to cancel or change the date of the event for any reason besides weather or similar unforeseen causes, the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred, and will provide payment for 100 % of the Speaker's fee if the cancellation occurs within 30 days of the event. In the event that the Speaker must cancel due to health or similar unforeseen circumstances, the Speaker will make all attempts to find a reasonable

alternative engagement date and will absorb any incremental additional costs for obtaining alternative travel arrangements. If an alternative date cannot be obtained, the Client will not be responsible for any travel costs already incurred by the Speaker or any portion of the Speaker's fee.

Speaking Engagements

Melanie A. Husk, AAMS®, AWMA® is a public speaker. Generally, fees for her speaking engagements range from free to \$5,000, depending on sponsor, date, location, and program requested. For all speeches, 100% of the balance is due before the event and the remaining balance due at the conclusion of the event. Half of the fees are due prior to the engagement, and the other half is to be paid the day of, no later than the conclusion of the Seminar. The fee range is based on the content, amount of research conducted, the number of hours of preparation needed, the number of attendees, and travel expenses. The content is based on topics that are currently relevant in the financial planning environment.

In the event of inclement weather or flight cancellation, the Speaker shall make all reasonable attempts to make alternative travel arrangements to arrive in time for the presentation. If travel proves impossible, or the event is otherwise canceled, the Speaker's fee is waived, but the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred. In the event that the Client decides to cancel or change the date of the event for any reason besides weather or similar unforeseen causes, the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred, and will provide payment for 100% of the Speaker's fee if the cancellation occurs within 30 days of the event. In the event that the Speaker must cancel due to health or similar unforeseen circumstances, the Speaker will make all attempts to find a reasonable alternative engagement date and will absorb any incremental additional costs for obtaining alternative travel arrangements. If an alternative date cannot be obtained, the Client will not be responsible for any travel costs already incurred by the Speaker or any portion of the Speaker's fee.

Educational Seminars and Speaking Engagements may be provided pro-bono at MEL & CO.'s discretion.

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

We do not offer performance-based fees and do not engage in side-by-side management.

Item 7: Types of Clients

We provide financial planning and portfolio management services to individuals, high net-worth individuals, and small to mid-sized businesses.

Our minimum account size requirement is \$100,00.

Commented [8]: A "high net worth individual" is an individual with at least \$750,000 managed by an adviser, or whose net worth exceeds \$1,500,000. The net worth of an individual may include assets held jointly with his or her spouse.

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

Modern Portfolio Theory

The underlying principles of MPT are:

- Investors are risk averse. The only acceptable risk is that which is adequately compensated by an expected return. Risk and investment return are related and an increase in risk requires an increased expected return.
- Markets are efficient. The same market information is available to all investors at the same time. The market prices every security fairly based upon this equal availability of information.
- The design of the portfolio as a whole is more important than the selection of any particular security. The appropriate allocation of capital among asset classes will have far more influence on long-term portfolio performance than the selection of individual securities.
- Investing for the long-term (preferably longer than ten years) becomes critical to investment success because it allows the long-term characteristics of the asset classes to surface.
- Increasing diversification of the portfolio with lower correlated asset class positions can decrease portfolio risk. Correlation is the statistical term for the extent to which two asset classes move in tandem or opposition to one another.

Passive Investment Management

We primarily practice passive investment management. Passive investing involves building portfolios that are comprised of various distinct asset classes. The asset classes are weighted in a manner to achieve the desired relationship between correlation, risk, and return. Funds that passively capture the returns of the desired asset classes are placed in the portfolio. The funds that are used to build passive portfolios are typically index mutual funds or exchange-traded funds.

Passive investment management is characterized by low portfolio expenses (i.e. the funds inside the portfolio have low internal costs), minimal trading costs (due to infrequent trading activity), and relative tax efficiency (because the funds inside the portfolio are tax efficient and turnover inside the portfolio is minimal).

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.

Risks Associated with Securities

Apart from the general risks outlined above which apply to all types of investments, specific securities may have other risks.

Commercial Paper is, in most cases, an unsecured promissory note that is issued with a maturity of 270 days or less. Being unsecured the risk to the investor is that the issuer may default.

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.

Corporate Bonds are debt securities to borrow money. Generally, issuers pay investors periodic interest and repay the amount borrowed either periodically during the life of the security and/or at maturity. Alternatively, investors can purchase other debt securities, such as zero coupon bonds, which do not pay current interest, but rather are priced at a discount from their face values and their values accrete over time to face value at maturity. The market prices of debt securities fluctuate depending on factors such as interest rates, credit quality, and maturity. In general, market prices of debt securities decline when interest rates rise and increase when interest rates fall. The longer the time to a bond's maturity, the greater its interest rate risk.

Bank Obligations including bonds and certificates of deposit may be vulnerable to setbacks or panics in the banking industry. Banks and other financial institutions are greatly affected by interest rates and may be adversely affected by downturns in the U.S. and foreign economies or changes in banking regulations.

Municipal Bonds are debt obligations generally issued to obtain funds for various public purposes, including the construction of public facilities. Municipal bonds pay a lower rate of return than most other types of bonds. However, because of a municipal bond's tax-favored status, investors should compare the relative after-tax return to the after-tax return of other bonds, depending on the investor's tax bracket. Investing in municipal bonds carries the same general risks as investing in bonds in general. Those risks include interest rate risk, reinvestment risk, inflation risk, market risk, call or redemption risk, credit risk, and liquidity and valuation risk.

Options and other derivatives carry many unique risks, including time-sensitivity, and can result in the complete loss of principal. While covered call writing does provide a partial hedge to the stock against which the call is written, the hedge is limited to the amount of cash flow received when writing the option. When selling covered calls, there is a risk the underlying position may be called away at a price lower than the current market price.

Exchange Traded Funds prices may vary significantly from the Net Asset Value due to market conditions. Certain Exchange Traded Funds may not track underlying benchmarks as expected. ETFs are also subject to the following risks: (i) an ETF's shares may trade at a market price that is above or below their net asset value; (ii) the ETF may employ an investment strategy that utilizes high leverage ratios; or (iii) trading of an ETF's shares may be halted if the listing exchange's officials deem such action appropriate, the shares are de-listed from the exchange, or the activation of market-wide "circuit breakers" (which are tied to large decreases in stock prices) halts stock trading generally. The Adviser has no control over the risks taken by the underlying funds in which the Clients invest.

Investment Companies Risk. When a Client invests in open-end mutual funds or ETFs, the Client indirectly bears its proportionate share of any fees and expenses payable directly by those funds. Therefore, the Client will incur higher expenses, many of which may be duplicative. In addition, the Client's overall portfolio may be affected by losses of an underlying fund and the level of risk arising from the investment practices of an underlying fund (such as the use of derivatives).

Item 9: Disciplinary Information

Criminal or Civil Actions

MEL Consulting Co. and its management have not been involved in any criminal or civil action.

Administrative Enforcement Proceedings

MEL Consulting Co. and its management have not been involved in administrative enforcement proceedings.

Self-Regulatory Organization Enforcement Proceedings

MEL Consulting Co. 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 MEL Consulting Co. or the integrity of its management.

Item 10: Other Financial Industry Activities and Affiliations

No MEL Consulting Co. employee is registered, or have an application pending to register, as a broker-dealer or a registered representative of a broker-dealer.

No MEL Consulting Co. employee is registered, or have an application pending to register, as a futures commission merchant, commodity pool operator or a commodity trading advisor.

MEL Consulting Co. does not have any related parties. As a result, we do not have a relationship with any related parties.

MEL Consulting Co. 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 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.

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 matter shall reflect the 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. We will not trade non-mutual fund securities 5 days prior to the same security for Clients.

Item 12: Brokerage Practices

Factors Used to Select Custodians and/or Broker-Dealers

MEL Consulting Co. does not have any affiliation with Broker-Dealers. Specific custodian recommendations are made to the Client 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

We do recommend a specific custodian for Clients to use, however, Clients may custody their assets at a custodian of their choice. Clients may also direct us to use a specific broker-dealer to execute transactions. By allowing Clients to choose a specific custodian, we may be unable to achieve the most favorable execution of Client transaction and this may cost Clients money over using a lower-cost custodian.

Commented [9]: Explain that not all advisers require their clients to direct brokerage.

The Custodian and Brokers We Use (TD Ameritrade)

Advisor participates in the TD Ameritrade Institutional program. TD Ameritrade Institutional is a division of TD Ameritrade, Inc. ("TD Ameritrade"), member FINRA/SIPC. TD Ameritrade is an independent [and unaffiliated] SEC-registered broker-dealer. TD Ameritrade offers to independent investment Advisors services which include custody of securities, trade execution, clearance, and settlement of transactions. Advisor receives some benefits from TD Ameritrade through its participation in the program. (Please see the disclosure under Item 14 below.)

Item 13: Review of Accounts

Client accounts with the Investment Advisory Service will be reviewed regularly on a quarterly basis by Melanie A. Husk, AAMS®, AWMA®, Founder, President and CCO. The account is reviewed with regards to the Client's investment policies and risk tolerance levels. Events that may trigger a special review would be unusual performance, addition or deletions of Client imposed restrictions, excessive draw-down, volatility in performance, or buy and sell decisions from the firm or per Client's needs.

Clients will receive trade confirmations from the broker(s) for each transaction in their accounts as well as monthly or quarterly statements and annual tax reporting statements from their custodian showing all activity in the accounts, such as receipt of dividends and interest.

MEL Consulting Co. will provide written reports to Investment Advisory Clients on an annual basis unless asked otherwise. We urge Clients to compare these reports against the account statements they receive from their custodian.

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.

As disclosed under Item 12, above, MEL Consulting Co. participates in TD Ameritrade's institutional customer program and MEL may recommend TD Ameritrade to Clients for custody and brokerage services. There is no direct link between Advisor's participation in the program and the investment advice it gives to its Clients, although Advisor receives economic benefits through its participation in the program

that are typically not available to TD Ameritrade retail investors. These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate Client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving Advisor participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to Client accounts); the ability to have advisory fees deducted directly from Client accounts; access to an electronic communications network for Client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to Advisor by third party vendors. TD Ameritrade may also have paid for business consulting and professional services received by Advisor's related persons. Some of the products and services made available by TD Ameritrade through the program may benefit Advisor but may not benefit its Client accounts. These products or services may assist Advisor in managing and administering Client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help Advisor manage and further develop its business enterprise. The benefits received by Advisor or its personnel through participation in the program do not depend on the number of brokerage transactions directed to TD Ameritrade. As part of its fiduciary duties to Clients, Advisor endeavors at all times to put the interests of its Clients first. Clients should be aware, however, that the receipt of economic benefits by Advisor or its related persons in and of itself creates a potential conflict of interest and may indirectly influence the Advisor's choice of TD Ameritrade for custody and brokerage services.

Item 15: Custody

MEL Consulting Co. does not accept custody of Client funds except in the instance of withdrawing Client fees.

For Client accounts in which MEL Consulting Co. directly debits their advisory fee:

- i. MEL Consulting Co. will send a copy of its invoice to the custodian at the same time that it sends the Client a copy.
- ii. The custodian will send at least quarterly statements to the Client showing all disbursements for the account, including the amount of the advisory fee.
- iii. The Client will provide written authorization to MEL Consulting Co., permitting them to be paid directly for their accounts held by the custodian.

Clients should receive at least quarterly statements from the broker-dealer, bank or other qualified 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 we provide Investment Advisory Services, we 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

Commented [10]: If you accept discretionary authority to manage securities accounts on behalf of clients, disclose this fact and describe any limitations clients may (or customarily do) place on this authority.

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

MEL Consulting Co. does not vote Client proxies. Therefore, 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, 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.

Commented [11]: Very important requirement. If you do this, then you need to publicly disclose an audited balance sheet.

Item 19: Requirements for State-Registered Advisers

Melanie A. Husk, AAMS®, AWMA®

Born: 1977

Educational Background

- 2000 – B.S. Business Economics, Penn State University

Business Experience

- 03/2017 – Present, MEL Consulting Co., Founder, President and CCO
- 03/2017 – 03/2020, World Equity Group, Registered Representative and Investment Advisor Representative
- 05/2015 – 03/2017, Raymond James & Associates, Registered Representative and Investment Advisor Representative

Professional Designations, Licensing & Exams

- 2016 – Accredited Wealth Management Specialist (AAMS®)
The College for Financial Planning® awards the AAMS® designation to students who successfully complete the program, pass the final examination and comply with the Code of Ethics, which includes agreeing to abide by the Standards of Professional Conduct and Terms and Conditions. Applicants must also disclose of any criminal, civil, self-regulatory organization, or governmental agency inquiry, investigation, or proceeding relating to their professional or business conduct. Conferment of the designation is contingent upon the College for Financial Planning’s review of matters either self-disclosed or which are discovered by the College that are required to be disclosed. Continued use of the AAMS® designation is subject to ongoing renewal requirements. Every two years individuals must renew their right to continue using the AAMS® designation by completing 16 hours of continuing education and reaffirming to abide by the Standards of Professional Conduct, Terms and Conditions, and self-disclose any criminal, civil, self-regulatory organization, or governmental agency inquiry, investigation, or proceeding relating to their professional or business conduct.
- 2017 - Accredited Wealth Management Advisor (AWMA®)
Individuals who hold the AWMA® designation have completed a course of study encompassing wealth strategies, equity-based compensation plans, tax reduction alternatives, and asset protection alternatives. Additionally, individuals must pass an end-of-course examination that tests their ability to synthesize complex concepts and apply theoretical concepts to real-life situations.
- 2017 - Series 7 Exam
- 2017 – Series 66 Exam

Other Business Activities

MEL Consulting Co. is not involved with outside business activities.

Performance-Based Fees

MEL Consulting Co. is not compensated by performance-based fees.

Please refer to Item 6 of this brochure.

Material Disciplinary Disclosures

No management person at MEL Consulting Co. 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

MEL Consulting Co., nor Melanie A. Husk, AAMS®, AWMA®, have any relationship or arrangement with issuers of securities, in addition to what is described in Item 10.

Additional Compensation

Melanie A. Husk, AAMS®, AWMA® does not receive any economic benefit from any person, company, or organization, in exchange for providing Clients advisory services through MEL Consulting Co.

Supervision

Melanie A. Husk, AAMS®, AWMA® as Founder, President and Chief Compliance Officer of MEL Consulting Co., is responsible for supervision. She may be contacted at the phone number on this brochure supplement.

Requirements for State Registered Advisers

Melanie A. Husk, AAMS®, AWMA® has NOT been involved in an arbitration, civil proceeding, self-regulatory proceeding, administrative proceeding, or a bankruptcy petition.

Pursuant to Section 130.849 of the Rules - Consumer Information Privacy Provisions all investment adviser are now required to create a privacy statement for clients.

Pursuant to Section 130.874 of the Rules - Business Continuity and Succession Planning all investment adviser are now required establish, implement and maintain written procedures relating to a Business Continuity and Succession Planning.

Section 8.E.1.e(iv) of the Act enforces that investment advisers have written policy and procedures. Please review SEC Rule 275.206(4)-7 Compliance Procedures and Practices for guidance and provide a copy of the adviser's Policy and Procedures Manual to the Department.

MEL Consulting Co.

3660 N. Lake Shore Dr. Unit 4411
Chicago, IL 60613
(443) 690-8376

Dated March 1, 2020

Form ADV Part 2B – Brochure Supplement

For

Melanie A. Husk, AAMS®, AWMA® Individual CRD# 4389041

Founder, President and Chief Compliance Officer

This brochure supplement provides information about Melanie A. Husk, AAMS®, AWMA® that supplements the MEL Consulting Co. ("MEL & Co.") brochure. A copy of that brochure precedes this supplement. Please contact Melanie A. Husk, AAMS®, AWMA® if the MEL & Co. brochure is not included with this supplement or if you have any questions about the contents of this supplement.

Additional information about Melanie A. Husk, AAMS®, AWMA® is available on the SEC's website at www.adviserinfo.sec.gov which can be found using the identification number Individual CRD# 4389041.

Item 2: Educational Background and Business Experience

Melanie A. Husk, AAMS®, AWMA®

Born: 1977

Educational Background

- 2000 – B.S. Business Economics, Penn State University

Business Experience

- 03/2017 – Present, MEL Consulting Co., Founder, President and CCO
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- 2017 - Series 7 Exam
- 2017 – Series 66 Exam

Item 3: Disciplinary Information

No management person at MEL Consulting Co. 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

Melanie A. Husk, AAMS®, AWMA® is not involved with outside business activities.

Item 5: Additional Compensation

Melanie A. Husk, AAMS®, AWMA® does not receive any economic benefit from any person, company, or organization, in exchange for providing Clients advisory services through MEL & Co.

Item 6: Supervision

Melanie A. Husk, AAMS®, AWMA® as Founder, President and Chief Compliance Officer of MEL & Co., is responsible for supervision. She may be contacted at the phone number on this brochure supplement.

Item 7: Requirements for State Registered Advisers

Melanie A. Husk, AAMS®, AWMA® has NOT been involved in an arbitration, civil proceeding, self-regulatory proceeding, administrative proceeding, or a bankruptcy petition.

END OF DOCUMENT

