

Douglas A. McClennen INVESTMENT ADVICE

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This brochure provides information about the qualifications and business practices of Douglas A. McClennen. If you have any questions about the contents of this brochure, contact us at the above locations. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority. Additional information about Douglas A. McClennen is also available on the SEC's website at www.adviserinfo.sec.gov.

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Biographic information

Douglas A. McClennen graduated from Union College with a Bachelors of Science degree in Physics. During that time he was involved with equity research and quantitative analysis at the firm of Cooke & Bieler, an investment and consulting firm in Philadelphia. Later he consulted independently on using various mathematical portfolio optimization and selection models. Douglas joined Loomis, Sayles & Co., an investment firm in Boston, in 1991 where he developed a buy/write option tracking program and a suite of desktop research database tools. In 1996 Douglas left Loomis, Sayles & Co. to pursue other interests, and later worked as the Director of Technology for the Chatham Public School System from 1997 to 2002. Since 2002 he has pursued small business investments and has offered his services as an investment advisor.

Description of Advisory Business

My philosophy has evolved over many years of working in and out of the investment advisory business, observing that the average client is overcharged and underserved. Directly observing the investment markets over the past 30 years has taught him that high fees, transaction costs and taxes sap the performance of an investor's portfolio.

I look at investors holistically, consider all of their long-term needs and objectives, and help to create a strong financial plan. I believe time has shown that most investors can achieve their goals with a diversified portfolio of low cost, no load index funds that are periodically rebalanced to produce optimal returns with lower risk.

The process begins by getting to know an investor's entire financial picture and then developing a customized strategy for achieving realistic long-term investment and financial goals. Next, I develop a disciplined process of investing in a predetermined basket of index-based asset classes that is regularly rebalanced. For some investors, this strategy includes holding individual stocks. I research a broad range of stocks and mutual/index funds regularly. Since my clients are buy side investors, I seek investments with long track records of producing fair and expected returns. I define expected returns as risk adjusted returns. Volatility or risk is the difference between an investors expected return and realized return. I expect better than average returns on more volatile investments, and use a discount model to weigh the relative value of risk and expected return. Time has taught me that patience is what differentiates the successful investor from those who fail to realize their expectations.

I oversee approximately \$47.0 million dollars worth of assets of which \$43.0million is discretionary and \$4.0 million non-discretionary.

Fees and Compensation

Investment Advisor	\$275.00/hour
Administrative Assistant	\$ 75.00/hour

Clients are billed directly in 15 minute increments after the first hour on a quarterly basis. Generally, clients can expect the net fees they pay, which include advisory fees plus those of the funds I recommend, to cost a half to a fifth of what a traditional investment advisor or mutual fund would charge. I do not receive any compensation from the funds I recommend. My work may include time spent developing and implementing a new portfolio structure, financial planning, and research on specific securities not covered in my normal subscription database of over 8,000 stocks and mutual funds. Typically, fees vary with the size of your portfolio. The table below is

what a client might expect to pay for consultation on a portfolio of low cost index funds*.

Invest funds	First consultation	Index fund fee's*	Average annually
-\$100,000	\$225 to \$550	\$1-\$400	\$225-\$750
\$100,000-\$500,000	\$450 to \$900	\$400-\$2,000	\$850-\$2900
\$500,000-\$1,000,000	\$900 to \$1,800	\$1,000-*	\$2,900-**
\$1,000,000-\$5,000,000	\$1,800 to \$5,400	\$2,000-*	\$4,500-**
\$5,000,000-	\$1,800 to \$5,400	\$5,000-*	\$7,500-**

** In some situations for accounts over \$1 million, fees may be charged on a contracted annual retainer basis and may be billed in advance in special situations. The actual amount billed will vary according to a client's needs. For accounts over \$1 million, invested primarily in index funds, a client can typically expect fees to average \$500 per quarter per million.

Types of Clients We Serve

My clients are primarily individuals, trusts, and endowments. I may offer advice to groups to evaluate 401(k) or IRA plans for speaking fees.

Methods of Analysis, Investment Strategies and Risk of Loss How Asset Allocation Works

Historically, a traditional risk adjusted portfolio would be constructed using 60% stocks and 40% bonds. Let's take a look at how this method worked for the period of 2002-2013. If you had just invested in the Vanguard S&P 500 Index Fund (VFINX), your total return would have looked like this:

Return 03-13*	Avg. Dev.	Best (2013)	Worst (2008)
10.0%	+/-18.7%	32.2%	-37.0%

* Returns and variance were calculated using the internal rate of return and variance calculations in Microsoft Excel using standard statistical methods and the price and yield information published in the Vanguard 2011 Annual reports and supplementary data from the Vanguard web site.

As opposed to the Vanguard Intermediate Term Bond Index (VBIIX), which performed like this:

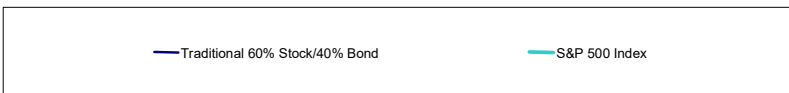
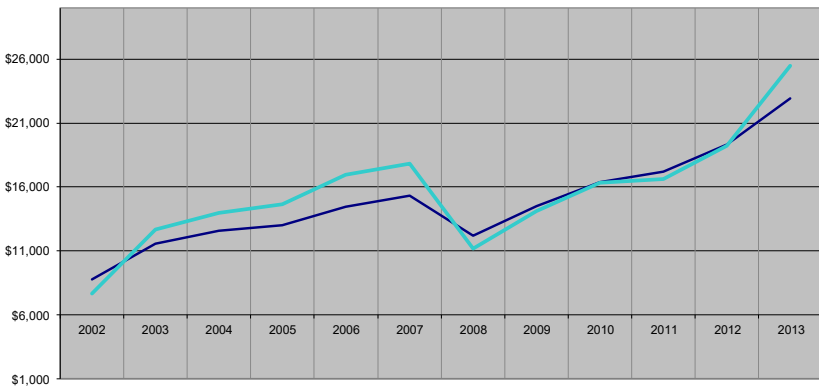
Return 03-13*	Avg. Dev.	Best (2011)	Worst (2013)
4.86%	+/-3.8%	10.6%	-3.54%

However, an annually rebalanced portfolio of 60% VFINX & 40% VBIIX did this well:

Return 03-13*	Avg. Dev.	Best (2003)	Worst (2008)
10.0%	+/-11.0%	19.4%	-20.5%

This blend produced returns as good as the S&P 500 with 40% LESS VOLATILITY. The returns get even better with less volatility as you add more asset classes. This comparison was taken during one of the worst 10 year periods in the last century. Longer term horizon studies produce results that are just as compelling. The power of asset allocation with the ratcheting power of rebalancing can not be beat. 70% of actively management funds underperform the indexes. The following graph illustrates how diversification helps smooth the results while producing similar returns.

Comparison of a \$10,000 investment



Why pay high fees when you can beat the actively managed funds with a rebalanced portfolio of index based funds or ETFs? Index based mutual funds and ETFs bare risk similar to that of investing in broad market indexes such as the S&P 500 or the Barclays Aggregate bond index. Investors should understand that historical results are not reflective of future returns.

Code of Ethics and Interest in Client Transactions

I adhere to the highest standards of ethics in my client transactions, and place my client's needs first whenever considering transactions and advice. I do not accept compensation from third-parties for the recommendations that I make and am solely compensated by my clients. I adhere to the guidelines in the 2014 Standards of Practices Handbook published by the CFA Institute. A copy of this handbook can be found at: <https://www.cfapubs.org/doi/pdf/10.2469/ccb.v2014.n4.1>

Brokerage Practices

Generally I recommend my clients seek the lowest cost brokerage service. I tend to recommend my clients to Vanguard or TD Ameritrade, but make my recommendation solely in the interest of the client. If I make a recommendation, I do not receive or accept compensation, wrap fee's, or soft dollar research.

Review of Accounts

I offer a free newsletter detailing my thoughts on the market and exhibiting the performance of the model portfolio I recommend to the majority of my clients. I review and adjust a client's account on a quarterly basis. On an annual basis I send a personalized letter reviewing the client's account activity and rate of return.

Client Referrals and Other Compensation

I do not accept or offer fees or benefits to third-parties for referrals.

Custody

Generally I do not take physical custody of client's securities or deposits. However, there are instances where I am a named trustee of certain trusts that I supervise, which qualifies as custody. For those clients looking for trustee services, I am bonded as required by law.

Investment Discretion

Generally I accept only limited authority over my client's accounts. Clients may put limits on the type of transactions I make or whether I must obtain consent before making transactions. These limitations are agreed to in advance and specified in the contract.

Voting Client Securities

Unless specified in a client's contract, or if a client receives proxies directly, I vote proxies in what I believe to be in the best interest of the client. If I have a conflict of interest, I will discuss this with the client before voting their shares.

Financial Information

Under current guidelines I am not required to publish this information.

Other Requirement for State-Registered Advisors

Massachusetts requires that clients be informed that records of the disciplinary history of a registered investment advisor or its representatives can be obtained from the Massachusetts Security Division upon request.

Massachusetts requires that you be informed that from time to time Douglas A. McClennen works for another business that that he is an investor in. This business consists of a commercial property interest and does not represent a conflict with the his responsibilities to clients.