



Item 1 – Cover Page

INVESTMENT ADVISORY SERVICES

Form ADV Part 2A
Disclosure Document

DMK Advisor Group, Inc.
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This Brochure provides information about the qualifications and business practices of DMK Advisor Group, Inc. (“DMK”) If you have any questions about its contents, please contact us at (303) 470-5664 and/or stephen.kohn@dmkadvisorgroup.com. The information in this Brochure has not been approved, verified or rejected by the United States Securities and Exchange Commission, the Financial Industry Regulatory Authority or by any state securities authority.

DMK Advisor Group, Inc. is a registered investment adviser. Registration of an Investment Adviser does not imply any level of skill or training.

Additional information about DMK Advisor Group, Inc. is available on the SEC’s website at www.adviserinfo.sec.gov.

Item 2 – Material Changes

On July 28, 2010, the United State Securities and Exchange Commission (“SEC”) published “Amendments to Form ADV” which amends the disclosure document that we provide to clients as required by SEC Rules. This Brochure dated August 21, 2020 is prepared according to the SEC’s requirements and rules. As such, this Document is materially different in structure and requires certain information that our previous brochure did not require.

In the future, this Item will discuss only specific material changes that are made to the Brochure and provide clients with a summary of such changes. We will also reference the date of our last annual update of our brochure.

In the past we have offered or delivered information about our qualifications and business practices to clients on at least an annual basis. Pursuant to new SEC Rules, we will ensure that you receive a summary of any materials changes to this and subsequent Brochures within 120 days of the close of our business’ fiscal year. We may further provide other ongoing disclosure information about material changes as necessary.

We will further provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

Currently, our Brochure may be requested by contacting Stephen Kohn, President, at (303) 470-5664 .

Additional information about DMK Advisor Group, Inc. is also available via the SEC’s web site www.adviserinfo.sec.gov. The SEC’s web site also provides information about any persons affiliated with DMK who are registered, or are required to be registered, as investment adviser representatives of DMK.

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Item 4 – Advisory Business

- A. DMK Advisor Group, Inc. (“DMK”), formerly Stephen A. Kohn & Associates, Ltd., has been a Registered Broker/Dealer since July, 1996 and a Registered Investment Adviser since 1999. DMK is a Colorado corporation. Stephen A. Kohn, it’s President and CCO has been NASD/FINRA registered since 1984.

DMK is registered with the State of Colorado, Division of Securities as an Investment Advisor under the Investment Act of 1940. The Firm’s ADV file number is 801-52683. The Firm provides investment supervisory services, manages advisory accounts and provides financial planning services.

DMK is owned and operated by a group of eight investment professionals, each owning an equal share.

- B. DMK Advisor Group, Inc. RIA provides investment advisory services to a wide variety of clientele including individuals, corporations, trusts, pension plans and profit-sharing plans. Only after an in-person interview and analysis of a prospective client’s suitability, will a proposal be offered. The analysis includes, but is not limited to information about a client’s employment or retirement, income, net worth, investable assets, risk tolerance, investment objective, time horizon, etc. In the event that a client is averse to any type or class of security, that is taken into consideration prior to making any proposal.
- C. Assets may be managed on a discretionary or non-discretionary basis depending on client preferences. Client input concerning sector choice or sector exclusion is invited and welcomed as part of an overall strategy tailored to client preferences.

Investment advisory services are offered for exchange-listed securities, over-the-counter securities, variable life insurance, variable annuities, mutual fund shares, partnership interests in real estate and other securities as created by the investment industry.

Portfolios are actively managed on both discretionary and non-discretionary basis’. Investment models are reviewed on a daily basis and re-balancing and/or adjustments may be made and suggested based upon market conditions.

DMK Advisor Group, Inc. advisors utilize charting analysis as well as fundamental and technical analysis, or a combination of all three, to analyze investments. The Firm draws information from financial media, annual reports, prospectus’, corporate rating services, research materials prepared by others, corporate press releases, inspection of corporate activities and from timing services.

Investment strategies utilized may include long and short-term purchases as well as frequent trading activity.

Clients' investment needs are carefully evaluated after one or more interviews which include, but are not limited to careful analysis of age, income, net worth, investment experience, risk tolerance, investment time horizon and investment goals.

- D. All client accounts are considered "wrap" accounts. This means our management fees include all associated fee including, but not limited to fees for statements, trade confirmations, postage, trade execution fees, etc. Retirement accounts are charged a \$35.00 annual fee by the account custodian. All accounts are treated similarly with no distinction made according to the amount of assets in any given account.
- E. As of this date, DMK currently manages approximately \$45,273,657 of which approximately \$30,751,432 are on a discretionary basis and the remaining \$14,522,225 are non-discretionary managed assets.

Item 5 – Fees and Compensation

- A. Services are provided for a fee based on the value of assets under management. The type of fee charged for services is to be determined on an individual client basis. The chart below represents a guide. Comparable services, for lower fees, may be available from other sources.

Managed Account Fees	
As a % of assets, in thousands	Annual
Up to \$250,000	2.50%
\$250,001-\$500,000	2.25%
\$500,001-\$750,000	2.00%
\$750,001-\$1,000,000	1.75%
\$1,000,001-\$1,250,000	1.50%
\$1,250,000-UP	Negotiated
Fixed Fee Financial Planning	
Service	Fee
Initial Consultation	No Charge
Preliminary Financial Review	\$350.00
Quarterly Review, Analysis and Revision or Update	No Charge
Specific Services	Hourly @ \$150 /Hour

All fees with the exception of Mutual Funds, Direct Participation and Variable Annuities are subject to negotiation. *The management fees stated above may be higher or lower than fees charged in the industry for similar services.*

- B. All management fees will be deducted quarterly by the custodian at the appropriate rate and will be billed based on the value of the assets under management on the last day of the prior reporting period unless Client and DMK agree to directly bill the Client.
- C. Management fees for Wrap Accounts incur no addition fees, as described in Item 4-D, above, with the exception of an annual retirement account fee of \$35.00 charged by the retirement account custodian.

- D. Management fees are charged to each account quarterly, in advance. Management fees shall [or shall not] be prorated for each capital contribution and withdrawal made during the applicable calendar quarter (with the exception of de minimis contributions and withdrawals). Accounts initiated or terminated during a calendar quarter will be charged a prorated fee. Upon termination of any account, any prepaid, unearned fees will be promptly refunded, and any earned, unpaid fees will be due and payable. In addition, any fees attendant to the transfer of client assets may be charged by the Clearing Broker Dealer to the client account prior to such transfer.
- E. Neither DMK nor any of its supervised persons receives compensation for the sale of securities or other investment products with the exception of insurance products. This policy eliminates any real or perceived conflict of interest.

Item 6 – Performance Based Fees

DMK does not charge performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client).

Item 7 – Types of Clients

DMK provides investment advice to individuals, trusts, companies and other qualified, potential investors. DMK accepts accounts valued at minimum value of \$10,000.00. This requirement may be waived for “household” accounts.

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

Investing in securities involves risk of loss that clients should be prepared to bear.

DMK carefully monitors all levels of risk that have historically affected the markets. Our main focus is on market conditions caused by Federal Reserve Bank interest rate increases or reductions, Gross Domestic Production increases or reductions, unemployment figures, and other factors that may affect our emotionally sensitive markets. Additional risks, may include, but are not limited to, weather related natural disasters, war, rioting, insurrection, global pandemic, political unrest or uncertainty, market volatility, etc., or any act that disrupts the ability to conduct an orderly market.

However, through a series of comprehensive interviews, the client’s suitability and risk tolerance is determined and investment vehicles are recommended as a result. In addition, the client’s “time horizon” is ascertained and factored into any recommendation that is presented for consideration.

Investment models are based on market performance of Exchange-Traded Funds and Mutual Funds. Models do not include Options, Futures, Commodities or any highly volatile securities thereby maintaining low levels of risk in client portfolios. Investment vehicles are reviewed daily and portfolios rebalanced as necessary to fulfil the asset allocation percentages; Morningstar and other sources are relied upon for reporting performance.

- A. DMK is a growth manager and basically use technical analysis using such tools as Morningstar and Y-Charts supplemented with mutual fund company reports on the sectors we look at and the funds they have available. Investing in securities involves a risk of loss, as discussed above, and should be approached prudently.
- B. Since DMK strictly uses mutual funds and ETF's we do not believe this strategy creates excessive risk. Whichever benchmark, we use Beta (measurement of risk) rarely exceeding 1.20 and is usually under 1.00. By those accepted standards there is no undue risk in our portfolios since we tend to be conservative in our investment models. Trading frequency does not affect investment performance since all managed account trading is absent commission or transaction charges.
- C. DMK uses Mutual Funds and ETF's, strictly. We feel that we do not take unusual risks using these types of securities.

Item 9 – Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of DMK Advisor Group, Inc. or the integrity of DMK's management. DMK has never been the subject of any customer complaint. Please visit www.brokercheck.com for information concerning the Firm and Harold Schwartz, CEO.

Link to Harold Alan Schwartz's broker-check report:

https://files.brokercheck.finra.org/individual/individual_841225.pdf

Link to FINRA's AWC Letter:

https://www.finra.org/sites/default/files/fda_documents/2019061715601%20Harold%20A.%20Schwartz%20CRD%20841225%20AWC%20jm%20%282019-1576973982195%29.pdf

Link to FINRA's AWC Letter:

https://www.finra.org/sites/default/files/fda_documents/2011025501701_FDA_JM992889%20%282019-1563243562929%29.pdf

Item 10 – Other Financial Industry Activities and Affiliations

DMK Advisor Group, Inc. operates as an independent Broker/Dealer and has no revenue sharing arrangements or industry affiliations.

- A. No management persons are registered or have an application pending to register as a broker/dealer or a registered representative of a broker/dealer.
- B. No management persons are registered or have an application pending to register as a futures commission merchant, commodity pool operator or a commodity trading advisor or an associated representative of the foregoing entities.
- C. There are no relationships or arrangements that are material to our advisory business or to our clients that any of our management persons have with any related person.
- D. DMK does not recommend or select other investment advisors for our clients.

Item 11 – Participation or Interest in Client Transactions and Personal Trading

DMK Advisor Group, Inc. conducts its business with strict adherence to FINRA Rule 2010, Standards of Commercial Honor and Principles of Trade and acts as a fiduciary on behalf of our clients.

“A member, in the conduct of its business, shall observe high standards of commercial honor and just and equitable principles of trade.”

DMK’s interpretation includes strict adherence to Rule 2010 and ensures the confidentiality of client information, a prohibition on insider trading, a prohibition of rumor mongering, restrictions on the acceptance of significant gifts and the reporting of certain gifts and business entertainment items, and personal securities trading procedures, among other things.

- A. The firm observes a Code of Ethics in accordance with SEC Rule 204A-1. Such Code of Ethics, among other things, requires associated persons of the firm to report personal securities holdings and transactions. Such personal securities holdings and transactions are reviewed on a quarterly basis by the Chief Compliance Officer of the firm.

It is further noted that Firm is in and shall continue to be in total compliance with The Insider Trading and Securities Fraud Enforcement Act of 1988. Specifically, Firm has adopted a firm wide policy statement outlining insider trading compliance by Firm and its associated persons and other employees. This statement has been distributed to all associated persons and other employees of Firm and has been signed and dated by each such person. A copy of such firm wide policy is left with such person and the original is maintained in a master file. Further, Firm has adopted a written supervisory procedures statement highlighting the steps which shall be taken to implement the firm wide policy. These materials are also distributed to all associated persons and other employees of Firm, are signed, dated and filed with the insider trading compliance materials. There are provisions adopted for (1) restricting access to files, (2) providing continuing education, (3) restricting and/or monitoring trading on those securities of which Firm's employees may have non-public information, (4) requiring all of Firm's employees to conduct their trading through a specified broker or reporting all transactions promptly to Firm, and (5) monitoring the securities trading of the firm and its employees and associated persons.

Firm or any related person(s) may have an interest or position in a certain security(ies) which may also be recommended to a client.

As these situations may represent a conflict of interest, Firm has established the following restrictions, in order to ensure its fiduciary responsibilities:

- 1) A director, officer or employee of Firm shall not buy or sell securities for their personal portfolio(s) where their decision is substantially derived, in whole or in part, by reason of his or her employment unless the information is also available to the investing public on reasonable inquiry. No person of Firm shall prefer his or

her own interest to that of the advisory client.

2) Firm maintains a list of all securities holdings for itself, and anyone associated with this advisory practice. These holdings are reviewed on a regular basis by Stephen Kohn.

3) Firm requires that all individuals must act in accordance with all applicable federal and state regulations governing registered investment advisory practices.

4) Any individual not in observance of the above may be subject to termination. DMK anticipates that, in appropriate circumstances, consistent with clients' investment objectives, it will cause accounts over which DMK has management authority to effect, and will recommend to investment advisory clients or prospective clients, the purchase or sale of securities in which DMK, its affiliates and/or clients, directly or indirectly, have a position of interest. DMK's employees and persons associated with DMK are required to follow the financial industry's Code of Ethics. Subject to satisfying this policy and applicable laws, officers, directors and employees of DMK and its affiliates may trade for their own accounts in securities which are recommended to and/or purchased for DMK's clients. The Code of Ethics is designed to assure that the personal securities transactions, activities and interests of the employees of DMK will not interfere with (i) making decisions in the best interest of advisory clients and (ii) implementing such decisions while, at the same time, allowing employees to invest for their own accounts. Under the Code certain classes of securities have been designated as exempt transactions, based upon a determination that these would not materially interfere with the best interest of DMK's clients. In addition, the Code requires pre-clearance of many transactions, and restricts trading in close proximity to client trading activity. Nonetheless, because the Code of Ethics in some circumstances would permit employees to invest in the same securities as clients, there is a possibility that employees might benefit from market activity by a client in a security held by an employee. Employee trading is continually monitored under the Code of Ethics standards, and to reasonably prevent conflicts of interest between DMK and its clients.

Certain affiliated accounts may trade in the same securities with client accounts on an aggregated basis when consistent with DMK's obligation of best execution. In such circumstances, the affiliated and client accounts will share commission costs equally and receive securities at a total average price. DMK will retain records of the trade order (specifying each participating account) and its allocation, which will be completed prior to the entry of the aggregated order. Completed orders will be allocated as specified in the initial trade order. Partially filled orders will be allocated on a pro rata basis. Any exceptions will be explained on the Order.

DMK's clients or prospective clients may request a copy of Rule 2010 by contacting Stephen A. Kohn via email (stephen.kohn@dmkadvisorgroup.com) or logging onto the FINRA Website.

(http://finra.complinet.com/en/display/display.html?rbid=2403&element_id=5504)

It is DMK's policy that the firm will not affect any principal or agency cross securities transactions for client accounts. DMK will also not cross trades between client accounts. Principal transactions are generally defined as transactions where an adviser, acting as principal for its own account or the account of an affiliated broker-dealer, buys from or sells any security to any advisory client. A principal transaction may also be deemed to have occurred if a security is crossed between an affiliated hedge fund and another client account. An agency cross transaction is defined as a transaction where a person acts as an investment adviser in relation to a transaction in which the investment adviser, or any person controlled by or under common control with the investment adviser, acts as broker for both the advisory client and for another person on the other side of the transaction. Agency cross transactions may arise where an adviser is dually registered as a broker-dealer or has an affiliated broker-dealer.

Item 12 – Brokerage Practices

- A.** DMK, being a dually registered Broker/Dealer, does not select or recommend other Broker/Dealers for client transactions.
 - a.** DMK Advisor Group, Inc. does not receive any soft dollar arrangements.
 - a.** DMK does not use client brokerage commissions to obtain research or other products or services.
 - b.** No incentive exists for DMK to recommend a broker/dealer for any reason.
 - b.** DMK does not receive client referrals from any outside Broker/Dealer.
 - c.** All transactions are executed by DMK through its clearing firm, NFS.
- B.** DMK does not aggregate the purchase or sale of securities for various client accounts.

Item 13 – Review of Accounts

- A.** Client accounts are reviewed on an ongoing basis. Account reviews are triggered upon receipt of trade and/or investment instructions. Reviews are conducted by Stephen Kohn, CCO and/or Nicole Slack, Firm Principals, on a regular basis.
- B.** Absent trading and/or investment activity, customer accounts are reviewed on a periodic basis.
- C.** Direct reporting to clients, under ordinary circumstances, is accomplished through customer statements from Clearing Agent, mutual fund families, alternative investment companies, etc., as appropriate. Statements are provided either monthly or quarterly depending on whether or not there was activity in their account. Client accounts are reviewed with the Investment Advisor on at

least an annual basis at which time an emphasis is placed on any changes in the clients' suitability and the suitability of the types of investments included in his/her/their investment account(s).

Item 14 – Client Referrals and Other Compensation

- A. DMK Advisor Group, Inc. does not offer compensation for referrals. DMK Advisor Group, Inc. does not have any fee/revenue sharing agreements with related or non-related parties.

Item 15 – Custody

DMK is an introducing Broker/Dealer and all client accounts are custodied at its clearing agent, NFS. NFS provides clients with at least quarterly statements from the broker dealer. DMK urges you to carefully review such statements and compare such official custodial records to the account statements that we provide to you. Our statements may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

Item 16 – Investment Discretion

DMK Advisor Group, Inc. accepts both discretionary and non-discretionary accounts. Clients may choose to include or exclude security classes from their accounts. But, for the most part, clients rely on the CIO for security selection and allocation. All clients and perspective clients are interviewed prior to any trading in their accounts and all of the suitability issues and risk tolerances are discussed in great detail.

Item 17 – Voting Client Securities

- A. As a matter of firm policy and practice, DMK does not have any authority to and does not vote proxies on behalf of advisory clients. Clients retain the responsibility for receiving and voting proxies for any and all securities maintained in client portfolios. DMK may provide advice to clients regarding the clients' voting of proxies

Item 18 – Financial Information

- A. DMK does not require or solicit of more than \$1,200.00 in fees, per client, six months or more in advance.
- B. DMK has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients. Custody of client funds and securities resides with our clearing agent, National Financial Services, a division of Fidelity Investments.
- C. Neither DMK Advisor Group, Inc. nor Stephen A. Kohn & Associates, Ltd., its predecessor, have ever been the subject of a bankruptcy.

Item 19 – Requirements for State Registered Advisers

Stephen A. Kohn – President

Mr. Kohn serves as President Chief Compliance Officer. He has been involved in the securities industry in various management capacities since 1984. Mr. Kohn is a graduate of C.W. Post College of Long Island University with majors in English and Fine Arts. He holds the following securities industry registrations: General Securities Representative (Series 7), General Securities Principal (Series 24), Municipal Securities Principal (Series 53), Uniform State Securities (Series 63), Government Securities Representative (Series 72), Government Securities Principal (Series 73), Operations Professional and Limited Representative (Series 79) and Investment Banker (Series 99). Mr. Kohn is also a qualified FINRA Arbitrator and has been elected twice, as a small firm representative to the FINRA National Adjudicatory Council, hearing appeals to FINRA Enforcement decisions.

Mr. Kohn was elected to, and served on the Financial Industry Regulatory Authority Board of Governors.

Mr. Kohn has no adverse disciplinary history.

Nicole Slack – Vice President

Ms. Slack graduated from Old Dominion University in 1981 earning a Bachelor of Science in Business Administration with a concentrating in Financial. She worked as a Loan Officer dealing with both first and second mortgages until 1986 when she joined E. F. Hutton as a Sales Assistant/Apprentice for a broker partnership. Their focus was on Limited Partnerships, Mutual Funds, Municipal Bonds, and IPO's. She became Series 7 qualified in October 1987 and accepted a position as a Registered Representative later that year. She qualified for her insurance license in December 1987. In January 1988, she joined the partnership, by invitation. After Shearson Lehman purchased E. F. Hutton, the partnership was dissolved and she worked for the new firm as an individual broker. In 1991, she took her Series 65 and obtained her RIA. Ms. Slack left the business in June of 1993, to settle her parents' estate, leaving a client base of 400 accounts and \$22 million in assets under management. In September 1996, Ms. Slack joined DMK Advisor Group, Inc. , took her exams again and now holds Series 7, 24, 63 and 65 registrations, along with Principal designation. She assists with the supervision of the 15 registered representatives working for DMK Advisor Group, Inc. She also works closely with the staff at National Financial Services (NFS), the firms clearing agent managing the operations of the firm.

Ms. Slack has no adverse disciplinary history.

Peter Galligan – Financial Principal

Mr. Galligan has over 25 years of professional finance and technology management experience. Prior to Joining OpenLogic he was the Chief Operating Officer at Information Management Research where he was in charge of worldwide operations of the company. Mr. Galligan was instrumental in establishing a profitable, professional services group and technical support team that delivered ROI to customers in 42 countries. He, earlier, held the office of VP Finance at IMR, leading the company through three rounds of successful financing.

Mr. Galligan also has 20 years of experience in brokerage accounting and compliance. He holds Series 7, 27, and 24 licenses. In addition to Stephen A. Kohn and Associates, he has held several Financial Principal positions at various companies over the past several years.

Mr. Galligan has no adverse disciplinary history.