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15 UNITED STATES DISTRICT COURT  
 16 SOUTHERN DISTRICT OF CALIFORNIA

17 SECURITIES AND EXCHANGE  
 18 COMMISSION,

19 Plaintiff,

20 vs.

21 TOTAL WEALTH MANAGEMENT,  
 22 INC.; et al.,

23 Defendants.

Case No. 15-cv-226 BAS (DHB)

NO HEARING REQUIRED UNLESS  
 REQUESTED BY COURT

**MEMORANDUM OF POINTS AND  
 AUTHORITIES IN SUPPORT OF  
 FIRST INTERIM APPLICATIONS  
 FOR PAYMENT OF FEES AND  
 REIMBURSEMENT OF RECEIVER,  
 KRISTEN A. JANULEWICZ, AND  
 ALLEN MATKINS LECK GAMBLE  
 MALLORY & NATSIS LLP**

[Notice of Applications for Payment of Fees  
 and Reimbursement of Expenses; First  
 Interim Application of Receiver; First  
 Interim Application of Allen Matkins;  
 Declaration of Kristen A. Janulewicz; and  
 [Proposed ]Order submitted concurrently  
 herewith]

Date: November 2, 2015  
 Ctrm: 4B  
 Judge: Hon. Cynthia Bashant

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1 **MEMORANDUM OF POINTS AND AUTHORITIES**

2 **I. INTRODUCTION.**

3 Pursuant its February 12, 2015 "(1) Preliminary Injunction, Appointment of a  
4 Permanent Receiver, and Related Orders; and (2) Order Vacating Hearing on  
5 Preliminary Injunction" (the "Permanent Appointment Order"), this Court appointed  
6 Kristen Janulewicz (the "Receiver"), as the permanent receiver for Defendant Total  
7 Wealth Management, Inc. ("Total Wealth") and its subsidiaries and affiliates,  
8 including, but not limited to Altus Capital Management, LLC (collectively, the  
9 "Receivership Entities" or "Entities"), in connection with a request by the Securities  
10 and Exchange Commission (the "Commission").

11 Since her appointment, the Receiver, with assistance from her counsel, Allen  
12 Matkins Leck Gamble Mallory & Natsis LLP ("Allen Matkins"), has diligently  
13 carried out her duties in accordance with the Court's Orders, including the  
14 Permanent Appointment Order and its May 8, 2015 Order Granting Motion for  
15 Order in Aid of Receivership ("Motion for Order in Aid"), approving the Receiver's  
16 engagement of Allen Matkins. Pursuant to Section XVI of the Permanent  
17 Appointment Order, and Section 6(c) of the Motion for Order in Aid, the Receiver  
18 and Allen Matkins each hereby submit their respective First Interim Applications for  
19 Payment of Fees and Reimbursement of Expenses (the "Applications"), for fees and  
20 costs incurred by the Receiver and her agents and counsel from the inception of the  
21 receivership on February 4, 2015 through June 30, 2015 (the "Application Period").  
22 The Applications seek interim approval of \$195,832.90 in fees incurred by the  
23 Receiver during the Application Period, and authorization for the Receiver to pay,  
24 on an interim basis, 90% of the fees incurred, in the amount of \$176,249.61. The  
25 Applications further seek the approval of Allen Matkins' fees and costs in the  
26 amount of \$252,037.35 and \$17,081.93, respectively, and authorization for the  
27 Receiver to pay Allen Matkins, on an interim basis, 80% of its fees incurred, in the  
28

1 amount of \$201,629.88 and 100% of its expenses in the amount of \$17,081.93, from  
2 the assets of the Receivership Entities.

3 **II. RELEVANT FACTUAL BACKGROUND.**

4 A full recitation of the procedural history of the above-captioned action is  
5 unnecessary for the purposes of the Applications, and is presented completely and in  
6 detail in the Receiver's previously submitted Initial Report and Recommendations  
7 and Petition for Instructions (the "Initial Report") and her First Interim Report and  
8 Petition for Further Instructions (the "First Interim Report"), each of which  
9 summarize the efforts of the Receiver and her professionals<sup>1</sup> since the  
10 commencement of the instant receivership. The facts most relevant to the  
11 Applications are as follows:

12 The above-captioned enforcement action commenced with the Commission's  
13 Complaint (the "SEC Complaint"), submitted on February 3, 2015, against  
14 Defendants Total Wealth and Jacob Keith Cooper (See Docket No. 1.) The  
15 Commission's Complaint alleged that Defendants violated the federal securities  
16 laws, including by allegedly breaching their fiduciary duties to investors, wrongfully  
17 deploying client funds for their own, personal purposes, and committing fraud. The  
18 Court entered the Permanent Appointment Order on February 12, 2015, granting the  
19 Commission's request for the appointment of the Receiver, and imposing certain  
20 injunctive relief against the Receivership Entities and anyone acting in concert with  
21 them. (See Docket No. 8.) On May 8, 2015, this Court granted the Receiver's  
22 request for an Order in Aid of Receivership, clarifying certain administrative matters  
23 and providing the Receiver with certain specific authority regarding  
24 communications with Entity investors and protection of private information, among  
25 other things. (See Docket No. 31.)

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28 <sup>1</sup> For the purposes of this Application, the only professionals seeking compensation are  
Allen Matkins.

1 Since her appointment, the Receiver has assumed control over the  
2 Receivership Entities and their estate (the "Estate"), and commenced a detailed  
3 review of their business and financial activities. The Receiver expects this effort  
4 will enable her to better understand and provide an accounting for the Entities'  
5 affairs, and to identify, locate, and recover assets of the Receivership Entities, as  
6 directed in the Permanent Appointment Order. (See concurrently filed Declaration  
7 of Kristen A. Janulewicz ["Janulewicz Decl."] ¶ 2.) Again, the specific actions  
8 taken by the Receiver are described in detail in her Initial Report and First Interim  
9 Report. Having diligently carried out their duties in connection with the instant  
10 receivership, the Receiver and Allen Matkins now request that the Court authorize  
11 the interim payment of their respective fees and expenses, through June 30, 2015,  
12 from the assets of the Estate as addressed here and in the Applications.

13 **III. ARGUMENT.**

14 **A. The Applications Are Reasonable And Appropriate And Payment**  
15 **Should Be Authorized.**

16 "As a general rule, the expenses and fees of a receivership are a charge upon  
17 the property administered." Gaskill v. Gordon, 27 F.3d 248, 251 (7th Cir. 1994).  
18 These expenses include the fees and expenses of the Receiver and her professionals.  
19 Decisions regarding the timing and amount of an award of fees and costs to the  
20 Receiver and her professionals are committed to the sound discretion of the Court.  
21 See SEC v. Elliot, 953 F.2d 1560, 1577 (11th Cir. 1992) (rev'd in part on other  
22 grounds, 998 F.2d 922 (11th Cir. 1993)).

23 1. The Fees and Expenses Requested in the Applications are  
24 Reasonable.

25 In determining the reasonableness of fees and expenses requested in this  
26 context, the Court should consider the time records presented, the quality of the  
27 work performed, the complexity of the problems faced, and the benefit of the  
28 services rendered to the receivership estate. SEC v. Fifth Avenue Coach Lines, Inc.,

1 364 F.Supp. 1220, 1222 (S.D.N.Y. 1973); see also Southwestern Media, Inc. v. Rau,  
2 708 F.2d 419, 427 (9th Cir. 1983) (superseded on other grounds by statute as stated  
3 in In re Hokulani Square, Inc., 460 B.R. 763, 768 (9th Cir. BAP 2011)).

4 Here, the Applications describe the nature of the services that have been  
5 rendered, and, where appropriate, the identity and billing rate of the individual(s)  
6 performing each task. The Receiver and Allen Matkins have endeavored to staff  
7 matters as efficiently as possible in light of the level of experience required and the  
8 complexity of the issues presented. Moreover, both the Receiver and Allen Matkins  
9 seek payment, on an interim basis, of only a percentage of the fees and costs  
10 incurred, in recognition of the fact that the work on this matter is ongoing. The  
11 Receiver seeks payment of 90% of fees incurred during the Application Period, in  
12 the amount of \$176,249.61. Allen Matkins seeks payment of 80% of its fees  
13 incurred during the Application Period, totaling \$201,629.88, plus 100% of its  
14 expenses, totaling \$17,081.93. Payment of the proposed 10% and 20% holdbacks,  
15 respectively, will be sought at the conclusion of the receivership. In general, the  
16 Applications reflect the Receiver's and Allen Matkins' customary billing rates and  
17 the rates charged for comparable services in other matters, less any discounts or  
18 reductions specifically identified in the Applications.

19 The Receiver has reviewed the Applications, and believes the fee and expense  
20 requests to be fair and reasonable, and an accurate representation of the work  
21 performed for the benefit of the Receivership Entities. (See Janulewicz Decl. ¶ 3.)  
22 The Receiver has likewise determined that the Estate has actually benefited from the  
23 services. (Id.)

24 2. The Fees and Expenses Requested in the First Fee Applications  
25 have been Submitted to the Commission, Without Objection.

26 Courts give great weight to the judgment and experience of the Commission  
27 relating to receiver compensation. "[I]t is proper to [keep] in mind that the  
28 [Commission] is about the only wholly disinterested party in [this] proceeding and

1 that ... its experience has made it thoroughly familiar with the general attitude of the  
2 Courts and the amounts of allowances made in scores of comparable proceedings."  
3 In re Philadelphia & Reading Coal & Iron Co., 61 F.Supp. 120, 124 (D.C. Pa. 1945).  
4 Indeed, the Commission's perspectives are not "mere casual conjectures, but are  
5 recommendations based on closer study than a district judge could ordinarily give to  
6 such matters." Finn v. Childs Co., 181 F.2d 431, 438 (2d Cir. 1950) (internal  
7 quotation marks omitted). In fact, "recommendations as to fees of the  
8 [Commission] may be the only solution to the 'very undesirable subjectivity with  
9 variations according to the particular judge under particular circumstances' which  
10 has made the fixing of fees seem often to be 'upon nothing more than an ipse dixit  
11 basis.'" Id. Thus, the Commission's perspective on the matter should indeed be  
12 given "great weight," as observed by the court in Fifth Avenue Coach Lines, Inc.,  
13 364 F. Supp. at 1222.

14 In order to ensure that the fees and expenses requested in the Applications are  
15 appropriate, the Receiver and Allen Matkins submitted their respective invoices to  
16 the Commission for review. The Commission has indicated that it does not object to  
17 the requested fees and costs. The Commission's apparent satisfaction with the  
18 subject invoices therefore merits significant deference. As the Philadelphia &  
19 Reading Coal & Iron Co. court observed, the Commission is "thoroughly familiar  
20 with ... the amounts of allowances made in scores of comparable proceedings." 61  
21 F.Supp. at 124. Indeed, the Commission is likely in the best position to measure the  
22 fees and costs requested here against those incurred in other, similar proceedings,  
23 and cases of similar complexity. The Receiver and her Professionals thus  
24 respectfully request that the Court approve all requested fees and expenses reflected  
25 in the Applications.

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**B. The Receiver Should Be Authorized To Pay Allowed Fees And Expenses From Cash On Hand.**

The Receiver presently holds approximately \$3,472,742.29 for the benefit of the Receivership Entities. (See Janulewicz Decl. ¶ 2.) In the aggregate, the Receiver holds funds well in excess of those requested in the Applications, and the Receiver respectfully requests the Court's permission to pay requested fees and costs from the cash on hand and available from the accounts of the Receivership Entities.

**IV. CONCLUSION.**

The Receiver and Allen Matkins therefore respectfully request that this Court enter an Order:

- 1. Approving the Receiver's fees, in the amount of \$195,832.90;
- 2. Authorizing and directing the Receiver to pay herself 90% of approved fees, or \$176,249.61, from the assets of the Receivership Entities, on an interim basis;
- 3. Approving Allen Matkins' fees, in the amount of \$252,037.25;
- 4. Authorizing and directing the Receiver to pay Allen Matkins 80% of approved fees, or \$201,629.88, from the assets of the Receivership Entities, on an interim basis;
- 5. Approving Allen Matkins' costs, totaling \$17,081.93, and authorizing and directing the Receiver to reimburse Allen Matkins for such costs in full.

Dated: September 21, 2015

ALLEN MATKINS LECK GAMBLE  
MALLORY & NATSIS LLP  
DAVID R. ZARO  
JOSHUA A. DEL CASTILLO

By:           /s/          Joshua A. del Castillo            
JOSHUA A. DEL CASTILLO  
Attorneys for Receiver  
Kristen A. Janulewicz

**PROOF OF SERVICE**

*Securities and Exchange Commission v. Total Wealth Management, Inc., et al.*  
USDC, Southern District of California – Case No. 15-cv-226 BAS (DHB)

I am employed in the County of Los Angeles, State of California. I am over the age of 18 and not a party to the within action. My business address is 515 S. Figueroa Street, 9th Floor, Los Angeles, California 90071-3398.

A true and correct copy of the foregoing document(s) described below will be served in the manner indicated below:

**MEMORANDUM OF POINTS AND AUTHORITIES IN SUPPORT OF  
FIRST INTERIM APPLICATIONS FOR PAYMENT OF FEES AND  
REIMBURSEMENT OF EXPENSES OF RECEIVER, KRISTEN A.  
JANULEWICZ, AND ALLEN MATKINS LECK GAMBLE MALLORY  
& NATSIS LLP**

1. **TO BE SERVED BY THE COURT VIA NOTICE OF ELECTRONIC FILING ("NEF")** – the above-described document will be served by the Court via NEF. On **September 22, 2015**, I reviewed the CM/ECF Mailing Info For A Case for this case and determined that the following person(s) are on the Electronic Mail Notice List to receive NEF transmission at the email address(es) indicated below:

- **Vincent J. Brown**  
vince@vjblaw.com,vjblaw@gmail.com
- **John Bulgozdy**  
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- **Joshua Andrew del Castillo**  
jdelcastillo@allenmatkins.com

1 2. **SERVED BY U.S. MAIL OR OVERNIGHT MAIL (indicate method for**  
 2 **each person or entity served)**: On **September 22, 2015**, I served the  
 3 following person(s) and/or entity(ies) in this case by placing a true and correct  
 4 copy thereof in a sealed envelope(s) addressed as indicated below. I am readily  
 5 familiar with this firm's practice of collection and processing correspondence  
 6 for mailing. Under that practice it is deposited with the U.S. postal service on  
 7 that same day in the ordinary course of business. I am aware that on motion  
 for party served, service is presumed invalid if postal cancellation date or  
 postage meter date is more than 1 (one) day after date of deposit for mailing in  
 affidavit.

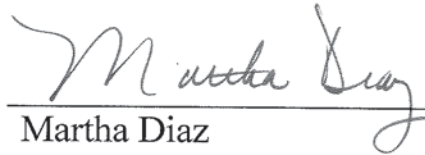
8 Mikel R. Bistrow, Esq.  
 9 Ballard Spahr LLP  
 10 655 W. Broadway, Suite 1600  
 San Diego, CA 92101

**Via U.S. First Class Mail**

11 Richard M. Kipperman  
 12 PO Box 3010  
 La Mesa, CA 91944-3010

**Via U.S. First Class Mail**

13 I declare that I am employed in the office of a member of the Bar of this Court  
 14 at whose direction the service was made. I declare under penalty of perjury under the  
 15 laws of the United States of America that the foregoing is true and correct. Executed  
 on **September 22, 2015** at Los Angeles, California.

16  
 17   
 18 \_\_\_\_\_  
 Martha Diaz