



ADV Part 3 – Client Relationship Summary (Form CRS) February 28, 2024

Hartshorne Group, LLC (“Hartshorne”) is an investment advisor registered with the Securities and Exchange Commission (SEC). Brokerage and investment advisory services and fees differ, and it is important that you understand the differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

Hartshorne provides investment advisory services to both institutional and retail clients. This Client Relationship Summary ¹ is intended for retail clients and prospective clients.

Hartshorne offers personalized investment advisory services to clients in the form of comprehensive financial planning, financial analysis of specific planning topics, and ongoing wealth management and financial administration services. Hartshorne also acts as an Introducing Advisor, which refers clients to third party investment managers, including its affiliate, WBI Investments, LLC (“WBI”). Our retail clients make the ultimate decision regarding the purchase or sale of investments. The frequency and scope of reviews depends on the nature of Hartshorne’s engagement with the client and is negotiated individually with each client. Hartshorne offers ongoing investment management supervision of client accounts. We generally require a minimum investment of \$500,000 to \$10 million depending on the type of services you select.

For Additional Information: Please refer to Item 4 of Hartshorne’s ADV Part 2 Brochure which can be requested by calling 732-945-3830. Our affiliate WBI’s relationship summary can be requested by calling 800-772-5810.

Conversation starters: Ask your financial professional:

- Given my financial situation, should I choose an investment advisory service? Why or why not?
- How will you choose investments to recommend to me?
- What is your experience, including your licenses, education and other qualifications? What do those qualifications mean?

What fees will I pay?

Hartshorne’s fees vary depending on the services selected. Fees are negotiable and may be fixed or hourly. Prior to engaging Hartshorne to provide financial planning and/or consulting services, you will be required to enter into a Financial Analysis Agreement with Hartshorne, which sets forth the terms and conditions of the engagement, the services to be provided, and the fees/fee schedule. Hartshorne typically requires a retainer equal to one half of the estimated analysis fee at the time the Financial Analysis Agreement is executed, with the balance payable upon delivery of the analysis.

Hartshorne will also receive a management fee that is based on a percentage of assets under management for its role as an Introducing Advisor when affiliated or unaffiliated third-party investment managers are selected. This management fee varies depending on the total amount of assets under management and the type of investment strategy utilized. In addition to our management fee, you will bear the management fees of third-party managers and transaction fees when investments are bought or sold, including custody fees and mutual fund management fees and expenses. Hartshorne’s fees do not offset any fees WBI charges for its management programs.

¹ The information and statements included in this Client Relationship Summary: (i) are summary in nature and are limited in substance and # of pages by SEC Form CRS; (ii) do not create or modify any agreement, relationship, or obligation between you and us or our financial professionals; and (iii) are subject to the more complete terms and conditions of our agreements and disclosures.

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

For Additional Information About Our Firm's Fees: Please refer to Item 5 of Hartshorne's Form ADV Part 2 Brochure which can be requested by calling 732-945-3830.

Conversation starters: Ask your financial professional:

- Help me understand how these fees and costs might affect my investments.
- If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

What are your legal obligations to me when acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?

When Hartshorne acts as your investment advisor, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means.

- Accounts with more assets typically pay more in fees; therefore, **Hartshorne** has an incentive to encourage you to increase the assets in your account.
- Because **Hartshorne and WBI** are under common ownership, certain of the owners of Hartshorne also have an ownership interest in WBI. The common owners of Hartshorne and WBI will benefit from fees paid to WBI and, as a result, are incentivized to refer Hartshorne clients to WBI. Furthermore, given its affiliation with WBI, Hartshorne may be less likely to recommend moving client money out of WBI's Affiliated ETFs than it would be for investments in other securities not managed by WBI if the Affiliated ETFs have poor performance.

Conversation starter: Ask your financial professional - How might your conflicts of interest affect me, and how will you address them?

For additional information: Please refer to Hartshorne's ADV Part 2 Brochure for information on these and other conflicts which can requested by calling 732-945-3830.

How do your financial professionals make money?

Hartshorne's employees, including their financial advisors, receive a salary and may also be eligible for additional bonus compensation based on both quantifiable and discretionary criteria, including the amount of client assets under management.

Do you or your financial professionals have legal or disciplinary history?

No. Visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

Conversation starter: Ask your financial professional – As a financial professional, do you have any disciplinary history? For what type of conduct?

Additional Information

For more information about our services or to receive an up-to-date copy of Form CRS, please contact us at: 732-945-3830 or visit hartshornegroup.com

Conversation starters: Ask your financial professional:

- Who is my primary contact person?
- Is he or she a representative of an investment advisor or a broker dealer?
- Who can I talk to if I have concerns about how this person is treating me?