

# Client Relationship Summary



as of February 5, 2024

Harold Dance Investments is registered with the Securities and Exchange Commission (SEC) as both a broker-dealer and an investment adviser. Depending on your needs and objectives, we can provide you with services in a brokerage account, investment advisory account, or both at the same time. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisors, and investing.

## What investment services and advice can you provide me?

We offer both brokerage and investment advisory services. We can help you open Traditional IRAs, Roth IRAs, joint accounts, trust accounts, college savings accounts, and other types of accounts using either arrangement, though there are some important differences described below. We strive to offer education, advice, and recommendations which will help you meet your financial goals when using any of our services.

### Brokerage Services

**Investment offerings:** Our brokerage business is limited to dealing in mutual funds and variable annuities. We are not limited to proprietary products. Instead, we offer many different mutual funds and variable annuities from multiple investment and insurance companies with whom we maintain dealer agreements. The accounts are opened directly with the investment company and each company has its own limitations on what specific share classes and investments are available.

**Investment authority:** Our brokerage services are non-discretionary, meaning you ultimately make the decision on which investments to buy or sell.

**Monitoring:** Your mutual funds and variable annuity subaccounts are monitored on an ongoing basis by the investment companies managing those investments. We do not monitor retail investors' brokerage accounts. We will review accounts at your request and may voluntarily review an account to determine whether to make a recommendation.

**Account minimums:** We do not have account minimums though the investment or insurance companies generally require minimum investments to open or maintain accounts. Minimums vary by investment.

### Investment Advisory Services

**Investment offerings:** Our investment advisory services can include a broad range of investments including mutual funds, stocks, bonds, CDs, ETFs, etc. The accounts are opened through the platform offered by one of several unaffiliated investment or brokerage companies which may have some limitations on the specific offerings.

**Investment authority:** Our investment advisory services are discretionary, meaning we may make buy or sell decisions, though we generally only do so after consultation with you.

**Monitoring:** We provide ongoing monitoring of retail investors' investment advisory services accounts. The most important factor when considering the appropriateness of an investment or strategy is your specific situation, so we ask that you inform us should your circumstances change.

**Account minimums:** We do not have account minimums related to our investment advisory services though the specific platform or investment may require minimums, which can vary.

**Learn more:** To learn more about the services we offer, talk to your financial advisor, visit our website at [harolddance.com](https://harolddance.com) or request a copy of our investment advisory brochure. Additional, more detailed information about our brokerage services can be found at [harolddance.com/brokerage](https://harolddance.com/brokerage). Here are some questions about investment services and advice you can ask:

- Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? Why or why not?
- How will you choose investments to recommend to me?
- What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

## What fees will I pay?

What you pay will depend on the services and investments you choose. Most fees will be based on a percentage of your investments, so we will have an incentive to increase the assets you have with us. 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.

### Brokerage Services

All fees and costs related to brokerage services are described in detail in the prospectus and account agreement for the specific mutual fund or variable annuity. These fees can include upfront charges (creating incentives to move funds), ongoing services fees or trail commissions, deferred sales charges, annual custodial or contract fees, administrative fees, etc.

### Investment Advisory Services

Most advisory services include fees based on the assets in your account, though we can also offer services through a flat fee or hourly rate. Underlying investment will have their own built-in expenses and transaction costs in addition to the fee you pay us. Advisory accounts are also subject to certain additional fees and costs for wires, account transfers, etc. When acting as a

	third-party solicitor to connect you with private wealth management services, the firm will disclose any referral arrangements and associated fees.
<b>Learn more:</b> To learn more about fees and costs of investing with our firm, talk to your financial advisor, request a prospectus, or request a copy of our investment advisory brochure. Here is a question about fees and costs you can ask: <ul style="list-style-type: none"> <li>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?</li> </ul>	

## What are your legal obligations to me when providing recommendations as my broker-dealer or when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

We always strive to help you invest successfully to reach your financial goals. When we provide you with a recommendation as your broker-dealer or act as your investment adviser, 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 us about these conflicts because they can affect the recommendations and investment advice we provide you. Here are some examples to help you understand what this means.

<i>Brokerage Services</i>	<i>Investment Advisory Services</i>
<b>Third-Party Payments:</b> Most mutual funds and annuities pay us ongoing service fees (12b-1s) or trail commissions and upfront commissions, creating an incentive for us to recommend these investments.	<b>Transaction Fees:</b> In some of our investment advisory services accounts we pay transaction costs when trading certain share classes of mutual funds or when buying or selling stock. This creates an incentive for us to limit trading or to use different share classes which do not have transaction fees.
We do not offer proprietary products, participate in revenue sharing arrangements, or engage in principal trading, common practices in the industry which create conflicts of interest.	
<b>Learn more:</b> To learn more about our legal obligations and potential conflicts of interest, talk to your financial advisor or request a copy of our investment advisory brochure. Here are some questions about conflicts of interest you can ask: <ul style="list-style-type: none"> <li>How might your conflicts of interest affect me, and how will you address them?</li> </ul>	

## How do your financial professionals make money?

We pay our advisors a portion of any revenue the firm earns through their advisory services, brokerage services, or recommendations. The amount of client assets serviced, the time and complexity required to meet client's needs, the product sold, and product sales commissions are not direct factors in determining pay but can have an impact on revenue the firm earns and, hence, the advisor's pay. These payments are made in the form of cash and noncash compensation including firm profit sharing, bonuses, health and retirement benefits, etc. The firm is owned by advisors who benefit when the firm is profitable. This compensation structure creates a conflict of interest when providing advice on rollovers or transfers, withdrawals, investment types and other services, and when helping you choose one service over another. The firm never incentivizes the promotion of one product or service over another.

**Learn more:** To learn more about how our financial professionals make money, talk to your financial advisor or request a copy of our investment advisory brochure.

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

No. Please visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research our firm and your financial advisor. Here are some questions about you can ask:

- As a financial professional, do you have any disciplinary history? For what type of conduct?

## Where can I find additional information?

For more information about our brokerage and investment advisory services, or to obtain a copy of this relationship summary, contact your financial advisor, visit our website at [harolddance.com](https://www.harolddance.com), or call 435-752-8484. Here are some questions about you can ask:

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