



Introduction

We are an investment adviser and provide advisory accounts and services rather than brokerage accounts and services.

Brokerage and investment advisory services and fees differ, and it is important for you to understand these difference. Free and simple tools are available to research firms and financial professionals at Visit www.investor.gov/CRS which also provides educational materials about broker-dealers, investment advisers, and investing.

Relationships and Services

What investment services and advice can you provide me?

We offer retail investors investment advisory services. If you open an advisory account with our firm, we'll meet with you to understand your current financial situation, existing resources, goals, and risk tolerance. Based on what we learn; we'll recommend a portfolio of investments that is monitored continually and your overall portfolio is reviewed at least quarterly to assure compliance with your objectives. We manage your account under discretionary authority, meaning we make buying and selling decisions and execute them within your account. This authority is limited by the objectives of the account, the applicable fiduciary obligations imposed by the law and the assets contained in the account. We limit our investments to publicly traded stocks, ETFs, mutual funds, bonds, and options. Our minimum account size \$100,000. Accounts not meeting this minimum may at times be accepted on a case-to-case basis.

Financial Planning & Consulting is also offered as a separate service for a flat fee. We do not monitor your investments for the Financial Planning & Consulting service.

For additional information please see our firm's brochure, which is available online at:

adviserinfo.sec.gov.

CONVERSATION STARTER: 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 relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

Fees, Costs, Conflicts, and Standards of Conduct

What fees will I pay?

We provide investment advisory services for a fee based on a percentage of assets under management. We are compensated solely by our clients and do not receive compensation or commissions from any other parties. We believe this method of compensation minimizes the conflicts-of-interest that are prevalent in the investment management industry. Our fee is provided in your Investment Advisory Agreement based upon a tiered schedule from 2.00% to 0.775%. Specific fixed income management is 0.50% and options trading is negotiable. The fee is calculated quarterly, in advance, and will be equal to the respective percentage per annum based on the market value of your account(s) on the last trading day of the previous calendar quarter.

Although most brokers have reduced commissions to zero, you may still pay commission fees on certain securities. Other common fees include mutual fund fees and foreign tax payments on foreign securities.

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.

CONVERSATION STARTER: 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 adviser? How else does your firm make money and what conflicts of interest do you have?

When we 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 investment advice we provide you. Here are some examples to help you understand what this means:

Our firm recommends Schwab as the custodian for client accounts. Since Schwab provides our firm with ease of use benefits to assist us with managing client accounts, we have an incentive to continue to recommend them even though you might be able to individually get better pricing or services at another broker.

How do your financial professionals make money?

Our financial professionals are generally compensated on a salary basis. However, certain of our financial professionals, based upon their individual professional ability, may receive a performance bonus from time to time. You should discuss your financial professional's compensation directly with your financial professional.

For additional information please see our firm's brochure, which is available online at: adviserinfo.sec.gov.

Disciplinary History

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

Yes. Visit www.investor.gov/CRS for a free and simple search tool to research our firm 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

You can find additional information about our firm's investment advisory services on the SEC's website at www.adviserinfo.sec.gov by searching CRD # 37499. You may also contact our firm at (800) 808-7488 to request a copy of this relationship summary and other up-to-date information.

Our firm's brochure is available online at: adviserinfo.sec.gov.

CONVERSATION STARTER: Ask your financial professional:

- 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?