

**FORM CRS: CLIENT RELATIONSHIP SUMMARY**  
**GLP INVESTMENT SERVICES & ASSET ALLOCATION STRATEGIES**  
**April 30, 2024**

## WORKING WITH OUR FIRMS

### Overview

This Client Relationship Summary (Form CRS) provides information to help you make an informed decision about whether or not to invest with us, and how. This document can help you learn more about our Firms and prepare you for a potential conversation with one of our representatives.

GLP Investment Services, LLC (the “B/D”, “GIS”) is registered with the Securities and Exchange Commission as a broker-dealer member of [FINRA](http://www.finra.org) ([www.finra.org](http://www.finra.org)) and [SIPC](http://www.sipc.org) ([www.sipc.org](http://www.sipc.org)). Additionally, our affiliated firm, Asset Allocation Strategies, LLC (the “RIA”, “AAS”) is an SEC registered investment adviser. The selection of an appropriate type of firm to work with is key as 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](http://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

## WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

GIS offers variable annuities and mutual funds directly through mutual fund sponsors and via the IPX or Aspire Platforms, while AAS offers investment advisory services to retail investors through Charles Schwab & Co., Inc., IPX and Aspire and other approved third-party money managers. Through GIS, we limit our recommendations to the purchase and sale of mutual funds, and variable products. These products are the only securities in which the B/D is approved to engage. Through AAS, we are able to offer advice and recommendations on a full spectrum of securities products, however, we work primarily with mutual funds, individual securities (like stocks and bonds) and exchange traded funds. If your representative is able to offer you services through GIS and AAS, they will inform you when they offer an investment recommendation or advice, and whether the recommendation or advice is part of a brokerage or advisory service. Some of the key differences between brokerage and investment advisory services are described below.

Services through our Broker Dealer – GIS	Investment Advisory Services Through AAS
<p>The primary service we offer retail investors in this relationship are mutual funds and variable annuities, purchased “application-way” or direct to fund company. For your retirement assets, 403(b), 457 and IRAs, we also have access to platforms, IPX or Aspire, that offer you a wide choice of mutual fund families. There are no account minimums to open or maintain an account.</p> <p align="center"><b>Monitoring</b></p> <p>We do not offer or agree to provide monitoring in our broker dealer relationships. However, upon request, we will provide you with an account review (this is not an agreement for ongoing account monitoring).</p> <p align="center"><b>Investment Authority</b></p> <p>We may make recommendations to you, but the decisions for your investment strategy and the purchase or sale of investments will be yours.</p>	<p>The primary services we offer retail investors in an advisory relationship is investment advice. Our services include discretionary account management where we recommend a portfolio based upon, among other things, your risk tolerance, time horizon and investment objectives. We also offer financial planning and consulting for a flat or hourly fee. There are minimum investment requirements, please see our Form ADV Part 2A for additional details.</p> <p align="center"><b>Monitoring</b></p> <p>We’ll typically monitor accounts, and specific investments within accounts, on an ongoing basis to align with your investment goals. We expect our Advisors to offer, at least, an annual review of your account(s).</p> <p align="center"><b>Investment Authority</b></p> <p>We offer discretionary management services in your advisory account, which means, once we have determined the option that is in your best interest, based on your investment</p>

objectives and risk tolerance, we can buy and sell on your behalf without asking you in advance.



**For additional information, please see:**

1. Regulation Best Interest Disclosures [glpfinancialgroup.com/regulatoryinformation](http://glpfinancialgroup.com/regulatoryinformation)
2. Asset Allocation Strategies Form ADV [www.adviserinfo.sec.gov/firm/summary/152339](http://www.adviserinfo.sec.gov/firm/summary/152339)



**Questions to guide your conversations with our representative:**

1. 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?
2. How will you choose investments to recommend to me?
3. What is your relevant experience, including your licenses, education, and other qualifications? What do the qualifications and licenses mean?

**WHAT FEES WILL I PAY?**

Fees Associated with Your Broker-Dealer Account	Fees Associated with Your Investment Advisory Account
<ul style="list-style-type: none"> <li>• For investments in products like mutual funds and annuities, we receive transaction-based fees from the product sponsor in the form of sales charges (“front-load” or “contingent deferred sales charges”) and, in some cases, additional on-going expenses like internal management fees and distribution expenses (12b-1 fees). These fees increase the overall cost and reduce the value of money invested.</li> <li>• With variable annuities, you will incur additional fees if you select certain optional features or benefits, you will pay fees referred to as “surrender” or contingent deferred sales charges if you sell within a stated period of time (for more information about these charges, please see our Supplemental Reg BI disclosure).</li> <li>• From a cost perspective, you may prefer a transaction based account if you do not intend to trade often or if you plan to hold investments for long periods of time.</li> <li>• Your representative receives different compensation in connection with purchases and sales of different types of investments. We pay your representative a portion of the commissions, sales charges, and other revenue they produce in connection with the transactions you execute. In general, the more revenue your representative produces in a given year, the greater the percentage of revenue they receive. Please see our Supplemental Reg BI disclosure for more detail.</li> <li>• If your account is held on the IPX or Aspire Platform, you may also pay an annual custody fee and for 403(b) and 457 accounts you will also pay a Third Party Admin Fee (unless covered by your Plan). For IPX this equates to \$25/year and 0.20% of the assets in your account. For Aspire, this equates to \$25/year and 0.15% of the</li> </ul>	<ul style="list-style-type: none"> <li>• If you choose an Investment Advisory account, you will pay an on-going fee based upon the value of the assets in your account, charged quarterly based upon the prior quarter end account value. In general, the greater the value of the assets in your account, the more you will pay in fees and the fee you pay as a percentage of the assets managed may decline if/when the value of the assets decline.</li> <li>• For financial planning or consulting services, fees are charged on an hourly or flat fee basis.</li> <li>• You may also pay annual maintenance and custodial fees within an advisory account. Additional fees such as account transfer fees may also apply (based upon the custodian).</li> <li>• Some investments, like mutual funds, also have internal operating expenses in addition to the fees we charge. These fees increase your overall cost and reduce the value of your investment over time.</li> <li>• We pay your Advisor a portion of the advisory fees in connection with the management of your account. In general, the more the total revenue your Advisor produces in a year, the greater the percentage of the revenue they receive. The advisory fee is calculated and deducted from your account quarterly.</li> <li>• The fees applicable to our Adviser and the custodial platforms used are also set forth in your Advisory Agreement and our Firm’s Form ADV Part 2A (found: <a href="http://adviserinfo.sec.gov/firm/summary/152339">adviserinfo.sec.gov/firm/summary/152339</a>).</li> <li>• If your account is held on the IPX or Aspire Platform, you will also pay an annual custody fee and for 403(b) and 457 accounts. You may also pay a Third Party Admin Fee (unless covered by your Plan). For IPX this equates to \$25/year and 0.20% of the assets in your account. For Aspire, this equates to \$25/year and 0.15% of the assets in your account.</li> </ul>

assets in your account. These fees are detailed in our Supplemental Reg BI disclosure.	
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You will pay fees and costs whether you make or lose money on your investments, regardless of the type of account you select. Fees and costs reduce the amount of money you make on your investments over time. Please see our Supplemental Reg BI disclosure for additional details on how fees are calculated along with the applicable Custodian information.



**As you consider the cost of our services, ask your representative the following questions:**

- *Help me understand how the fees and costs you charge 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?*
- *How much would I expect to pay per year for an advisory account? How much for a typical brokerage account?*
- *How are you compensated for providing me services?*

**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?**

*When we provide you with a recommendation as your broker-dealer or act as your investment adviser, we must act in your best interest and not place 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:*

Broker-Dealer Accounts	Investment Advisory Accounts
<ol style="list-style-type: none"> <li>1. We are compensated from the investments made on your behalf with mutual fund or variable annuity companies.</li> <li>2. You are charged a commission or sales charge on most every transaction. Since we receive compensation on those transactions, we have an incentive to encourage you to invest more often.</li> <li>3. We have arrangements with two custodians, Aspire and IPX, who pay us a revenue share (please see our Supplemental Disclosures. This is not shared with your representative).</li> <li>4. Representatives may also receive a portion of the ongoing fees charged by mutual funds (“12b-1” fees) or annuities (trail commissions).</li> <li>5. Representatives may receive forms of non-cash compensation from affiliates, vendors, or product providers in the process of recommending a product.</li> </ol>	<ol style="list-style-type: none"> <li>1. The greater the value of the assets in your account, the more you will pay in fees, therefore, we have an incentive to encourage you to increase the amount of assets in your account. The fee you pay as a percentage of the assets managed may decline if the value of the assets in your account declines.</li> <li>2. We have arrangements with two custodians, Aspire and IPX, who pay us a revenue share (please see our Supplemental Disclosures. This is not shared with your advisor).</li> <li>3. Advisors also receive a portion of the advisory fee you pay which may increase as the value of your assets increase.</li> </ol>



**Ask your Financial Professional:** *How might your conflicts of interest affect me, and how will you address them?*



**For additional information, please see:**

1. Regulation Best Interest Disclosures [glpfinancialgroup.com/regulatoryinformation](http://glpfinancialgroup.com/regulatoryinformation)
2. Asset Allocation Strategies Form ADV – [www.adviserinfo.sec.gov/firm/summary/152339](http://www.adviserinfo.sec.gov/firm/summary/152339)

**HOW DOES YOUR FINANCIAL PROFESSIONAL MAKE MONEY?**

Our Registered Representatives of GIS and our Investment Advisor Representatives of AAS are independent contractors. The agreement between each representative and their respective firm sets out the payments we make them for the business they generate are compensated through a percentage of the commissions or fees generated through their activities. Further details on the compensation types received and conflicts pertaining thereto are outlined elsewhere in this document and in our Regulation Best Interest and Supplement Disclosures document. Representatives who provide you brokerage services receive a portion of the commissions earned from the mutual funds or variable annuities you buy. Your representative may also receive non-cash compensations in the form of educational meetings and recognition trips sponsored by external vendors and affiliates, such as mutual fund companies, insurance carriers, or money managers. They may also receive promotional items, meals, entertainment, or other similar non-cash compensation from product providers.

## **DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?**

**Yes.** For more information, visit [investor.gov/CRS](http://investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.



**Question to guide your conversation with us:** *As a financial professional, do you have any disciplinary history? For what type of conduct?*

**How to find additional information:** For more information on our firm and services, please visit <http://investor.gov/CRS>, FINRA's BrokerCheck website at <https://brokercheck.finra.org/>, the SEC's Investment Adviser Public Disclosure website at <https://adviserinfo.sec.gov/>, or our website at <https://glpfinancialgroup.com/>.

You may also contact the Compliance Department at (248) 489-0101 with specific questions, concerns, or complaints, to request up-to-date information, or to request a copy of the Firm's current Customer Relationship Summary.



**Question to guide your conversation with us:** *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?*

## **GLP INVESTMENT SERVICES & ASSET ALLOCATION STRATEGIES**

**April 30, 2024**

### **Exhibit to Form CRS**

GLP Investment Services and Asset Allocation Strategies is required to update its Form CRS when information in the Form CRS becomes materially inaccurate. This Exhibit summarizes the following material changes to the firm's Form CRS, implemented on April 30, 2024:

- We have amended the Item 2 disclosure (Relationships and Services) to more accurately disclose the services offered through the broker dealer, GLP Investment Services. We also updated the disclosure to disclose that we now also recommend the brokerage and custodial services of Charles Schwab & Co., Inc. and have removed all references to our previous custodian, TD Ameritrade, Inc.
- We have also amended the Item 3 disclosure (Fees, Costs, Conflicts, and Standard of Conduct) to more accurately describe that non-cash compensation may be received by registered representatives of our broker dealer, GLP Investment Services.