

# **Convergence Financial Services, Inc.**

## **Investment Management Services**

[FORM ADV, PART 2A -- BROCHURE]

**This brochure provides information about the qualifications and business practice of Convergence Financial Services, Inc. (“Convergence”). If you have any questions about the contents of this brochure, please contact us at 248-784-1229. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority.**

**Additional information about Convergence Financial Services, Inc., also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable IARD/CRD number for Convergence is 155554.**

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248-784-1229**

The date of this Brochure is March 7, 2012

## **Item 2 -- Material Changes**

We have not made any material changes to our brochure or to any brochure supplements. When we do, we will identify those changes under this heading.

## **Item 3 -- Table of Contents**

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## **Item 4 -- Advisory Business**

We were founded in 2009 to provide investment advisory services to the Selkirk Funds, a family of registered investment companies (mutual funds) that are separate series of Ambassador Funds. We operate in a “manager of managers” style by selecting experienced subadvisers for each particular mutual fund within the family of Selkirk Funds. We have entered into a subadvisory contract with Clarkston Capital Partners, LLC, to manage the Selkirk Core Fund, the Selkirk Opportunities Fund and the Selkirk Income Fund, and a subadvisory contract with Ambassador Capital Management, LLC, to manage the Selkirk Bond Fund and the Selkirk Short-Term Bond Fund. We are currently owned by M&O Capital, Inc., a holding company that is owned equally by Timothy J. Otto and Dennis M. Brown.

## **Item 5 -- Fees and Compensation**

We charge management fees based upon the amount of assets held in each of the Selkirk Funds that we advise. Our management fees are billed in arrears, are computed daily, and will be paid to us monthly. The management fees are calculated by applying the annual rates we have negotiated with the Board of Trustees of Ambassador Funds to the average daily net assets of each Selkirk Fund for the calendar year computed in the manner used for the determination of the net asset value of shares of such Selkirk Fund.

## **Item 6 -- Performance-Based Fees and Side-By-Side Management**

We do not charge or accept “performance-based fees”, which are fees based on a share of capital gains on, or capital appreciation of, the assets of a client.

## **Item 7 -- Types of Clients**

We provide discretionary portfolio management services only to the Selkirk Funds.

## **Item 8 -- Methods of Analysis, Investment Strategies and Risk of Loss**

Our subadvisors have adopted methods of analysis and investment strategies, which have accompanying risks of loss associated with them. The Part 2A Brochures for Clarkston Capital Management, LLC, and Ambassador Capital Management, LLC, which are available on the SEC’s Internet website at [www.sec.gov/iard](http://www.sec.gov/iard), describe these subjects in detail, and such descriptions are incorporated herein by reference. The investment objectives and strategies, and the related investment risks, of each of the Selkirk Funds are set forth in the Prospectus and Statement of Additional Information of the Selkirk Funds, each dated July 1, 2011, which are filed with the SEC and are available on the SEC’s Internet Website at <http://www.sec.gov/Archives/edgar/data/1113914/000086917911000065/selkirk485bfiling.htm>.

Investing in securities involves the risk of loss that a client should be prepared to bear. We do not guarantee our investment results or performance, but we do not engage in frequent trading of a client’s account, which will adversely affect performance, particularly through increased brokerage and other transaction costs and taxes.

## **Item 9 -- Disciplinary Information**

Neither our firm nor any of our management persons have been involved in any legal or disciplinary proceedings during the past 10 years that is material to a client’s (or a prospective client’s) evaluation of our advisory business or the integrity of our management. Specifically, there have been no criminal or civil actions involving our firm or our management persons, there have been no administrative proceedings before the United States Securities and Exchange Commission or any other foreign, federal or state regulatory agency, and there have been no proceedings by a self-regulatory organization involving our firm or any of our management persons.

## **Item 10 -- Other Financial Industry Activities and Affiliates**

We are not registered as a broker-dealer, futures commission merchant, commodity pool operator, commodity trading advisor or an associated person of any of the foregoing entities, nor do we have an application pending to register as any of such entities. In addition, none of our management persons are registered representatives of a broker-dealer, and none are registered as a futures commission merchant, commodity pool operator, commodity trading advisor or an associated person of any of the foregoing entities, nor do any of our management persons have an application for such registration pending. As noted above, we intend to serve as the investment adviser for the Selkirk Funds, a series of mutual funds that are part of the Ambassador Funds, a registered investment company.

We are an affiliate of Convergence Financial Advisors, Inc. (“Advisors”), because we and Advisors are both owned by M&O Capital, Inc., which is in turn owned and controlled by Messrs. Otto and Brown, as indicated in Item 4 above. Advisors is also a registered investment adviser and provides discretionary portfolio management services and financial planning services to individuals. We have a material relationship with Advisors because the investment professionals working as investment adviser representatives for Advisors will give consideration to the Selkirk Funds as potential investments for their clients, in which event we will benefit from such investments because of our fee arrangements with the Selkirk Funds.

We also have a material relationship with M&O Marketing, Inc. (“Marketing”), another company owned by M&O Capital, Inc., because Marketing currently provides us with administrative and personnel services without charge and it was instrumental in funding our organizational and start-up expenses. In the future, we may be required to pay or reimburse Marketing for the services it provides to us, but any such payments are expected to be made at rates comparable to those charged by independent, unaffiliated, service providers.

We do not recommend or select other investment advisers for our clients, nor do we have any business relationships with any other investment advisers that would create a material conflict of interest for us.

#### **Item 11 -- Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

Our officers and employees who have or may have knowledge of present or future client transactions must comply with our written procedures that impose restrictions on the purchase and sale of securities by such individuals for their own accounts. Our written procedures require prior clearance of all personal securities transactions, except certain exempt transactions, by our Chief Compliance Officer. Copies of brokerage firm confirmations and monthly brokerage statements must be sent directly to our Chief Operating Officer.

We have adopted a Code of Ethics that complies with SEC Rule 204A-1. This Code governs the personal securities trading activities of our “supervised persons”, which include any owner, manager, employee or other person who provides investment advice on our behalf and who is subject to supervision and control by us. The Code recognizes that all supervised persons owe a fiduciary duty to our clients, including a duty to conduct their personal securities transactions in a manner that does not interfere with the transactions of a client or otherwise take unfair advantage of the relationship with a client. The Code contains specific principles of conduct, prohibits certain types of securities trading activities by a supervised person, requires pre-clearance for certain securities transactions by a supervised person and requires “Access Persons” to file an initial holdings report and quarterly transactions reports with our Chief Compliance Officer. A copy of our Code of Ethics will be provided to any client who requests one, without charge.

We do not buy or sell for client accounts any securities in which we or any of our “related persons” have a material financial interest.

## **Item 12 -- Brokerage Practices**

As a “manager-of-managers” we do not exercise discretionary authority to make transactions for the Selkirk Funds. That authority has been delegated and assumed by the subadvisors we have selected. In addition, these subadvisors have the authority to select brokerage firms to execute portfolio transactions for the Selkirk Funds, subject to the guidelines and restrictions contained in the subadvisory contracts that we have entered into with these subadvisors.

The subadvisors do not have any duty or obligation to seek advance competitive bidding for the most favorable commission rates available for a particular transaction, or to select any broker solely on the basis of its purported or posted commission rates. They are expected to take reasonable steps to be aware of the current level of charges of eligible brokers and to minimize the transaction expenses incurred, to the extent consistent with the interests and policies of clients. Our subadvisors do not engage in any soft dollar arrangements.

## **Item 13 -- Review of Accounts**

The Selkirk Funds are monitored or reviewed on an ongoing and regular basis (generally daily) for performance. Complete reviews are made on a monthly basis. All reviews are conducted by the portfolio manager(s) employed by our subadvisors to manage a particular Selkirk Fund.

## **Item 14 -- Client Referrals and Other Compensation**

We do not enter into arrangements with individuals to solicit and refer prospects to us for a fee.

## **Item 15 -- Custody**

We do not hold custody of any client funds or securities. While we normally provide our clients with quarterly statements of their account’s status and performance, we encourage our clients to compare the information contained in the statements we provide with the information that each client receives from the custodian of their account.

## **Item 16 -- Investment Discretion**

As noted above, our investment advisory agreement with the Selkirk Funds provides that we may grant our subadvisors complete authority to select which securities will be bought or sold and the total amount of securities to be bought or sold for a particular Selkirk Fund.

## **Item 17 -- Voting Client Securities**

Our investment advisory agreement with Selkirk Funds provides that we are responsible for voting with respect to the securities held in each Selkirk Fund. We have delegated this authority to our subadvisors.

**Item 18 -- Financial Information**

We are not required to include in this brochure our balance sheet for the most recent fiscal year, because we do not require or solicit prepayment of more than \$1,200 in fees per client six months or more in advance.

We are not aware of any financial condition that would impair our ability to meet our contractual commitments to our clients. Neither our firm nor any of our management persons have been the subject of a bankruptcy petition at any time during the past 10 years.