

## Customer Relationship Summary (Form CRS) or Retail



We are an investment adviser registered with the Securities and Exchange Commission (“SEC”).

It’s important to understand investment advisory services and fees differ from that of brokerage firms. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/crs](http://www.investor.gov/crs), which also provides educational materials about broker- dealers, investment advisers, and investing.

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

We offer individualized investment advisory services including ongoing asset management and financial planning. We help you develop customized strategies to grow and preserve your wealth and attain your financial goals based upon individual risk tolerance and future plans through our 4-step approach: **Data Gathering & Discovery, Design, Implementation, and Maintenance**. Through our process we are able to provide you with a choice of options to accomplish your objectives. Comprehensive annual reviews of your account performance and discussions with you about any changes in your life help us as **we continuously monitor the investments in your accounts and make important adjustments on a discretionary basis** to help meet your goals. We don't limit the types of investments available to you or offer proprietary products, however, we may not recommend certain investments that we believe are not in your best interest.

Our financial advisors manage your accounts. If suitable and mutually agreed upon, we recommend a managed account through TD Ameritrade or a third-party money manager to diversify, preserve and protect your investments. We work with many types of clients: Individuals accumulating wealth (Aspen), High Net-Worth Individuals (Evergreen), business owners, professionals, and retirees. We also provide investment services to trusts, estates and charitable organizations.

- *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?*



### What fees will I pay?

Because our firm’s primary focus is the discovery, design, and review of your financial plan, **we charge our fees based on the total asset value of investment assets under our advisement**. This by definition excludes personal assets like primary residence, vehicles, other personal property, and illiquid assets. For calculation purposes we round to the nearest dollar.

**Asset financial planning fees are established annually based on the assets under advisement as of October 31<sup>st</sup> of the previous year.** If an Aspen client’s total annual fee charged is equal to \$12,500 or greater, they will automatically be placed in the Evergreen service model. We have a one-time data-gathering and design fee of up to 50% of the annual financial planning fee. Our minimum quarterly fee is \$3,125 for Evergreen and \$812.50 for Aspen. Assets in managed accounts held at TD Ameritrade will be charged an additional 0.02% quarterly to partially cover manager fees determined by KFG’s negotiation and the scope of KFG’s services. Until an October 31<sup>st</sup> value can be determined for new clients, the charge will be applied in arrears on the value of the account balance(s) on the last day of each calendar quarter. Other services not listed above will be billed on an hourly basis. Aspen clients will be billed at an hourly rate of \$150 for additional financial coaching and \$250 for additional financial planning. The total fee and services to be provided are agreed upon at the time of engagement. We will automatically deduct fees from one of the client’s managed accounts unless directed otherwise. Our firm charges a flat fee for Lightning Meetings. The flat fee for 60, 90 and 120-minute Lightning meetings with a certified financial planner are \$750, \$995 and \$1150, respectively. Payment is due at the beginning of the Lightning Meeting.

Asset under Management and Advisement Tiered Range			Annual %
\$0	to	\$510,000	1.30%
\$510,001	to	\$1,275,000	1.00%
\$1,275,001	to	2,550,000	0.80%
\$2,550,001	to	6,120,000	0.55%
\$6,120,000	to	\$15,000,000	0.50%

Asset under Management and Advisement Tiered Range			Annual %
\$0	to	\$1,275,000	1.00%
1,275,001	to	\$2,550,000	0.75%
2,550,001	to	\$6,120,000	0.50%
\$6,120,001	to	15,000,000	0.30%

**It's important to note that 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. You will also pay the following separately incurred expenses, which we do not receive any part of: transaction charges, charges imposed directly by a mutual fund, index fund, or exchange traded fund which shall be disclosed in the fund's prospectus (i.e., fund management fees and other fund expenses), custodial fees and account maintenance fees, separate account management fees, and trade-aways. Also, you could be required to pay fees when certain investments are bought and sold.

- **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. **The more assets you have in the advisory account, including cash, the more you will pay us. Because we calculate our fee on a percentage of investment assets, there exists a potential conflict of interest regarding advice given by us since our revenues are directly impacted by the size of the client portfolio. There is also a potential conflict of interest if a client decides to convert investment assets, on which we charge a fee, to tangible assets like real estate, closely held businesses, permanent life insurance, fixed annuities, and other personal assets, on which we don't charge a fee. You pay our fee quarterly even if you do not buy or sell.**

- **How might your conflicts of interest affect me, and how will you address them?**



### **How do your financial professionals make money?**

Our financial advisors are paid a salary on experience, tenure with our firm and industry standards. They are not paid based on the number of clients they service, the time and complexity required to meet your management needs, or from commissions on trading in your account. Their compensation is solely derived from the financial professional advisory services our firm offers to our clients.

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



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

No. Neither our firm nor our financial professionals currently have any required legal or disciplinary history to disclose. Please visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS) for a free and simple tool to research our firm and our financial professionals.

- **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?**



### **For additional information about our or the services we offer...**

For additional information on our investment advisory services, see our Form ADV brochure on IAPD on [www.investor.gov](http://www.investor.gov). For any brochure supplement of our financial professionals please call 605-343-1400. You can also find a current copy of our Form ADV on our website [www.kahlerfinancial.com](http://www.kahlerfinancial.com). Please call 605-343-1400 with questions or to request up-to-date information about our firm and a copy of this relationship summary brochure.