

## J.Team Financial Strategies Relationship Summary

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

J.Team Financial Strategies (“TFS”) is an investment adviser registered with the Securities and Exchange Commission. Brokerage and investment advisory services and fees differ, and it is important for you to understand these 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 adviser, and investing.

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

We provide investment advisory and financial planning services to retail clients. We will examine your current financial situation, and then work with you to identify an appropriate investment strategy, considered in the context of your overall financial plan, investment objectives, and risk tolerance. Based upon these conversations, we will select an appropriate asset allocation based upon your objectives, goals, and risk tolerance. Once we construct an investment portfolio for you, we will monitor performance and rebalance your portfolio’s performance on an ongoing basis. If you participate in our discretionary portfolio management services, the authorization will allow us to manage your account without your approval prior to each transaction. You may limit our discretionary by providing our firm with your restrictions and guidelines in writing. If you enter into a non-discretionary arrangement with our firm, we must obtain your approval prior to executing any transactions on behalf of your account.

TFS generally offers its advisory services in three tiers; Wealth Management services, Wealth Builder services and Wealth Planning services. TFS offers retirement consulting services to employee benefit plans and their fiduciaries based upon the needs of the plan and the services requested by the plan sponsor or named fiduciary. In general, these services may include an existing plan review and analysis, plan-level advice regarding fund selection and investment options, education services to plan participants, investment performance monitoring and/or ongoing consulting.

We offer investment advisory services to individuals, trusts, estates, corporations and other business entities.

**For additional information, please see TFS’s ADV, Part 2A brochure, items 4 and 7.**

#### **Conversation Starters.** 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?*

### What fees will I pay?

You will be charged an **ongoing management fee** based on the assets under management in accordance with the fee schedule contained in your agreement. Fees are typically charged quarterly in advance based on the last day of the previous quarter. The firm’s current fee schedules are described in Item 5 of the Form ADV Part 2. If you are part of our Wealth Planning service, you will be billed a non-bundled financial planning fee, which is a **flat financial planning fee** on a per-plan basis. There is a conflict of interest when charging an asset-based fee, as the Firm has an incentive to encourage you to increase the assets in your account.

If you are part of our Wealth Management service, you are billed a minimum fee of \$6,250 annually. We may waive this minimum fee at our discretion. Clients within our Wealth Builder service will be charged a \$75 quarterly fee on top of the management fee.

Clients generally pay a tiered management fee ranging from 1.25% to 0.45%, depending on the size of your account and the services you are selecting. At our discretion, we may combine the account values of family members living in the same household to determine the applicable advisory fee. For example, we may combine account values for you

and your minor children, joint accounts with your spouse, and other types of related accounts. Combining account values will increase your total assets under management, which may result in your paying a reduced advisory fee percentage. Although the effective management fee rate will decrease the larger your account, the total management fees you will pay will likely increase as you increase the total amount of assets under our management, and therefore we generally have an incentive to encourage transferring or depositing additional assets into your account.

***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. TFS's ADV Form 2, Items 5 and 7.***

**Conversation Starters.** 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.

- If our firm recommends transferring your assets to be managed by our firm, you will pay our management fee for the transferred assets.
- We may allocate certain client assets to the Texas Fund, a Mutual Fund that is sub-advised by the Adviser.

**For additional information, please see TFS's ADV Form 2, Item 10.**

**Conversation Starters.** Ask your financial professional –

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

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

Our financial professionals are paid a salary plus discretionary bonuses based on company, team, and individual performance, which includes metrics like client retention, referrals, and because the firm's salaries are ultimately derived, from revenue the firm earns from the financial professional's advisory services or recommendations.

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

No. Visit [Investor.gov/CRS](https://www.investor.gov/crs) for a free and simple search tool to research us and our financial professionals.

**Conversation Starters.** Ask your financial professional –

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

**Additional Information**

For additional information about our services, including up-to-date information about the firm and/or a copy of this disclosure, please call Ian Meiksins at 202-753-6940. To report a problem to the SEC, visit [Investor.gov](https://www.investor.gov) or call the SEC's toll-free investor assistance line at (800) 732-0330. If you have a problem with your investments, investment account or a financial professional, you may contact us in writing at 425 Cypress St, Abilene TX, 79601.

**Conversation Starters.** Ask your financial professional –

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