

June 29<sup>th</sup>, 2020

## **Introduction**

Financial Planning Concepts of America is registered with the SEC as an investment adviser. As an Investment Advisor, the fees that FPCA charges are different than that of a Broker. A Broker generally charges clients a commission every time you buy or sell an investment. An Investment Adviser, on the other hand, usually charges an ongoing asset-based fee. Some Brokers will charge fees which might lead you to believe they are Investment Advisors, but only Investment Advisors have a legal obligation to act as a fiduciary and put your interests above their own. There are free tools on the SEC website to research financial professionals and their firms. Visit [investor.gov/CRS](http://investor.gov/CRS) to learn more about Investment Advisers and investing.

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

FPCA offers investment advisory and financial planning services to retail investors including individuals, small business 401(k), pension, and profit-sharing plans. We recommend a well-diversified investment portfolio allocated among a number of asset classes using individual stocks and bonds, mutual funds, and Exchange Traded Funds.

Financial planning services may include the review of a client's overall financial situation, specific retirement planning analysis, risk tolerance and objectives. The following table includes financial planning services offered through FPCA.

Portfolio Review and Evaluation	Estate & Legacy Planning
Retirement Income Planning	Education Funding Planning
Retirement Account Analysis	Investment Tax Planning
Comprehensive Written Financial Plan	Cash Flow and Net Worth Analysis

FPCA monitors client's investments and financial plans on an ongoing basis and will make changes when necessary. This is part of our standard service and can be terminated at any time by our clients. We ask that clients keep us up to date on their goals and finances to keep our financial plans up to date.

We offer advice on most types of client accounts, and do not use any proprietary products. Unlike most Brokers, there is no middleman, no branch manager, and no contests to sell any product. Our clients must have a minimum household account value of approximately \$1,000,000 when opening a new account.

## **Below are some questions for clients to ask us to get the conversation started.**

- 1. Given my financial situation, should I choose an investment advisory service? 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 these qualifications mean?**

## **What fees will I pay?**

FPCA charges our fees on an annual basis and bill quarterly. Fees can be withdrawn directly from the accounts we manage. Our fee schedule is listed below.

Account Value	Minimum Fee Annually	Maximum Fee Annually
\$0 - \$499,999.99	.75%	1.4%
\$500,000 - \$999,999.99	.75%	1.4%
\$1,000,000 - \$1,999,999.99	.75%	1.25%
\$2,000,000 - \$4,999,999.99	.65%	1.0%
\$5,000,000 and above	.45%	.75%

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FPCA may also charge a fee for financial planning depending on the complexity of the client's situation and the scope of services provided. When we charge a separate fee for financial planning, they are as follows.

1. Comprehensive Financial Planning Fee: Depending on the needs, goals, and complexity of the clients personal and financial situation, this fee will range from \$100 to \$250 an hour.
2. Limited Scope Planning Fee: Fees for limited scope services that focus on one or more separate specific areas but do not involve the creation of a comprehensive financial plan are negotiable based on the complexity of the issues involved and the nature of the analysis/advice requested.

The fees charged by FPCA for investment advisory and financial planning services do not include charges imposed by the individual investments in each account. For example, mutual funds and exchange-traded funds charge management fees to manage the specific stocks, bonds, etc. in each fund. Some funds also charge 12b-1 distribution fees. We do not receive any compensation in relation to these fees.

Our fees are charged based on the balance in your accounts. This means, of course, that we have an incentive to ask you to move your accounts to us. We think that is obvious, but we also want to put it in writing. If there is any conflict of interest in the way we do business, it is that we make more money as the value of your account grows. Note, 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. As mentioned earlier, we do not charge any commissions.

**Below are some questions for clients to ask us to get the conversation started.**

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 fees are charged based on the balance in your accounts. This means, of course, that we have an incentive to ask you to move your accounts to us. We think that is obvious, but we also want to put it in writing. **Brokers do not have a legal obligation to act in your best interest. Investment Advisors are fiduciaries and DO have a legal obligation to act in your best interest. We only make money by charging clients a fee for our services. We do not get paid from anyone else. No middleman, no incentives from any outside company. Our only loyalty is to you.***

**Below are some questions for clients to ask us to get the conversation started.**

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

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

We do not. And there are simple tools at [Investor.gov/CRS](http://Investor.gov/CRS) to research any financial professional you do business with.

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

**Additional Information**

Please visit our website [FPCAmerica.com](http://FPCAmerica.com) to learn more about our firm and to find a copy of this Relationship Summary. You can also call us at 718-667-5050.

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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?