

Form ADV Part 3 – Client Relationship Summary

Date: 04/28/2020



Item 1: Introduction

Turning Point Financial is an investment adviser registered with the Securities and Exchange Commission offering advisory accounts and services. This document gives you a summary of the types of services and fees we offer. Please visit www.investor.gov/CRS for free, simple tools to research firms and for educational materials about broker-dealers, investment advisers, and investing.

Item 2: Relationships and Services

Questions to ask us: 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 investment services and advice can you provide me? Our firm primarily offers the following investment advisory services to retail clients: **Investment Management Services** (where we review, monitor and manage assets in the investment portfolio). These services may include acting as a solicitor/adviser for other Investment Advisers (we would coordinate with a third-party asset manager to help clients). As part of our standard Investment Management Services, we monitor investment portfolios on a monthly basis and have discretionary management authority without material limitations on asset reallocation or selection in the portfolio. The types of investments included in the portfolios are carefully screened and limited to those we think are necessary to meet the objective of the portfolio. Our firm does *not* have a minimum account size but there is a practical minimum to do business with us. We also provide advice in our **Financial Planning Services** (where we thoroughly assess a financial condition or analyze any number of specific situations in order to provide concise advice and recommendations – regardless of whether or not we also manage investment assets for the client.); **Tax & Accounting Services** where we review information for a business or individual and provide tax or accounting advice and reporting. *Please also see our Form ADV Part 2A (“[Brochure](#)”), specifically Items 4 & 7.*

Item 3: Fees, Costs, Conflicts, and Standard of Conduct

Questions to ask us: 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? How might your conflicts of interest affect me, and how will you address them?

What fees will I pay? Our fees vary depending on the services you receive. For **Investment Management Services**, the fee is based on a percentage of assets in the portfolio, which is based on a sliding scale. The higher the asset balance at the household level, the lower the *advisory fee rate or percentage*. Since it is a *percentage of assets*, we would receive more overall revenue as your investment accounts increase in value. Due to the nature of our structure, the advisory fee is generally not impacted by the types of underlying investments in the portfolio (i.e., ETFs, no-load mutual funds, stocks, bonds, etc.) and investment management fees are typically deducted from the account on a quarterly basis for work done in arrears. For both **Tax & Accounting and Financial Planning Services**, we generally charge a flat fee or hourly rate. For these services, work is quoted in advance, a deposit is typically collected, and the balance of the fee is due when the work is completed. Obviously, any material changes to the scope of work could impact that fee – either increasing or decreasing it. *Please also see Items 4, 5, 6, 7 & 8 of our [Brochure](#).*

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Third Party Costs: Although some investments (e.g., mutual funds, variable annuities, etc.) impose transactional or product-level fees, we screen investments for their fee structure during our selection process. Our objective is to choose investments with lower fees whenever it is prudent because fees, either charged by us or applied internally by the investment company, will affect the value of your investment portfolio over time. Although fees and charges are important criteria, we don't believe in making a decision solely based on those investments with the lowest fees. This is because we scrutinize each investment for a variety of important criteria and rank them internally before we add them to our portfolios. Investments with lower internal fees will have a competitive advantage in our scrutiny. Custodians holding client assets could also charge fees from time to time and for certain transactions. Our relationship with SEI Private Trust Company includes a reduced fee platform with minimal or no transaction fees **As a reminder, you will pay fees and costs whether your investments increase or decrease in value due to market performance. Deductions from your account, such as fees and costs, will reduce the total amount of money invested and will impact your account value over time proportionately. Please make sure you understand the fee structure and what you are paying for – all fees structures at different companies do not pay for the same services that you receive at Turning Point Financial.** Please also see our [Brochure](#) for additional details.

Conflicts of Interest: *When we act as your investment adviser, we act in your best interest and do 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 whether any of these conflicts will affect the investment advice we provide to you.*

How do your financial professionals make money? Primarily, we as financial professionals, benefit from all of the revenue collected because it provides income to us. The various ways we earn fees is listed above, and includes planning fees, tax and accounting fees, and investment advisory fees. This compensation may vary based on many different factors, as outlined above. Keep in mind, that if a financial professional is dually registered with a broker dealer, he or she may recommend investments (mutual funds or variable annuities) that provide commission as a part of the compensation to them. For dually registered Advisors at Turning Point, this type of compensation is rare and incidental to our overall business. *Please also see Item 10 of our [Brochure](#) for additional details.*

Item 4: Disciplinary History

Questions to ask us: *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? We do not have legal and disciplinary events. Visit <https://www.investor.gov/> for a free, simple search tool to research us and our financial professionals.

Item 5: Additional Information

Questions to ask 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?*

For additional information on our advisory services, see our [Brochure](#) available at <https://adviserinfo.sec.gov/firm/summary/301282> and any individual brochure supplement your representative provides. If you have any questions, need additional up-to-date, or want another copy of this Client Relationship Summary, then please contact us at 301-846-9336.

Exhibit A – Material Changes to Client Relationship Summary

There are no material changes since the prior Client Relationship Summary.