

# Form ADV Part 3 – Client Relationship Summary

Date: 06/01/2020

## Item 1: Introduction

FAMILY INVESTMENT CENTER is an investment advisor registered with the Securities and Exchange Commission offering investment management and financial planning services. Brokerage and investment advisory services and fees differ, and it is important that you understand the differences. This document gives you a summary of the types of services and fees we offer. Please visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for free, simple tools to research firms and for educational materials about broker-dealers, investment advisors, 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: portfolio management (we manage your investments); financial planning (we assess your financial situation and provide advice to meet your goals). As part of our standard services, we typically monitor client accounts at least on a monthly basis. Our firm has discretionary management without any material limitations. We do *not* limit the types of investments that we recommend. Our firm does *not* have a minimum account size. 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? 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. Additionally, the amount of assets in your account affects our investment management fee; the more assets you have in your advisory account, the more you will pay us and thus we have an incentive to grow your account value in order to increase our fee. Our fixed fee arrangements are based on the amount of work we expect to perform for you, so material changes in that amount of work will affect the advisory fee we quote you. As a financial planner, we charge fees on an annual basis, hourly basis, or other period mutually agreed upon. The annual fee is based on the client's income, types of income, income tax complexity, and net worth. The annual amount is recalculated when the engagement is renewed, typically annually. The first year's annual fee ranges from \$2,000 to \$30,000. Renewal year fees range from \$600 to \$12,000. Fees are payable monthly, quarterly, or semi-annually in advance. The agreement may be terminated by either the advisor or the client with 30 days written notice. Any unearned financial planning fees will be refunded on a pro rata basis. An annual agreement provides holistic financial planning for a fixed fee over the course of one year. Clients will have six to eleven scheduled meetings during the Initial Year, depending on their individual situation, and generally two to four scheduled meetings during Renewal Years. Additional meetings, e-mails, and/or phone conversations are included at no additional charge. Investment Management clients may pay fees

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even if you do not have any transactions and the fee paid to us generally does not vary based on the type of investments selected. Please also see Items 4, 5, 6, 7 & 8 of our [Brochure](#).

Some investments (e.g., mutual funds, variable annuities, etc.) impose additional fees (e.g., transactional fees and product-level fees) that reduce the value of your investment over time. The same goes for any additional fees you pay to a custodian. Additionally, you will pay transaction fees, if applicable, when we buy or sell an investment for your account. We receive no compensation from transaction fees. **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.** Please also see our [Brochure](#) for additional details.

What are your legal obligations to me when acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?: *When we act as your investment advisor, 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.*

How do your financial professionals make money? Primarily, we and our financial professionals receive cash compensation for the investment management and financial planning services we provide to you. This compensation may vary based on different factors, such as those listed above in this Item. 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 or 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 advisor 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://advisorinfo.sec.gov/firm/summary/113799> 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 816-233-4100.

### Exhibit A – Material Changes to Client Relationship Summary

This is the initial version of the Client Relationship Summary. There are no material changes.