

TAM Financial Advisors
Form CRS Customer Relationship Summary, June 19, 2020

TAM Financial Advisors is registered with the Securities and Exchange Commission (SEC) as an investment advisor. 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 <https://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 investment advisory services and financial planning services to retail investors including, but not limited to, retirement, education and estate planning, small business retirement plan development and other small business strategic services, and supervisory investment management services. Our investment management services are tailored to individual client's investment goals/needs and clients are free to impose restrictions on investing in certain securities or types of securities. We also offer personal retirement plans and personal financial plans as well as pension consulting services to employee benefit plans and their fiduciaries. We offer advice on investments in stocks, bonds, commercial paper, municipal securities, mutual funds, variable annuities, variable life insurance, options, United States government securities, and exchange traded funds. All accounts are reviewed at least weekly, all clients are contacted at least quarterly, and investment policy statements are reviewed at least annually.

Generally, we only accept clients with more than \$1,000,000 in assets under management (AUM) but may at our discretion accept clients with lower AUM. We receive discretionary authority from the client at the outset of an investment management advisory relationship to select the identity, timing, and amount of securities to be bought or sold for the client's account and risk without obtaining the specific consent of the client for each transaction. Financial planning and pension consulting engagements are non-discretionary in nature, meaning the client retains sole authority to accept or reject any of our financial or retirement planning recommendations and to determine the manner, timing, and service providers to be used in implementing any of the same. We do not participate in or sponsor any wrap fee program(s). *For additional information, please see Form ADV, Part II A, Firm Brochure, Items 4 and 7.*

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 fees will I pay?

We are a fee-only advisor and restrict our compensation solely and exclusively to the professional fees we receive directly from clients for advisory services. Fees are charged quarterly based on a percentage of assets under management. The specific percentages charged are established in a written advisory agreement with the client. Our fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses, which are borne by the client. *See ADV Part IIA, Firm Brochure, Item 5 for details on fees for different services and descriptions of costs/expenses you will bear.*

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 COST YOU ARE PAYING.

Questions to ask us:

- Help me understand how these fees and costs might affect my investments.
- If I gave you \$10,000 to invest, how much will go to fees and cost, and how much will be invested for me?

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. Here is an example to help you understand what this means.

We receive economic benefits through our participation in the TD Ameritrade Institutional Customer Program that are typically not available to TD Ameritrade retail investors. Some of the products and services made available by TD Ameritrade through this program may benefit us by helping us manage and administer client accounts, but may not directly benefit you. You should be aware that the receipt of economic benefits by our firm from TD Ameritrade in and of itself creates a potential conflict of interest and may indirectly influence our recommendation of TD Ameritrade for custody and brokerage services. For additional information, please see ADV Part 2A, Firm Brochure, Items 12 and 14.

Questions to ask us:

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

How do your financial professionals make money?

We earn the professional fees received directly from clients for investment advisory services, personal financial planning or personal retirement planning, and pension consulting services.

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

We have no legal or disciplinary history to report. Go to <https://www.investor.gov/CRS> for a free and simple search tool to research our history.

Questions to ask us:

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

Where do I find additional information?

For additional information about our services, visit our website at <http://tamfinancial.net/>. If you would like additional, up-to-date information or a copy of this disclosure please call **Michael Marvin at 410-349-4484**.

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?