



Integrated Fiduciary Advisory Services, LLC

Form CRS – Customer Relationship Summary

March 18th, 2021

Integrated Fiduciary Advisory Services, LLC (Integrated) is a DBA of Integrated Investment Consultants, LLC who is registered with the Securities and Exchange Commission as an Investment Advisor. Brokerage and investment advisory services and fees differ, and it is important for a retail investor to understand the difference. Free and simple tools are available to research firms and financial professionals at www.investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisors, and investing.

Relationships and Services.

What Investment Services and Advice Can You Provide Me?

Integrated offers investment advisory services to individuals, pension and profit-sharing plans, trusts, estates, charitable organizations, corporations and business entities, and state or municipal government entities. Integrated manages client investment portfolios on a discretionary or non-discretionary basis. When Integrated acts with discretion, we are permitted to purchase and sell assets in your account on your behalf. We primarily allocate client assets among various mutual funds, exchange traded funds (ETFs), individual debt and equity securities, alternative investments, including privately placed securities such as hedge funds, private equity funds, and independent investment managers (“Independent Managers”) in accordance with their stated investment objectives. Integrated does not share revenue or receive any fees from mutual fund companies or any other investments it recommends. We do not offer any proprietary products and we do not operate on a “limited menu” of products or types of investments. When Integrated provides non-discretionary advice, the investor makes the ultimate decision regarding the purchase and sales of investments. As part of our standard service, at a minimum, we monitor these investments quarterly to ensure that the clients’ allocation adheres to the investment policy statement. Integrated does not have a minimum account size or investment amount. You can find additional information regarding Integrated by viewing our 2021 [full ADV](#) disclosure document.

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?*

Fees, Costs, Conflicts, and Standard of Conduct.

What Fees Will I Pay?

Integrated offers investment management services for an annual fee based on the amount of assets under the Firm's management. Our standard fee is 1% on the first \$5,000,000 of assets under management, 0.50% on the next \$10,000,000 of assets under management, and 0.35% on the next \$25,000,000 of assets under management. The more assets there are in a retail investor's advisory account, the more the investor pays in fees, and the firm may therefore have an incentive to encourage the retail investor to increase the assets in his or her account. Additionally, Integrated may negotiate a separate rate for asset management services provided with respect to certain holdings (e.g., held-away assets, accommodation accounts, alternative investments, etc.). The annual fee is prorated and billed quarterly, in advance, based upon the market value of the assets being managed by Integrated on the last day of the previous billing period for all retail clients. Clients are permitted to make additions and withdrawals from their account at any time subject to the usual and customary securities settlement procedures. Other than institutional accounts, if assets are deposited or withdrawn after the beginning of a billing period, the Investment Management Fee will be prorated. Clients generally provide Integrated and/or certain Independent Managers with the authority to directly debit their accounts for payment of investment advisory fees. Alternatively, clients may elect to have Integrated send a separate invoice for direct payment. Clients may also pay other fees and costs such as custodian fees, account maintenance fees, fees related to mutual funds and variable annuities, and other transactional fees and product-level 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.

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 is an example to help you understand what this means.

Persons providing investment advice on behalf of our firm may also be licensed as insurance agents. These persons will earn commission-based compensation for selling insurance products. Insurance commissions earned by these persons are separate and may be in addition to our advisory fees. The receipt of commissions by these individuals presents a conflict of interest as they might have an incentive to recommend insurance products to you for the purpose of generating commissions rather than based solely on your best interests. It is our policy, however, to make investment recommendations to you based solely on your best interests.

When it is deemed in your best interest, financial professionals will offer you insurance products as an insurance agent. The fees charged for the implementation of insurance products are separate from our advisory fees, where our firm will earn commission-based compensation for the implementation of insurance products sold. Therefore, there is a financial incentive to recommend that you implement insurance through us.

Integrated sometimes acts as a subadvisor and receives a sub-advisory fee for certain retirement plans. This is always disclosed to the end client prior to entering into any sub-advisory agreements.

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 compensated with a salary and bonus. A portion of the bonus is based on sales and revenue the firm earns from the financial professional's advisory services or recommendations.

Disciplinary History

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

Yes. Please visit www.investor.gov/CRS for a free and simple search tool to research any of your financial professionals.

Conversation Starters. Ask your financial professional –

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

Please note that you can find additional information about our investment advisory services at www.integratedfas.com or reaching us directly at (248) 385-2057.

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?*