

Calder Financial Group (Calder Investment Advisors, Calder) is registered with the Securities and Exchange Commission as an investment advisor. Brokerage and investment advisor services and fees differ, and it is important for retail investors to understand the differences. There are free, simple tools available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisors, and investing.

You are encouraged to start a conversation with your financial advisor.

What investment services and advice can you provide me?

- Calder offers investment advisory services to retail investors. These services include custom portfolio management, portfolio management via models through Calder's Wealth Strategies, financial planning, financial consultation, and social security analysis.
- For discretionary investment advisory clients, we manage individually tailored investment accounts and monitor those accounts on a continuous basis.
- If you select discretionary portfolio management, we will accept discretionary authority to determine which securities and the amounts of securities that are to be bought or sold for your account(s) until you terminate this authority by notifying us in writing. You may impose reasonable limitations on this discretionary authority and change/amend these limitations as desired by notifying us in writing. We will exercise the discretionary authority you grant us any time we decide to change the holding in your account in accordance with your outlined investment objectives. You make the ultimate decision regarding the purchase or sale of investment when a non-discretionary portfolio management service or financial consultation service is selected.
- We do not make available or offer advice with respect to proprietary products. We do not limit investment options for customized portfolio accounts but will mostly invest client accounts in equity and fixed income securities. Client portfolios using a Calder Wealth Strategies model have limited customization for specific financial and nonfinancial constraints. Accounts are invested in the same securities that are held in the model portfolio at the same percentage levels.
- More detailed information about our services can be found in our Form ADV Part 2A which is posted on our website at www.WeAreCalder.com and on the Investment Advisor Public Disclosure website www.adviserinfo.sec.gov.

CONVERSATION STARTER

Q: Given my financial situation, should I choose an investment advisory service? Why or why not?

Q: How will you choose which investments to recommend to me?

Q: What is your relevant experience, including licenses, education and other qualifications? What do these qualifications mean?

What fees will I pay?

- The specific manner and amount of the advisory fees charged by Calder are established in your written agreement.
- The annual fee for portfolio management services is based on the amount of assets under management. Our standard fee schedule is on the next page located in the box on the right.
- Portfolio management fees are typically debited from the designated client account quarterly in advance based on the asset value of the account at the beginning of the quarter.
- Financial planning and consultation services are provided at an hourly rate of \$250 or on a fixed fee basis, typically ranging from \$1,500 to \$5,000 as agreed upon with each client.
- Calder's fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses that can be charged by the custodian which shall be incurred by the client. Mutual funds and exchange

CONVERSATION STARTER

Q: How much would I pay per year for an advisory account? What would make those fees more or less?

Q: What additional costs should I expect in connection with my account?



traded funds also charge internal management fees, which are disclosed in a fund's prospectus. Such charges, fees and commissions are exclusive of and in addition to Calder's fee, and Calder does not receive any portion of these commissions or other charges.

- The more assets there are in your advisory account, the more you will pay in fees, and our firm may therefore have an incentive to encourage you to increase the assets in your account.
- Generally, a minimum quarterly fee of \$50 is required with exceptions in certain scenarios.
- You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amounts of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. More detailed information about our fees and other costs can be found in our Form ADV Part 2A, which is posted on our website at www.WeAreCalder.com

CALDER FEE SCHEDULE

1.00% on the first \$1 million
0.60% on the next \$1 million
0.40% on the balance

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?

- We are held to a fiduciary standard that covers our entire investment advisory relationship with you.
- When we act as your investment advisor, we must act in your best interest and not put our interest ahead of yours. At the same time, our interests could conflict with your interests. We must eliminate these conflicts or tell you about them in a way you can understand, so that you can decide whether to agree to them.
- One or more of our capital partners has ownership in Calder Consulting Group, which provides fee-for-service consulting relationships. As such, we may be incentivized to recommend the Calder Consulting Group for certain consulting services.
- The Partners of Calder Financial Group are general partners in real estate investments through other entities. These investments include clients or potential clients of Calder. There is a financial incentive to recommend these investments to clients, however, Calder attempts to mitigate any conflict of interest by placing the client's interest ahead of our own.

CONVERSATION STARTER

Q: 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 based on a combination of base salary and bonus, which is determined by the overall performance of the firm.
- Depending on the specific employee's compensation structure, additional assets under our firm's management or management fees paid by clients may result in an increase in that employee's overall compensation, including base salary and/or bonus.

CONVERSATION STARTER

Q: Who is my primary contact person? Is he or she a representative of an investment advisor or broker dealer? Who can I talk to if I have concerns about how this person is treating me?

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

No. You may visit Investor.gov/CRS for a free, simple search tool to research us and our financial professionals.

MORE INFORMATION

You can find additional information about our investment advisory services in our Form ADV part 2A on our website at www.WeAreCalder.com. You may request up-to-date information and/or a copy of our relationship summary by calling 616.235.2442.

