



Form ADV Part 3 Client Relationship Summary March 1, 2024

Preston F. Sanders, ChFC, LLC (PFS) dba Sanders & Scott, ChFC is registered with the Securities and Exchange Commission as an investment advisor. It is important for you to understand that services and fees for investment advisers vary from firm to firm. This document is a summary of the types of services we provide and how you pay for these services. Free and simple resources and tools, as well as information about broker-dealers, investment advisers, and investing is available at [Investor.gov/CRS](https://www.investor.gov/CRS).

WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

PFS offers an array of investment advisory services as part of its standard services available to you, including portfolio management, financial planning and consulting, and college planning. As part of our services, we will make recommendations to invest your assets depending on your individual needs and goals based on your investor profile. Because the information in the investor profile is used to determine our recommendations, you are responsible for immediately communicating all changes in your financial circumstances and investment objectives to us.

Monitoring: When you engage us to provide portfolio management services, we regularly monitor the investments in your account(s) over which we have trading authority.

Investment Authority: For some clients and accounts, PFS accepts discretionary authority. This means that PFS may trade in your account without seeking your specific authorization. The decision to allow PFS to have discretionary authority is solely yours.

Limited Investment Offerings: PFS generally provides investment advice related to mutual funds, equities, and ETFs; although we may use other securities as well to help diversify your portfolio when applicable. If you have a 401k or similar retirement account, you may be limited to investing in securities included in the plan's investment options. There may also be limitations on the securities in which your plan may invest your assets.

Account Minimums and Other Requirements: PFS does not have a minimum account size. However, the custodian or individual funds in which your assets are invested may impose minimum balance requirements that PFS cannot waive.

Additional Information: please see our Form ADV Part 2A (Brochure), specifically Items 4 & 7.

CONVERSATION STARTER: Following are additional questions you may ask a financial professional to start a conversation about relationships and services: *“Given my financial situation, should I choose an investment advisor 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?

For portfolio management services, we charge an annual advisory fee (assessed quarterly) as a percentage of your assets under our management. Fees of no more than one and a half percent (1.5%) annually for accounts valued at less than \$500,000; or fees of no more than 1% annually for amounts valued in excess of \$500,000. For account values of \$1,000,000 and beyond, fees of no more than $\frac{3}{4}$ of 1% will be assessed annually.

Note: An investment advisor that charges an asset-based fee, such as PFS may have a conflict of interest with the investor with regard to the amount of assets invested. The more assets there are in a client's investment account, the more the investor will pay in fees, and thus the firm may have an incentive to encourage the investor to increase the assets in his or her account.

Description of Other Fees and Costs:

Some investments (e.g., mutual funds, ETF's) impose additional fees that reduce the value of your investment over time. 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. **For additional information about our fees, please see PFS's [ADV Part 2A \(Brochure\)](#).**

Additional Information:

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 STARTER: You might ask the following question of a financial professional to start a conversation about the impact of fees and costs on investments: *“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?

Standard of Conduct: **When we act as your investment adviser**, we are legally required to act in your best interest and put your interest ahead of ours. 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 to you. Here is an example to help you understand what this means: our financial professionals may be separately licensed as independent insurance agents and they receive compensation when selling insurance products to you. This compensation is paid entirely by the insurance company and not you. The recommendation for purchasing these life insurance and fixed annuity products is based on meeting your investment profile and objectives.

CONVERSATION STARTER: You might ask the following question of a financial professional to start a conversation about conflicts of interest: *“How might your conflicts of interest affect me, and how will you address them?”*

For more information about our conflicts of interest, see Items 5, 10, 11, & 13 of PFS's [ADV Part 2A \(Brochure\)](#).

How do your financial professionals make money? PFS employees are compensated through management fees paid directly by advisory clients. As described above, they also receive commission compensation when they sell products such as life insurance and annuities.

DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

No. Additional Information: You may visit <https://www.investor.gov/CRS> for a free and simple search tool to research PFS and PFS's financial professionals.

CONVERSATION STARTER: You might ask the following of a financial professional to start a conversation about their disciplinary history: *“As a financial professional, do you have disciplinary history? For what type of conduct?”*

ADDITIONAL INFORMATION

For additional information about PFS's investment advisory services and to request a copy of this Customer Relationship Summary (CRS) please visit: www.sandersandscott.com. For up-to-date information and request a copy of the CRS, you may also call our Chief Compliance Officer at 770-760-8933 or reach him by email at trey@sandersandscott.com.

CONVERSATION STARTER: You might ask the following question of a financial professional to start a conversation about contacts and complaints: *“Who is 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?”*