

## Form ADV Part 3: Relationship Summary - United Capital Management of Kansas, Inc. (March 29, 2024)

### Introduction

United Capital Management of Kansas, Inc. ("UCM" or "we") is an investment adviser registered with the U.S. Securities and Exchange Commission. We offer our clients investment advisory services. Clients should understand that the services we provide and fees we charge are different than those of a broker-dealer, and that it is important to understand the difference between the two. Free and simple tools are available to research firms and financial professionals at <https://www.investor.gov/>, which also provides educational materials about investment advisers, broker-dealers and investing.

### ***What Investment Services and Advice Can You Provide Me?***

**Description of Services:** UCM offers investment advisory services to retail investors and 401(k) plans (through an associated firm). Our investment advisory services include: Asset Management & Consulting services and private fund management.

**Asset Management Services:** We provide asset management services which involves us managing and trading your designated account(s). We will discuss your investment goals and design a strategy to try and achieve your investment goals. As a standard part of our services, we will monitor your account when providing asset management services and contact you at least annually to discuss your portfolio. For more information, please see **Item 4 of our Form ADV Part 2A**. When engaging us for asset management services, United Capital Management will monitor your designated account and make trades in these accounts on a discretionary basis when necessary (we will have the authority to determine when to purchase or sell securities in your account and to determine the type and amount of securities to be bought or sold in your account). For more information about investment authority, please see **Item 16 of our Form ADV Part 2A**.

**Private Fund Management:** We provide discretionary investment management services to an affiliated private fund, available to high-net-worth individuals and businesses qualifying as accredited and qualified purchasers under Regulation D of the Securities Act of 1933. For more information, please see **Item 4 of our Form ADV Part 2A**.

**Consulting Services:** We will also provide you consulting services if you are engaged in our asset management services. For more information, please see **Item 4 of our Form ADV Part 2A**.

**Retirement Plan Participant Advice:** If your retirement plan utilizes our Retirement Plan Participant Advice Service, we are available at your request to provide one-on-one advice to you as a retirement plan participant regarding your investment options under the plan. We also offer retirement management for 401(k) accounts with an outside management firm. For more information, please see **Item 4 of our Form ADV Part 2A**.

**Limited Investment Offerings:** We do not primarily recommend one type of security to clients. Instead, we recommend investment portfolios designed to be suitable for each client relative to that client's specific circumstances and needs. However, we are limited in investment selection in that we can only invest your account in securities which are available on our custodian/broker-dealer's platform. When providing you services, we do not recommend or offer advice on any proprietary products. For more information, please see **Item 4 of our Form ADV Part 2A**.

**Account & Fee Minimums:** We require a minimum of \$5,000 in order to open an account managed by us. To invest in our private fund, we require a minimum investment of \$250,000. For more information, please see **Item 7 of our Form ADV Part 2A**.

***Conversation Starters: 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?

**Description of Principal Fees & Costs:** Fees charged for our asset management services are charged based on a value of assets under management at an agreed upon fee schedule, billed in advance on a monthly basis (except the 401(k) accounts), and calculated based on the fair market value of your account as of the last business day of the previous billing period. The annual fee for asset management services will be based upon a fee schedule which range up to a maximum of 2.5%, but fees are negotiable. When engaging us for asset management services, you will also incur other fees and expenses. The broker-dealer/custodian on your account will charge you transaction fees for executing trades in your account. You will also be charged internal fees and expenses by the funds we invest in within your account as well as custodial fees on qualified accounts. Fees for our retirement plan services will be based upon the dollar amount of assets held in the plan and range up to a maximum of 2.00% and are billed quarterly in arrears. Fees charged for our consulting services are encompassed in our asset management service fee. You will not be charged a separate fee for consulting services. Fees for our private fund management service will be based upon the value of your assets in the private fund; you will also be charged a performance-based fee. Please refer to the private fund's governing documents for more information regarding fees.

**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. For more information about the fees we charge and the other fees and expenses you will incur, please see **Items 5 and 6 of Form ADV Part 2A**.

**Conversation Starters:** 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 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 are some examples to help you understand what this means.

To the extent we recommend you roll over your account from a current retirement plan to an individual retirement account ("IRA") managed by us and subject to our asset-based investment advisory fees, this is a conflict of interest because we have a financial incentive to recommend that you move your IRA to us even if it is not in your best interest. For more information about this conflict and our procedures to mitigate the conflict, see **Item 4 of our Form ADV Part 2A**. We are the investment manager to an affiliated private fund that pays us a management fee. Accordingly, we have an incentive to recommend that you invest in the private fund. For more information about this conflict, please see **Item 10 of our Form ADV Part 2A**. We actively manage our own personal accounts while at the same time managing your accounts and other client accounts. This creates different conflicts of interest for which we have developed procedures to mitigate and control for those conflicts. For more information see **Item 11 of Form ADV Part 2A**. We have an affiliated trust company, United Capital Trust, Inc. We may recommend you utilize the services of United Capital Trust, Inc. This is a conflict of interest because of the increased revenue United Capital Trust, Inc. will receive. We receive expense reimbursement for advertising and marketing expenses from distributors of investment and/or insurance products which is a conflict of interest because it creates an incentive to recommend products and investments based on the receipt of this compensation instead of what is in the best interest of our clients. Some of our investment adviser representatives also serve as insurance agents. Through their role as such they may sell, for commissions, various insurance products. We have a conflict of interest in recommending these products to you because of the potential for additional revenue.

**Conversation Starters:** How might your conflicts of interest affect me, and how will you address them?

**Additional Information:** For more information about our conflicts of interests and the ways we are compensated, please see **Item 5 and Item 10 of our Form ADV Part 2A**.

**How Do Your Financial Professionals Make Money?**

**Description of Salary/Payment of our Investment Adviser Representatives:** Most of our owners are financial professionals servicing clients, and they receive salary and profits from our earnings. We compensate our investment adviser representatives based on the level of assets that the representative has under his or her management. This creates a conflict of interest as it gives your representative an incentive to recommend you invest more in your account with us due to the potential for increased payments.

Our representatives also serve as licensed insurance agents. When acting in this capacity, the representative will receive commissions for selling insurance products. This creates a conflict of interest when the representative recommends you purchase insurance products through him or her. Some of our representatives also serve as registered representatives of StoneX, a securities broker-dealer. When acting in this separate capacity, the representative will receive commissions for selling securities which creates a conflict of interest. Discuss with your representative which option might be best for your situation: a commission account or an advisory account.

**Additional Information:** For more information about these conflicts of interest, please see **Item 10 of our Form ADV Part 2A**.

**Do You or Your Financial Professionals Have Legal or Disciplinary History?**

Yes. You can look up more information about us and our investment adviser representatives at <https://www.investor.gov/CRS>.

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

**Additional Information About United Capital Management of Kansas, Inc.**

Additional information about us and a copy of this relationship summary are available on the Internet at [www.ucmofkansas.com](http://www.ucmofkansas.com). You can also find our disclosure brochures and other information about us at <https://adviserinfo.sec.gov/firm/summary/157755>. If you have any questions or would like a copy of our ADV Part 2 Brochure, an up-to-date copy of this relationship summary, and/or want a copy of an Investment Advisory Representative's ADV Part 2B (brochure), we can be reached by phone at 785-823-7900.

**Conversation Starters:** Who is my 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?