

Four Financial Management
Relationship Summary

Introduction

Four Financial Management is registered with the Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ, and it is important for retail investors to understand the differences. Free and simple tools are 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 advisers, and investing.

Relationships and Services

What investment services and advice can you provide me?

We offer investment advisory services to retail investors. More specifically, we offer investment management services, third-party asset management services, and financial planning services.

Our investment management services are provided on a discretionary basis, which means that we are authorized to make investment decisions and to hire or fire third-party asset managers without client approval. Our investment management services are provided on a continuous and ongoing basis, and we monitor our investment management services clients' portfolios on an ongoing basis.

Our third-party asset management services involve recommending third-party asset managers to manage all or a part of your assets. These recommendations are based upon a review of your financial situation, investment objectives, and restrictions you wish to place on management of your account.

Our financial planning services involve developing a plan for you to assist you in achieving your stated financial goals and objectives.

We do not require a minimum account size for our services.

Additional Information:

You can find more detailed information about the services we offer on pages 4-6 of our Firm Brochure.

Conversation Starters:

1. "Given my financial situation, should I choose an investment advisory service? Why or why not?"
2. "How will you choose investments to recommend to me?"
3. "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?

For our investment management and third-party asset management services, we use the following fee schedule based on the amount of assets under management in your account:

Assets Under Management	Annual Percentage Rate
\$0 to \$1,000,000	1.50%
Above \$1,000,000	1.25%

For all accounts our investment management fees are billed quarterly in advance.

We provide our financial planning services at an hourly rate or a fixed fee rate. Our hourly rate ranges between \$150 and \$225 per hour. Our fixed fee ranges between \$250 and \$2,500 depending on the nature and complexity of the individual's circumstances. One half of the agreed upon fee is due upon engagement and the remaining half is due upon delivery of the service or plan.

You might incur other fees and costs in addition to our fees, including custodial fees, transaction fees, internal expenses charged by mutual funds or exchange traded funds, and other incidental 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. You can find more detailed information about our fees and costs on pages 6-8 of our Firm Brochure.

Conversation Starter:

"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 that we provide you. Here is an example to help you understand what this means:

- 1) Some custodians provide us with access to institutional trading and custody services, as well as other products and services that may not benefit you directly. This creates an incentive for us to recommend those particular custodians.
- 2) Our owner is an independent life and health insurance agent, and he may recommend these services to clients. This other activity pays him commissions that are separate from our fees, and give our owner a financial incentive to recommend and sell insurance products to our clients.
- 3) Some of our firm's financial professionals are registered representatives of an unaffiliated broker-dealer, and they may offer you brokerage services through the unaffiliated broker-dealer or advisory services through our firm. Brokerage and advisory services are different, and the fees our firm and the broker-dealer charge for those services are different. Registered representatives charge a transaction-based commission each time they buy or sell a security in a brokerage account. As a result, they have an incentive to trade as much as possible in order to increase their compensation.
- 4) When we recommend you rollover a retirement account for us to manage, this creates a financial incentive because we charge a fee for our services. We attempt to mitigate the conflict of interest by acting in your best interest by applying an impartial conduct standard on all rollovers.

Additional Information:

You can find more detailed information about our conflicts of interest on pages 11-13 of our Firm Brochure.

Conversation Starter:

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

How do your financial professionals make money?

Our financial professionals receive a salary for their services. Bonuses are paid at the owners' discretion.

Disciplinary History**Do you or your financial professionals have legal or disciplinary history?**

Yes.

Additional Information:

Visit [Investor.gov/CRS](https://www.investor.gov/crs) for a free and simple search tool to research us and our financial professionals.

Conversation Starter:

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

Additional Information

You can find additional information about our investment advisory services and request a copy of our relationship summary using the following methods:

Telephone: (734) 272-4322 Website: www.fourfinancial.com

Mail: 777 E. Eisenhower Pkwy., Suite 740, Ann Arbor, MI 48108

Conversation Starter:

"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?"