

Christian Financial Services, LLC
April 12, 2024
Form CRS – Customer Relationship Summary

Christian Financial Services, LLC is (CFS LLC) registered with the Securities and Exchange Commission (SEC) as a Broker/Dealer. CFS LLC is a member of the Financial Industry Regulatory Authority (FINRA) as a Broker/Dealer.

INTRODUCTION:

Brokerage and investment advisory services and fees differ, and it is important for you to understand these 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. Doug Brode is the sole owner/operator/broker of CFS LLC.

RELATIONSHIP AND SERVICES:

What investment services and advice can you provide me?

CFS LLC operates as an investment company broker/dealer (BD) exclusively. CFS LLC does not operate as a Registered Investment Advisor (RIA). CFS LLC is a limited operation broker/dealer limited to the sale of investment company shares exclusively. No other investment products will be sold by CFS LLC. The fact that CFS LLC sells investment company shares exclusively is a material limitation in the operation of the business and will impact the investment recommendations made. Brode offers mutual fund investment services including providing recommendations for stock mutual fund investments, buying, exchanging, and selling of stock mutual fund shares, and the following additional account monitoring services for clients of CFS LLC:

- Preparation of Required Minimum Distribution statements for all clients with tax qualified accounts over age 73..
- Preparation of year end capital gains estimates when requested.
- Handling of buy and sell transactions when requested by the client.
- Informing the client that Doug Brode will never engage in any sort of market timing.
- Informing the client that Doug Brode believes the client should remain fully invested at all times unless the client desires current income from his funds, in which case fund sales can be conducted. Systematic withdrawal plans are often used to establish an income stream.
- Brode voluntarily monitors all funds sold by CFS LLC on a monthly basis to ensure they remain in the best interest of his clients.
- Brode does not exercise any discretionary authority over any mutual fund account.
- CFS LLC has no minimum account size. Mutual funds sold by CFS LLC require minimum initial investments from \$250 to \$1,000, depending upon the fund. Minimum additional investments required by the funds are \$25.
- Close attention is paid to total account value to ensure clients pay the lowest possible commission (see Regulation BI document for commission schedules). In particular, Rights of Accumulation and Letters of Intention are considered in every recommendation made. Contact Brode for additional information about ROAs and LOIs.

Doug Brode considers care, skill and costs in every mutual fund recommendation he makes. Brode takes care to ensure that all clients fully understand the principles of long-term investments in equity mutual funds. Brode will not enlist any new clients who do not agree with that philosophy of investment. Furthermore, as of January 1, 2020, Brode will no longer take any new clients. CFS LLC and broker Brode have no “preferred” lists of clients. All clients are treated in exactly the same fashion and all clients are sold equity mutual funds from the same basket of funds. Only those clients who agree with the investment philosophy of CFS, LLC purchase the Class A shares Brode sells. That investment philosophy is a long-term, buy and hold, approach to Class A equity mutual funds. Clients who do not agree with that philosophy are dismissed to other brokers. Brode does not permit excessive trading in any of the mutual fund accounts under his management and he will warn clients who engage in excessive trading that continuing to do so will result in their being dropped from the accounts managed by CFS LLC. No market timing of any sort will be permitted.

Conversation Starter: *Given my financial situation, should I choose a brokerage service? Why or why not?*

Conversation Starter: *How will you choose investments to recommend to me?*

Conversation Starter: *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?

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.

As a client of CFS LLC you should be aware that Brode is operating with a conflict of interest. More specifically, Brode is operating with a conflict of interest because he recommends the purchase of Class A mutual fund shares exclusively. The conflict of interest

exists because Class A mutual fund shares charge commissions that Brode receives from the funds when he sells a Class A share. He derives commissions from the recommendations that he makes according to the schedule found on Regulation BI document, available upon request.

Brode receives 12b-1 service fees on the total assets under management at his firm at the rate of .25% annually. Each client of CFS LLC pays, from the value of his investment account, an amount equal to .25% of the total value of each account annually. The 12b-1 service fee is listed in the fund's prospectus under "Fund Expenses" and makes up one of three primary fund expenses. That fee is paid to broker/dealers as compensation for ongoing service to shareholders.

Other fund expenses incurred by the shareholder include fees paid to the advisors who manage the mutual funds and costs associated with the daily operation of the fund. The total of all costs necessary to operate the fund, including the 12b-1 fees, is found in the prospectus for each fund and expressed as a percentage per annum.

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 providing recommendations? How else does your firm make money and what conflicts of interest do you have?"

When we provide you with a recommendation, 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 recommendations we provide you. Here are some examples to help you understand what this means.

1. We earn commissions on Class A shares when new money is invested based upon rights of accumulation. This could cause us to make recommendations that fall short of breakpoints in order to earn a higher commission.
2. We earn 12b-1 commissions based upon the total value of your accounts. This could cause us to recommend you keep your money invested in order to maintain a high value in your accounts, thus increasing our 12b-1 income..
3. We earn a commission on investments into accounts worth more than \$1 million at the rate of 1% paid from the fund assets and not from your investment. The transaction is commission free to the client and we earn 1%.
4. There are no other means by which we earn income. All legal obligations in regard to investment recommendations are described in the Regulation BI document, available upon request.

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

See the Regulation BI document for full disclosure of conflicts of interest and how they are mitigated by the firm. It is available upon request.

How do your financial professionals make money?

There is only one "financial professional" at the firm (Doug Brode) and a complete summary of his sources of compensation is found under the question "How else does your firm make money..." found above under "When we provide you with a recommendation.."

DISCIPLINARY HISTORY:

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

No.

As a financial professional, do you have any disciplinary history?

No.

Visit Investor.gov/CRS for a free and simple search tool to research the firm and its financial professionals.

ADDITIONAL INFORMATION:

Who is my primary contact person?

Doug Brode

dbrode@ecentral.com

303-279-3130

Is he or she a representative of an investment adviser or a broker-dealer?

Doug Brode is owner/CEO of Christian Financial Services and the only broker/principal at the firm. He is a broker/dealer.

Who can I talk to if I have concerns about how this person is treating me?

Contact the regional office of FINRA or the SEC with concerns about how Brode is treating you.

For additional and up-to-date information about the firm's services and to request a copy of Form CRS, including a contact Doug Brode at 303-279-3130 or dbrode@ecentral.com