

Rehmann Financial Network, LLC
Form CRS Customer Relationship Summary
June 1, 2020

Rehmann Financial Network, LLC is a broker-dealer registered with the Securities and Exchange Commission. We feel that it is important for you to understand how advisory and brokerage services and fees differ in order to determine which type of account is right for you. 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.

What investment services and advice can you provide me?

As a broker-dealer we can recommend and effect securities transactions for you including buying and selling securities (including investment funds and investment products) held in accounts directly with the issuer of the securities purchased (sometimes referred to as “directly held accounts”).

Ask your financial professional the following questions:

Given my financial situation, should I choose a brokerage 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?

- Account Monitoring: While we remain available to assist you after effecting a securities transaction for you (including those we recommend to you). We do not monitor your account on an ongoing basis.
- Investment Authority: We offer non-discretionary services. We may recommend investments to you and effect the recommended transactions on your behalf, but you are ultimately responsible for making the decision whether to purchase or sell investments.
- Limits on Investment Offerings: We offer mutual funds on an application way basis to its customers and fixed and variable annuities and life insurance to its customers.
- Account Minimums and Other Requirements: We do not have any minimum account requirements for our brokerage accounts, but some of the investments you can purchase through us may have minimum investment requirements.

What fees will I pay?

For our broker-dealer services we are paid each time you trade in your brokerage account or make a new investment. This payment is typically called a “commission,” but it may also be called a “sales charge” or a “markup.” This kind of payment presents a conflict for us because it creates an incentive to encourage you to trade more and make additional investments. The commission rate or amount varies, depending on the investment and the size or amount of the transaction. Below is information about the fees and costs you will typically pay or bear for the types of investments generally purchased or traded by our retail investors.

Ask your financial professional the following questions:

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?

- Mutual Funds: You will typically pay an up-front sales charge when you buy shares in a mutual fund. Mutual funds also deduct other ongoing fees such as 12b-1 fees, management fees, or servicing fees, from fund assets.
- Insurance Products: When you purchase an insurance product like a variable annuity or life insurance policy you will indirectly pay a commission, which is factored into the cost of the insurance and is paid by the issuing insurance company to us.

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.

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 act as your broker-dealer, we must 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 to you. Rehmann Financial Network, LLC has policies and procedures in place to mitigate the influence of these conflicts. Here are some examples to help you understand what this means:

Ask your financial professional the following questions:

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

- Because we are paid each time you trade in your account or make a new investment we have an incentive to encourage you to trade more and make additional investments. These transaction-based payments, or commissions, create a conflict of interest for us because of the incentive to encourage more trading and additional investments.
- **When we sell an investment fund or product to you as a broker-dealer** we receive payments from the issuer (such as a mutual fund or insurance company) and their sponsors or managers, and we may also receive ongoing payments, such as 12b-1 fees, from them. These payments create an incentive for us to sell you investments that entail such payments and to maintain our relationships with the issuer and their affiliates. Since the amount of compensation we receive varies among and between the issuers and the different investments and types of investments that we offer as a broker-dealer, we have an incentive to sell you those investments that pay us more compensation.

How do your financial professionals make money?

Our financial professionals are compensated through a combination of salary and bonus. Salary is based on general revenue of the firm and the professional's experience in the field. Bonuses are discretionary and reflect the overall success of the firm and the individual. Our financial professionals receive no product sales commissions or other forms of payment.

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

Ask your financial professional the following questions:

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

No. Visit www.investor.gov/CRS for a free and simple search tool to research our firm and financial professionals.

Additional Information

Ask your financial professional the following questions:

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

You can find additional information about our firm's brokerage services on FINRA's website at <https://brokercheck.finra.org/> by searching CRD #165027.

For additional information about our services, or for a copy of this disclosure, please contact:

Nicole Spitzley, Chief Compliance Officer Phone: 517-316-2438