

# Camden Financial Services

## Client Relationship Summary

June 30, 2020

### Introduction

Camden Financial Services is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). 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.

### What investment services and advice can you provide me?

We offer brokerage services, which includes assisting you in the buying and selling of mutual funds, equities, exchange traded funds (ETFs), and fixed income on a ***non-discretionary basis***. In addition, we offer private placements to institutional investors and eligible retail investors, and we conduct business in mergers and acquisitions, as well as capital raises for small to medium size companies. You may select investments, or we may recommend investments for your account, but the ultimate investment decision as to your investment strategy and the purchase and sale of investments will be yours.

Monitoring of your account is solely your responsibility as **we do not offer account monitoring services**. Minimums may apply to open or maintain an account depending on the account type, as well as depending on the type of investment. Any such minimum requirement will be discussed prior to account opening or investment, as the situation arises.

Other firms may offer a wider selection of services including advisory services, which may be more in line with your investments needs.

#### **Questions to ask your financial professional:**

- ◆ *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?

The majority of our investments offered compensate us via a front-end sales charge, or in a selling concession. In the case of mutual funds we also receive fees that are charged on an on-going basis for as long as you hold the investment, known as “trails” or “12b-1 fees”. All of these compensation methods are considered “indirect compensation” as you do not directly pay the fees to us. Indirect compensation is taken from the value of the associated investment. We must act in your best interest and not place our interests ahead of yours when recommending an investment or an investment strategy involving securities. Because we are compensated for transactions, ***we have an incentive to encourage you to trade more frequently*** and in greater amounts.

You may also incur fees for custodial services or administrative services, as well as fees and expenses that are included in the expense ratios of certain investments, such as mutual funds, and private placements.

**For additional information**, please refer to our ***Regulation Best Interest Disclosure***, and the product specific prospectus or private placement memorandum, when applicable.

***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.\*\*\****

### **Questions to ask your financial professional:**

- ◆ *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 place 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.

### **Examples of Ways We Make Money and Conflicts of Interest:**

- ◆ **Front-end Commission:** Products, such as mutual funds, are available in different share classes. The share class purchased will determine how much of a front-end commission we will receive, if any. This creates an inherent conflict of interest to recommend the share class paying the highest amount.
- ◆ **Rollovers:** We may recommend you rollover your employer-sponsored retirement plan into an Individual Retirement Account (IRA), which pays us a commission.

**For additional information**, please refer to our **Regulation Best Interest Disclosure**

### **Question to ask your financial professional:**

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

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

Our financial professionals may be compensated through a variety of ways, which may include base salaries and commission. At times our financial professionals may receive bonuses based on total revenue produced.

These compensation arrangements may create a conflict of interest, which we will mitigate by:

- ◆ Informing you of the conflict of interest in our Disclosure Brochure
- ◆ Routine supervisory review of transactions

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

Yes. Camden Financial Services and/or some of its investment professionals may have legal or disciplinary history. Visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research us and your financial professional.

### **Questions to ask your financial professional:**

- ◆ *As a financial professional, do you have any disciplinary history? For what type of conduct?*
- ◆ *Are there any restrictions on your ability to manage my investment?*

## **Additional Information**

For additional information about our services, or if you would like additional, up-to-date information, or a current copy of this disclosure, contact us at (214) 336-5218 or [Compliance@CamdenFinancialServices.com](mailto:Compliance@CamdenFinancialServices.com)

### **Questions to ask your financial professional:**

- ◆ *Who is my primary contact person?*
- ◆ *Is he or she a representative of an investment advisor or a broker-dealer?*
- ◆ *Who can I talk to if I have a concern about how this person is treating me?*