# **BIRKELBACH & CO.**

# Investments Securities

# CLIENT RELATIONSHIP SUMMARY (February 2025)

### **INTRODUCTION**

Broker Dealers offer different services and fees structures. It is important for you to understand these differences. Free simple tools are available to research firms and financial professionals at <a href="Investor.gov/CRS">Investor.gov/CRS</a>, which also provides educational materials about broker-dealers, and investing.

<u>Birkelbach & Company</u> is a limited capital broker dealer, duly registered with the Financial Industry Regulatory Authority (FINRA) and the Securities Exchange commission (SEC), which only allows our Registered Representative (RR) to sell mutual funds. Birkelbach & Company does not use a clearing firm or central platform. All business is transacted at and held by the mutual fund company. Before any sale is made it must be reviewed and approved by our Registered Principal.

# WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

Your RR may recommend investment company products to help you attain your financial goals that conform to your investment experience and primary investment objectives. The brokerage services they can offer are limited to:

<u>Mutual Funds</u> are actively managed, meaning each investment in the fund is carefully chosen and monitored by professional managers whose careers are devoted to researching investments and market trends. They buy or sell investments depending on market conditions and the overall objective of the fund.

Your RR will gather information on you, your objectives, your current assets, and other information, only offers advise with respect to your best interest. The retail investor makes the ultimate decision on purchases and sales of an investment. Please read all offering, disclosure, or other documents as they contain important information.

A periodic review of your account may be performed by your RR and may offer additional recommendations. You will not incur any fees associated with these periodic reviews.

All account minimums and other requirements to open an account are set by the issuing company for that mutual fund. See mutual fund prospectus, and website for fund fees.

#### **Conversation Starters**

"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 you relevant experience, including your licenses, education, and other qualifications?"

"What do these qualifications mean?"

## WHAT FEES WILL I PAY?

Any mutual fund that you purchase through Birkelbach & Company will have fees, charges, cost and/or expenses, set by the issuing company. Mutual fund fees include but are not limited to sales charges (upfront, backend or ongoing). You may qualify for a lower fee, depending on the amount of your investment.

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.

The price for shares purchased, are calculated by the mutual fund. Expedited services may come with an additional fee. The mutual fund's prospectus describes these fees.

#### **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 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 is an example to better explain conflict of interests.

<u>Compensation:</u> The mutual fund company compensates Birkelbach & Company for your initial investment, subsequent investments, and trails/12B-1 fees. Commission percentages may vary within different mutual fund families.

#### **Conversation Starters**

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

### **HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?**

Birkelbach & Company is paid a commission for new sales, transactions that add money to your investments, and trails/12B-1 fees. The rates that we are paid are set by the issuer.

#### **Conversation Starters**

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

# <u>DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE ANY LEGAL OR DISCIPLINARY HISTORY?</u>

YES – Birkelbach & Co. does have a disclosure history. NO – Birkelbach & Co. registered representatives do not have a disciplinary history. Please visit <a href="Investor.gov/CRS.or">Investor.gov/CRS.or</a> https://brokercheck.finra.org/ for a free and simple tool to research history.

#### **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 my RR is treating me?"

You can receive additional information or request a copy of the relationship summary, form Reg BI, by calling (904) 725-1550.