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May 2023

Dear Bill Parker Agency Customer,

We wanted to take this opportunity to thank you for your continuing business and for the trust that you place in us. We hope this finds you and your loved ones enjoying good health

Each year we mail out required regulatory documents related to services we provide to you as a customer(s) of the Bill Parker Agency. These included annual notification regarding our privacy policy and our Client Relationship summary. It has been brought to our attention that current regulations require that when our Client Relationship summary has any changes, the most recent changes must be highlighted and supplied along with a highlighted copy of the previous version showing the changes. This highlighting was not done in our previous distribution, so we are correcting that now. We have made a minor wording change for clarity on page one and also highlighted the change in the response to the Regulatory action question (pg.2) that took place in August 2021. As we indicated in our August 2021 letter the regulatory action answer change to "yes" as highlighted was that due to our misunderstanding of the application of this requirement, so the original filing and mailing of our Client Relationship Summary took place later than required. If you have any questions about this or any or the information in the summary, do not hesitate to contact us for clarification.

Meanwhile, if you would like to schedule a review appointment, you may use our online scheduling tool and schedule with us directly at the following links:

<https://billparkeragency.as.me/TELEPHONEAPPOINTMENT>

You may also schedule a brief phone call to get the answer to a question without the need to exchange phone messages at the following link:

<https://billparkeragency.as.me/BRIEFPHONE>

You may also select "Change Appointment Type" to schedule an in-person appointment in your area.

If you prefer to have us do the scheduling, please either email Brenda at brenda@billparkeragency.com or call (866) 488-5222. Please including the best days and times for you and we will get you scheduled.

Thank you for being a Bill Parker Agency customer and thank you again for your business and your trust.
Sincerely,

Brenda Parker

*Financial Industry Regulatory Authority, Inc.

PO Box 201, Carmichael, CA 95609-0201

Client Relationship Summary

1. A. The Bill Parker Agency is registered with the Securities and Exchange Commission (SEC) as a Broker Dealer.

There are differences between Brokerage and investment advisory services and fees differ. It is important for you to understand these differences.

FINRA.org has Free and simple tools available for Securities Customers.

1.B Investor.gov/CRS also has tools to research firms and financial professionals and also provides educational materials about broker-dealers, investment advisers, and investing.

2.A What investment services and advice can you provide me?

We offer to retail investors brokerage services. Our services include helping our clients to discover what investment options are available to them through their employer's plan and their comparative features including costs and investment options. We also offer mutual funds and variable annuities for Individual Retirement Accounts (IRAs) and as after tax investments.

We first request that all investors complete an Investor Profile indicating their investment experience, goals and risk tolerance. We then assist investors in setting up accounts by completing and signing an account application as well as a Salary Reduction Agreement or similar employer form for payroll investing where applicable. We further assist clients by helping them to identify specific funds or investment sub-accounts that are in line with their stated investment goals and risk tolerance, providing recommendations when requested to do so.

(i) Monitoring: Since our practice is focused on long-term investing through the use of broad base mutual funds to meet long term goals such as retirement or college education funding, we neither charge for nor provide the routine account monitoring that is needed for actively traded stocks and bonds. We do review the investments we offer our clients at least annually, to confirm that they continue to meet our standards for being use as investments. **We provide voluntary review an investor's account when providing other account related service, upon updating investor account related information, the investor profile or upon request. This would be considered a part of our standard service in that there would be no additional fee.**

(ii) Retail Investors make the ultimate decision whether to buy or sell a security.

(iii) We do not offer proprietary products, but we do limit the mutual fund companies that we conduct business with to a selection that is comprehensive enough to serve our client base, yet limited enough that we can remain well-informed about the investments offered.

(iv) We do not have any requirements regarding minimum account size or investment amount beyond those of the Investment Company (Mutual Fund) or Insurance Company with whom your account is opened. In most cases there is a minimum of \$50 per pay period or \$100 per month. Some require a \$1,000 minimum to open an account and to keep the account open.

D. Following are sample questions you may want to ask a Financial Professional when deciding to begin a business relationship or open a new account:

i) Given my financial situation, should I choose a brokerage service? Why or why not? iv) How will you choose investments for me?

(v) What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

3. A. What Fees Will I Pay?

(i)a. There are a number of different fees and product costs whether you choose to invest in a brokerage account, an investment advisory account, or in a do-it-yourself or "no load" product. We want you to know about and understand them all. They can be broken down into 3 categories:

(i)b. Sales Charges and Surrender Charges- Sales Charges apply to Mutual Fund purchases. Most are charged upon the investment of "new Money" into your account and range from a high of 4-5.75% on minimum investments of under \$50,000 to \$100,000. The sales charge decreases with the total dollar amount invested with breakpoints generally at \$100, \$250, \$500 thousands and disappearing at \$1,000,000. While some of this money is retained by the investment companies for their profits, much of it is paid out to the Bill Parker Agency as our chief compensation for the work we do for you. Surrender charges are deducted from early withdrawals from variable annuity contracts in place of sales charges, usually in the first 8 contract years. These are used to cover our commission earnings and assure that the company makes a profit on your account if you do not remain invested long enough for these to be covered by the built in cost of the investment.

(i)c. 12b1 and trail compensation: 12b1 fees are included in the internal costs of mutual funds which are deducted from the returns of a fund before they are reported. These generally amount to 0.25% of the total assets in the account on an annual basis. They are a means

for compensating us for continuing service on your account. When these are paid to us on an annuity contract, they are referred to as “Trail Commissions” Not all companies pay them to us, but when they do, they are typically 0.20% of assets under management annually. (For Example on an account with a \$10,000 balance we would be paid $\$10,000 \times .0020 = \20.00 annually. This cost is priced into your contract whether or not the company pays us.

(i)d. It should be noted that we receive commissions only when new money is invested. Therefore, we have a financial incentive to encourage you to invest more. We are also paid a new commission when your money is transferred from one account to another. Therefore, we have a financial incentive to transfer your investment. 12b1 and trail compensation is an incentive to keep your money invested in the same account.

(ii) Investment (Mutual Fund) and Insurance companies all have costs that are built into their products and are unrelated to our compensation but are intended to make sure that the company makes profit and continues in business. These differ by Investment Company and Share Class for Mutual Funds. We inform you of them when opening a new account, but in general they may include: Annual (low balance) account fee (generally \$0-\$35) for accounts under (\$25,000-\$50,000), Account maintenance fees for IRA or other tax qualified (retirement) accounts of generally \$10 to \$15 per year, intended to defray the cost of required annual IRS reporting on qualified accounts, Frequent trading fees which are designed to keep costs lower for all investors by discouraging active trading (in and out of the same investment within 30, 60, or 90 days for example). When charged this is usually 1% of the amount traded and you will be informed before the trade. Most variable annuities have an annual (low balance of under \$25,000-\$50,000) generally \$30-\$40 annually. All funds whether mutual funds or separate accounts of a variable annuity have operating costs that are deducted before returns are reported. These cover the cost of researching investments for the fund, salaries of investment analysts and fund management, advertising or marketing costs, and record keeping, printing, etc. These expenses are expressed as a percentage cost per share of the fund and generally range from 0.50%-2.25% annually. It should be noted that these costs may tell you little about what your fund earnings may be. In fact funds that are higher risk and/or managed for higher potential average returns will typically have higher expenses, while bond funds and indexed funds will usually have lower than average expenses.

(iii) 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 will be provided with a product prospectus as well as a summary of your applicable fees and costs at the time of your initial purchase. We welcome your questions as we feel it is important for you to understand your costs of investing.

(iv) You may wish 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?”

3.B 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?

(i) 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.

(ii) Here is an example to help you understand what this means:

Let’s assume you have \$90,000 you wish to move out of an old employer sponsored retirement plan and you also wish to begin investing in a college fund for your child or grandchild, since both accounts added together could soon have over the \$100,000 breakpoint, you will save money, yet we will make less commission if both accounts are opened with the same investment company.

(iii) You might ask your financial professional about conflicts of interest: “How might your conflicts of interest affect me and how will you address them?”

(iv) Again, our 2 main conflicts of interest are that we make more commission when you invest more and that when you transfer money from one investment company to another we get paid a commission. Therefore it is upon us to justify how it is in your best interest to invest more and that any recommendation to transfer money must have a benefit for you that outweighs any cost you would incur.

3. C How do your financial professionals make money?

(i) (ii) All compensation is cash commission and 12b1 fees as described above in 3A with the stated potential conflicts of interest. There are no other compensation based factors.

4.A,C Do you or your financial professionals have legal or disciplinary history? Yes. We paid a regulatory fine for late filing of form CRS.

D (i) You may visit Investor.gov/CRS for a free and simple search tool to research your financial professionals.

(ii) You may ask: “As a financial professional do you have any disciplinary history? For what type of conduct?” You may request additional information about our Brokerage Services and request an updated copy of this relationship summary by emailing brenda@billparkeragency.com or calling 866-488-5222.

You may ask, “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?”

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Revised 05/23

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