



## Client Relationship Summary (Form CRS) June 25, 2020

### Introduction

Our firm, TGS Financial Advisors (TGS), is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Brokerage and investment advisory services and fees differ among broker-dealers and investment advisers and it's important to understand the differences. Free and simple tools are available to research firms and financial professionals at [investor.gov/CRS](http://investor.gov/CRS), which also provides educational materials about broker dealers, investment advisers, and investing.

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

TGS provides investment advisory services to retail investors, including implementation of investment recommendations on a discretionary basis (buying and selling investments in your account without asking you in advance). In order to facilitate client objectives, we will sometimes hold accounts that are not actively managed (nor do we charge to hold these assets). We monitor client portfolios on an ongoing basis, and our clients' risk tolerances and goals guide our investment strategies. We do not offer or recommend proprietary products.

TGS also provides financial planning advice designed to meet long-term wealth accumulation objectives. We advise clients in several areas, including but not limited to: retirement planning, cash flow analysis, education funding, risk management, and estate planning.

We're available for meetings and calls at clients' requests and we strongly encourage at least one meeting per year to review a client's financial planning and investment report.

TGS does not have a minimum account size for client relationships. However, we urge prospective clients to carefully consider the cost-benefit of our asset management and financial planning fees as it relates to their overall net worth.

TGS relationships with clients remain in place until either the firm or the client terminates the relationship via written notice.

### Ask us

*Given my financial situation, should I choose an investment advisory service? Why or why not?*

*How will you choose investments to recommend to me?*

*What is your relevant experience, including licenses, education and other qualifications?*

*What do these qualifications mean?*

### What fees will I pay?

TGS is a fee-only firm.

We charge quarterly investment management fees based on a percentage of the assets we manage for you. Our investment management fee is negotiable, but is generally between 0.5% and 1.5% per year. Since this is an asset-based fee, the more assets in a retail investor's account, the more will be paid in fees, and the firm may therefore have an incentive to encourage an investor to increase the assets in his or her account. The investment management is a "wrap" fee—a single specified annual fee that bundles trade execution, custody, reporting, and investment management fees.

We charge a separate annual fixed fee for financial planning services. These fees are negotiable but are typically between \$1,000 and \$10,000 based on tiered service levels that correlate with the complexity of the engagement.

Other fees you may pay include management fees and operating expenses for investment products and other charges described in our advisory brochure, for example, internal operating expenses charged by a mutual fund company. The custodian or broker/dealer holding your account may also charge a transaction fee, though, in a majority of cases, we cover transaction fees as part of your asset management fee.

You will pay fees whether you make or lose money on your investments. Fees will reduce any amount of money you make on your investments over time. Please be sure you understand the fees you are paying.

For more detailed information about our fees, please review our Form ADV, Part 2A brochure (specifically items 5A, B, C and D) which can be found at [adviserinfo.sec.gov](http://adviserinfo.sec.gov). The firm's CRD number is 107289.

#### Ask us

*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 acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?**

When we act as your investment adviser, we have a fiduciary responsibility 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. For instance, under our wrap fee program, there is an economic incentive for us to maximize our compensation by seeking to minimize the number of transactions / total costs in a client's account (see our Form ADV, Part 2A brochure, item 5A). You should understand and ask us about these conflicts.

#### Ask us

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

#### **How do your financial professionals make money?**

The firm's revenue is from advisory and planning fees from client accounts. While our advisors are paid a fixed salary, they may also receive, on a quarterly basis, additional compensation for the development of new clients brought into the firm.

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

No. Our financial professionals have no legal or disciplinary history.

#### Ask us

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

#### **Additional information**

For up-to-date information or a copy of this disclosure, please call (610) 892-9900. If you have any further questions, please contact David Burd, Managing Director, at the same number. We invite you to go to the SEC's website [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) and do a search on us. The firm's CRD number is 107289.

#### Ask us

*Who is my primary contact person?*

*Is he or she a representative of an investment adviser?*

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