

**LEVEL FOUR ADVISORY SERVICES, LLC  
LEVEL FOUR CAPITAL MANAGEMENT, LLC**

**Form CRS Relationship Summary**

**March 31, 2021**

**LEVEL FOUR ADVISORY SERVICES, LLC (“LFAS”) and LEVEL FOUR CAPITAL MANAGEMENT, LLC (“LFCM”)** are investment advisers registered with the Securities and Exchange Commission (SEC).

- **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 investment advisory services only.

**LFAS advisory services** include asset management services which involve providing clients with continuous and on-going supervision over client accounts. Depending on which program you select, our asset allocation services are either “non-discretionary” or “discretionary”—meaning that either we will recommend investments to you and you will make the ultimate decision regarding the purchase or sale of investments (non-discretionary), or we will make the ultimate investment decisions without your signoff (discretionary). Asset management services may be provided directly by LFAS or through affiliated and/or unaffiliated sub-advisors, including without limitation, LFCM. Many of our advisory services are offered through “wrap fee programs” (as described below) and either we or the third-party manager will continuously monitor your advisory account and investments as part of your standard services. You may have to meet certain investment minimums to open an advisory account. Current account minimums for each program are described in Part 2A Appendix 1 Wrap Brochures for each program.

LFAS also provides LFAS provides advisory services by recommending clients to outside, or unaffiliated, money managers. Third-party money managers will invest your account on a discretionary basis using mutual funds, ETFs, and other securities. LFAS additionally provides several advisory services for corporate retirement plans such as pension, profit sharing and 401(k) plans. Such services are specific to the plan and may include working with individual participants. For additional information, please see Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A or Items 4.A and 5 of Part 2A Appendix 1 for the relevant wrap fee program).

**LFCM advisory services** include asset management services provided directly or through either a third-party arrangement or a sub-advisory arrangement with either affiliated or unaffiliated SEC and state-registered investment advisory firms. Asset management services are generally provided on a discretionary basis, meaning that we will make the ultimate investment decisions without your signoff (discretionary). Many of our advisory services are offered through “wrap fee programs” (as described below) and either we or the third-party manager will continuously monitor your advisory account and investments as part of your standard services. For accounts managed in investment strategies developed by the LFCM Investment Committee, a minimum of \$50,000 is generally required for asset allocation models, \$100,000 for equity portfolios, and \$250,000 for fixed income portfolios. Exceptions to these minimums may be granted at the discretion of LFCM.

In connection with its sub-advisory services, LFCM does not have a direct investment advisory relationship with you and instead the referring advisor, will serve as your primary point of contact and as your advisory representative. For additional information, please see Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A).

Our affiliate Insurance Agency, Level Four Insurance Agency, offers a variety of insurance products, including fixed and immediate annuities and life insurance. Our affiliate, Harbor Financial Services, LLC, is an SEC-registered broker dealer and investment adviser. Our parent company, Level Four Group, is indirectly 100% owned and controlled by Carr, Riggs & Ingram, L.L.C. (CRI), an Alabama limited liability company and accounting firm that provides a full range of accounting services.

**Conversation Starters.** Ask your financial professional—

- *Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? 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?*

**What fees will I pay?** The fees you pay depend on the service being provided as well as the program that you select. The principal fees and costs for wrap programs are the “wrap” program fee for the program you select. These fees are “asset-based” meaning that the fee is calculated as a percentage of the assets invested in your advisory account according to the fee schedule in your advisory agreement with us. This means that the more assets you invest in your account, the more you will pay in fees, and therefore ***we have an incentive to encourage you to increase your advisory account assets.***

A wrap advisory fee includes most transaction costs and fees paid to a broker-dealer or bank that has custody of your assets, and therefore is typically higher than a typical asset-based advisory fee that does not include transaction costs and fees. Our clients typically pay the advisory fee each quarter, but please see your advisory agreement for the payment frequency that applies to your account. For LFAS, financial planning and retirement plan fees and other advisory fees may also be paid as a fixed or hourly fee based upon the services provided as negotiated with your advisory representative.

LFCM sub-advisory fees are paid out of the fees paid to the referring advisor, including without limitation, a referring advisor that may be associated with an LFCM affiliate company.

You may also pay miscellaneous fees that your account’s custodian may charge, including wire fees, transfer fees, bank charges and other fees, as well as fees and expenses that are included in the expense ratios of certain of your investments, including in mutual funds and ETFs.

***For additional information,*** please see the LFAS Form ADV, Part 2A brochure (Items 5.A., B., C., and D. and Form ADV, Part 2A Appendix 1 for the applicable wrap program (Item 4), the LFCM Form ADV, Part 2A brochure (Items 5.A., B., C., and D.) and your investment advisory, financial planning or retirement planning agreement.

***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.***

***Conversation Starters.*** 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 as my investment adviser? How else does your firm make money and what conflicts of interest do you have?** *When we provide you with a recommendation as your investment adviser, 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 and investment advice we provide you. Here are some examples to help you understand what this means.*

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

- ***Third-Party Payments:*** We receive payments from third party product sponsors and managers (or their affiliates) when we recommend or sell certain programs. As such, we have an incentive to recommend (or to invest your assets in) programs of third-parties that pay us over products of third parties that do not pay us, or pay us less.
- ***Services through Affiliates:*** We may recommend services provided by affiliate business partners, including tax and accounting, insurance, brokerage and asset management services. As these affiliate business partners receive payments for services provided, we have an incentive to utilize these business partners rather than recommend services of unaffiliated entities

***Conversation Starters.*** Ask your financial professional—

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

***For additional information,*** please see Form ADV, Part 2A brochure, Form ADV, Part 2A Appendix 1 brochure for the applicable wrap fee program.

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

At LFAS, some of our financial professionals are registered representatives of LPL Financial LLC (“LPL”), an SEC-registered broker-dealer and investment adviser or affiliate company or Harbor Financial Services, LLC (“Harbor”), also an SEC-registered broker-dealer and investment adviser. Your financial professional may offer you brokerage services through LPL or Harbor or investment advisory

services through our Firm. Brokerage services and investment advisory services are different, and the fees we, and LPL and Harbor charge for those services are different. It is important that you understand the differences. In particular, your financial professional may earn additional transaction-based compensation and have additional conflicts of interest as a result of providing brokerage services through LPL or Harbor. You are encouraged to learn more about LPL by reviewing <https://www.lpl.com/disclosures.html> and about Harbor by reviewing <https://harborfs.com> and having a discussion with your financial professional. For advisory services provided, financial professionals are compensated based upon a percentage of the amount of client assets that are serviced and dependent upon employment status, may also receive a base salary. Conflicts relating to compensation are discussed above (See *Examples of Ways we Make Money and Conflicts of Interest.*).

At LFAS, your financial professional may be paid a commission for securities sold in his/her capacity as a registered representative for services provided in a brokerage account. For advisory services provided, financial professionals are compensated based upon a percentage of the amount of client assets that are serviced and dependent upon employment status, may also receive a base salary. Conflicts relating to compensation are discussed above (See *Examples of Ways we Make Money and Conflicts of Interest.*)

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

**For LFAS Yes**, the firm has financial professionals that have reported legal or disciplinary items such as a personal bankruptcy, a customer complaint or regulatory issue or review.

**LFAS** currently does not currently have any financial professionals that have reported legal or disciplinary items.

You can visit [Investor.gov/CRS](http://Investor.gov/CRS) and utilize the SEC's free and simple search tool to research us and your financial professional and find educational information about broker dealers, investments advisers and investing.

**Conversation Starters.** Ask your financial professional—

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

**For additional information about our services**, see [www.levelfouradvisors.com](http://www.levelfouradvisors.com), [www.levelfourcapital.com](http://www.levelfourcapital.com), Form ADV, Part 2A brochure or Form ADV, Part 2A Appendix 1 brochure for the applicable wrap fee program. If you would like additional, up-to-date information or a copy of this disclosure, please call 866-834-1040.

**Conversation Starters.** Ask your financial professional—

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