

BKS Investment Services, Inc.
Registered Investment Advisor
150 Eleven West Drive, Unit 2-A
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Website: www.bksinvest.com

**Firm Form ADV Part 2A
06/30/2020**

This brochure provides information about the qualifications and business practices of BKS Investment Services, Inc. If you have any questions about the contents of this brochure, please contact us at 816-436-6373 or bksinvest1@gmail.com. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about BKS Investment Services, Inc. is also available on the SEC's website at www.adviserinfo.sec.gov.

Registration does not imply a certain level of skill or training.

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Material Changes

Since the firm's last filing on 12/31/2019:

Fees & Compensation section has been updated.

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Advisory Business

BKS Investment Services, Inc. is a registered investment advisory firm in Missouri providing individual investment account management and insurance services. Bruce K. Schmidt is the principal owner. The firm has been in business since July 1, 2000.

The firm typically provides balanced (equity and fixed income individual securities, and mutual and exchange traded funds) account management, but varies exposure to these asset classes based on individual risk tolerance and restrictions or alternative client directions.

The firm managed \$10.2 million of discretionary client assets and \$3.9 million of non-discretionary client assets as of 12/31/2019. All accounts are managed wrap fee accounts as described in Appendix 1 to this Form ADV Part 2.

Fees & Compensation

The firm is compensated on percentage of assets under management basis. Balanced account fees range from 0.35% to 0.7% annually of assets under management (sliding scale below applies). Lower risk balanced accounts, focused more on income than growth, incur fees of 0.35% annually of assets under management (up to 0.7% if opened through third party institution, sliding scale applies). These fees are our sole means of compensation. Fees are subject to change upon three months advanced notice.

	Retail	Credit Union		Retail	Credit Union	
Growth > Income				Income > Growth		
<\$100,000	0.70%	0.50%		>= \$30,000	0.35%	0.50%
>\$100,000	0.50%	0.50%		> \$400,000 Credit Union		0.35%
>\$150,000	0.35%	0.50%				
> \$400,000 Credit Union		0.35%				

All fees are billed quarterly in arrears based on end-of-quarter account values. Fees are not negotiable. Fees are deducted directly from client investment accounts. Performance or advance fees are not utilized or charged by the firm.

In addition, clients will incur annual mutual fund fees of 0.07% to 1.3%, and brokerage transaction fees of \$0.00 to \$31 per transaction. These are itemized in Appendix 1 to this Form ADV Part 2 on page 1 under Services, Fees & Compensation.

Only no-load and preferably no-transaction fee mutual funds are recommended and utilized in accounts using these investment vehicles.

Clients have the option to purchase investment products recommended by BKS Investment Services, Inc. through other brokers or agents not affiliated with the firm. Brokerage is discussed below under Brokerage Practices.

Performance Based Fees

The firm does not utilize performance-based fees.

Client Types

The firm caters mainly to individual retail and retirement plan clients, but occasionally provides advice and services to other advisors, broker dealers, and institutional investors.

Methods of Analysis, Investment Strategies & Risk of Loss

Asset allocation decisions (equities, vs. fixed income securities, vs. cash equivalents or alternative asset classes such as commodity vehicles) are made by comparing prevailing interest rates available on interest bearing securities to expected growth and appreciation potential of equities and alternative assets.

Industry and sector decisions within the equity security asset class are made by observing long and short-term trading cycles, and individual industry growth potential and relative valuation levels vs. broad market indexes such as the Standard & Poor's 500 Index.

Individual stock and bond security selections are also made based on long and short-term trading cycles, and growth potential and relative valuation levels vs. comparable individual industry stocks and bonds.

Mutual and exchange traded fund (ETFs) selections are based on long and short-term relative performance vs. appropriate indexes, expense ratios, and transaction costs.

The overall goal of each decision step (asset allocation, industry selection, specific security selection) is to achieve better-than-average returns vs. appropriate benchmark index returns over time. The strategies do not eliminate exposure to specific market and interest rate volatility and may result in significant losses during time periods of significant downside market volatility. An additional goal is to expose clients to less-than-average market volatility, but this cannot be guaranteed over any time period.

Disciplinary Information

The firm currently has no pending or prior disciplinary actions to disclose.

Other Financial Industry Activities & Affiliations

Bruce K. Schmidt, President, is independently appointed with several insurance companies to sell commission-based insurance products, including annuities.

BKS Investment Services has an advisory account custodial and trading relationship with TD Ameritrade, and as an advisor for 401k plans with Ascensus.

All relationships are maintained to provide the most suitable and appropriate investment products and services to customers, and to avoid any interests which conflict with this objective.

Code of Ethics, Participation or Interest in Client Transactions & Personal Trading

The firm's code of ethics is available at www.bksinvest.com, via email as requested in electronic format, or by regular mail in hardcopy as requested. The firm's code addresses regulatory requirements regarding trading and record keeping, and in addition the firm abides by the Chartered Financial Analyst (CFA) Institute's code of ethics which mandates prudent, fair, and honest dealings with clients and full disclosure of payment methods, any conflicts of interest, suitability of recommendations and products, and regular account and performance reporting.

Bruce K. Schmidt and firm representatives invest in the same securities recommended to clients. Client accounts receive priority treatment regarding allocations, purchases, and sales. See Brokerage Practices below, also.

Brokerage Practices

Broker dealers utilized for client transactions are based on support of advisory client accounts including custody service, transaction processing, reporting, comprehensive investment vehicle availability, transaction costs, and other fees. No soft dollar or directed brokerage are utilized.

Aggregate purchases across all relevant accounts (allocations of simultaneous purchases and sales) are executed with all new purchases and existing position sales unless there are allocation constraints or individual client risk tolerance differences. See Code of Ethics above, also.

Account Review

Accounts are monitored continually. Changes in positions are triggered by significant price and / or fundamental (growth potential, interest rate) changes, or changes in client risk tolerance.

Clients have online access to accounts on a real-time basis. Statements are generated on a monthly basis and retrieved online or delivered via regular mail. Monthly benchmark performance sources are posted on the firm's website, www.bksinvest.com, along with written investment commentary.

Client Referrals & Other Compensation

The firm currently has third-party solicitation agreements with Telcomm Credit Union, Educational Community Credit Union, and BluCurrent Credit Union, all located in Springfield, MO.

Custody

TD Ameritrade and Ascensus (401k plans) provide custody, trading, and monthly account statement services. These statements should be carefully reviewed by all clients. Fees are deducted directly from client investment accounts. (See Fees and Compensation section above for more details about fees.)

Investment Discretion

BKS Investment Services accepts discretionary authority to manage accounts on behalf of clients with execution of a limited power of attorney for this authority. Clients may revoke this authority at their discretion. Client suitability and risk tolerance are determined prior to opening accounts, and they are confirmed through regular quarterly reviews or at any appropriate time determined by the client or firm.

Voting Client Securities

BKS Investment Services does not have authority to vote client securities. Clients will receive proxies and other security related solicitations directly from account custodians or transfer agents. Clients may contact the firm with any questions regarding solicitations.

Financial Information

The firm does have discretionary authority to manage accounts. It does not have custody of accounts or require any pre-payment of fees. The firm's current financial condition enables it to meet all contractual management commitments to clients.

Management Persons

Bruce K. Schmidt is President and owner of BKS Investment Services, Inc. He has been an investment analyst since 1982. He founded this firm in 2000. He served as COO and CFO of Agora-X, a start-up Over-the-Counter commodities exchange facility from 2008 to 2010. His most recent experience elsewhere was as a market maker/trader for three years at Security Investment Co. of Kansas City. Prior to that he was an investment analyst for seven years with American Century mutual funds' investment management group. He also spent three years at United Missouri Bank as an investment analyst, and five years as a utility financial analyst for the Missouri Public Service Commission.

He received an MBA with an emphasis in finance from the University of Missouri in 1982. He has been a Chartered Financial Analyst (CFA) since 1986, and he is a member of the CFA Institute.

Mr. Schmidt is also a consultant to the financial services industry periodically. He currently has no consulting clients, but he does devote time to such clients periodically.