

BKS Investment Services, Inc.
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Firm Form ADV Part 3: Client Relationship Summary (CRS)

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This brochure provides information about Bruce K. Schmidt, President of BKS Investment Services, Inc. and his client relationship practices. 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.

Introduction

Bruce K. Schmidt, and his firm BKS Investment Services are registered investment advisors in Missouri providing individual investment account management, 401k advisory services, and insurance services. Brokerage and investment advisory services and their respective fees differ, and it is important for retail investors to understand the differences.

Free and simple tools are available for researching firms and financial professionals at www.Investor.gov/CRS. This website also provides educational materials about broker-dealers, investment advisers, and investing.

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 (401k Plan Advisor Assets) as of 12/31/2019. All discretionary accounts are managed wrap fee accounts as described in Appendix 1 to Form ADV Part 2 (at www.bksinvest.com under “More” tab, “Privacy, ADV, & Ethics”).

What Investment Services and Advice may you provide to me?

Description of Services: We offer investment advisory services to *retail investors*. The firm provides balanced (equity and fixed income individual securities, and mutual and exchange traded funds) account management, with varied exposure to these asset classes based on individual risk tolerance and restrictions or alternative client directions. These are wrap fee services. The firm also provides insured annuity products as appropriate.

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

Clients have online access to accounts on a real-time basis. Statements are generated monthly 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 market and asset allocation commentary.

Investment Authority; 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.

Limited Investment Offerings; The firm’s investment offerings are limited to the investment advisory services provided to *retail investors* described above.

Account Minimums and Other Requirements; The minimum initial investment account size is \$30,000. We do not accept non-listed, non-traditional investments, unless our custodian TD Ameritrade Institutional accepts them. There are no other limitations.

Additional Information: *Advisory Business;* BKS Investment Services has been in business since 2000. Bruce K. Schmidt is the sole principal owner.

Given my financial situation, should I choose an investment advisory service? Why or why not? Advisors are paid on a fee-only basis, not per transaction fees. They are also bound by a fiduciary duty to prioritize any discretionary actions, first and foremost, considering what is most beneficial to you and appropriate for your risk tolerance, not their own.

What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean? I am a registered investment advisor in Missouri, with an MBA in Finance and am a Chartered Financial Analyst with 37 years of investment industry experience. This means I am licensed, educated and experienced in managing retail and institutional investment portfolios and accounts.

How will you choose investments to recommend to me? All investment decisions are based on investor risk tolerance, prevailing interest rate alternatives, expected growth and appreciation potential, long and short-term trading volatility, relative valuations vs. comparable securities and indexes, investment vehicle expenses, and transaction costs.

Fees, Costs, Conflicts, and Standard of Conduct

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? If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

We are bound by regulatory requirements to provide products and services that are only in your best interest, not ours.

The firm and its advisors are 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 only means of compensation for advisory accounts. Fees are subject to change upon three months advanced notice. Fees are billed quarterly in arrears (at the end of each quarter.)

	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%				

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 fees do not accrue to BKS Investment Services.

All fees are itemized in more detail in Appendix 1 to Form ADV Part 2 (at www.bksinvest.com under the “More” tab, “Privacy, ADV, & Ethics”) on page 1 under Services, Fees & Compensation.

Our goal is to keep the total of all fees itemized above to 1% or less annually of assets under management, or \$100 or less annually for each \$10,000 of assets under management.

The more assets there are in an advisory account, the more investors will pay in absolute dollar fees (not percentages), and the firm may therefore have an incentive to encourage investors to increase the assets their accounts. 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.

Disciplinary History

Do you or your financial professionals have legal or disciplinary history? No.

Search Tool: Visit www.investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Additional Information

You may obtain additional information about our investment advisory services or a copy of the **Customer Relationship Summary** at www.bksinvest.com (under the “More” tab, “Privacy, ADV, & Ethics”), or you may reach BKS Investment Services at 816-436-6373.