

## **CLIENT RELATIONSHIP SUMMARY (CRS)**

### **SEC Regulation Best Interest Form**

**Michael A. Langlois, MBA, CFP®**

*dba*

### **Strategic Financial Group**

**A Registered Investment Advisor**

*As of June 30, 2020*

#### **INTRODUCTION**

Michael A. Langlois, MBA, CFP® dba Strategic Financial Group (SFG) is a State of Rhode Island Registered Investment Advisor (RIA). For additional information, please refer to the Securities and Exchange Commission (SEC) Brochure ADV I & II at [www.adviserinfo.sec.gov/firm/brochure/123877](http://www.adviserinfo.sec.gov/firm/brochure/123877) which includes compensation, my code of ethics, custody, methods of analysis, disciplinary issues, conflicts of interest, background and education.

#### ***Is an Investment Advisory Account Right for You?***

There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you.

This document gives you a summary of the types of services we provide and how we are compensated by you. Please ask me for more information. There are some suggested questions on page 4.

We are an investment advisor who offers comprehensive financial planning rather than brokerage accounts and asset management. However, separately, Michael A. Langlois, MBA, CFP® dba Strategic Financial Group (SFG) through association with Geneos Wealth Management (GWM) as a Registered Representative and Investment Advisor Representative (IAR), can offer securities brokerage and investment asset advisory. Additional information regarding GWM is available at [www.adviserinfo.sec.gov/firm/brochure/120894](http://www.adviserinfo.sec.gov/firm/brochure/120894).

#### **RELATIONSHIPS AND SERVICES**

SFG is considered separate and outside Registered Investment Advisor business with Geneos Wealth Management (GWM). SFG's primary focus is financial planning on a flat fee or hourly basis. You will have a specific Financial Planning Engagement Agreement outlining financial planning services to be performed on your behalf. The Engagement Agreement, when applicable, will remain in place for typically for one year or until terminated by you or SFG.

#### **AFFILIATE SERVICES**

SFG, as a standalone investment advisor, **does not offer** investment supervisory and/or securities brokerage services. However, through our affiliation with Geneos Wealth Management (GWM) securities brokerage can include accounts direct with product companies, such as certain securities-type insurance (variable products-insurance/annuities) and mutual fund companies where Geneos acts as your broker/dealer. For brokerage, its Registered Representative (RR) does not have discretion to buy or sell securities for you. In other words, Geneos RRs will only place transactions in brokerage accounts and/or product companies upon your signed approval. Unlike a managed investment advisory account, Geneos and its RRs do not provide ongoing monitoring of customer accounts.

SFG through its affiliation with Geneos (GWM), separately may offer managed investment advisory accounts where you will receive its Client Relationship Summary (CRS) outlining GWM's advisory services. GWM's

advisory accounts may be managed on a discretionary basis. You will be asked to sign an Investment Advisory Management Agreement giving them this authority.

Also, under GWM, you can open a managed investment advisory account where you will pay an ongoing **asset-based fee** (typically a percentage) which is based on the value of the investments in your advisory account. You would pay these fees periodically, even if you do not buy or sell. An advisor may provide incentives to increase the assets in your account, which would increase the fees.

SFG is limited to using GWM as the broker/dealer of record for brokerage services and utilizes their investment advisory services for managed accounts as an Investment Advisor Representative of GWM.

Additional information about GWM and its ADV I & II filing and its CRS are available at [www.adviserinfo.sec.gov/firm/brochure/120894](http://www.adviserinfo.sec.gov/firm/brochure/120894).

## STANDARD OF CONDUCT

### *Our Obligation to You*

We must abide by certain laws and regulations in our interaction with you. We are held to a fiduciary standard through Federal and State laws and regulations which covers our entire investment advisory relationship with you. Also, Michael A. Langlois, MBA, CFP® dba SFG, as a Certified Financial Planner™ professional, maintains a code of ethics and the fiduciary standards of a CFP® governing our professional relationship with you. Additional information regarding what CFP® means can be found at [www.cfp.net](http://www.cfp.net).

Our interests can conflict with your interests and we must explain and eliminate these conflicts in a way that you understand so that you can equitably decide whether or not to engage us to handle your financial situation.

## SUMMARY OF FEES AND COSTS

Michael A. Langlois, MBA, CFP® dba SFG's financial planning fees are negotiated between you and SFG in advance and are outlined clearly in your Engagement Agreement. These fees may be a flat fee, hourly fee or a per project basis. For additional information regarding SFG, see Form ADV I & II, Item 5 at [www.adviserinfo.sec.gov/firm/brochure/123877](http://www.adviserinfo.sec.gov/firm/brochure/123877)

<b>Billing Frequency</b>	<b>Minimum Fee</b>	<b>Maximum Fee</b>
One Time	\$150.00	\$25,000.
Hourly	\$150/hr.	\$300/hr.
Periodic	\$100/period	\$25,000/period

### **Proposed Services to be Performed**

- SFG will consult with you on your desired financial goals, risk tolerance, present and future obligations, as well as present and future income.
- We will provide an analysis and recommendations related to your specific area of financial planning as requested by you.
- Financial Planning topics that can be selected are:
  - Budgeting and Cash Flow Analysis
  - Income Tax Planning Analysis
  - Education Planning
  - Estate Planning Analysis
  - Investment Analysis and Planning
  - Fringe Benefit Analysis
  - Retirement Planning

Additional information on the cost of a Financial Plan depends on the profile that fits your specific financial needs and goals. Financial profile categories are listed on Schedule A of your Financial Planning Engagement Agreement.

Disclosures regarding Geneos' brokerage and investment advisory services account fees and costs can be found at [www.gneoswealth.com/disclosures/](http://www.gneoswealth.com/disclosures/).

## QUESTIONS TO ASK US ABOUT FINANCIAL PLANNING

SFG will attempt to answer these typical questions and concerns depending on your goals, complexity, and your unique financial and life situation.

- How much retirement income do I need to meet an acceptable standard of living?
- Can I afford to retire early and how long will my money last?
- How do you feel about investments and what is your perspective on things such as inflation and optimism of the global economy?
- Should I be updating multi-generational and estate planning?
- How do I keep more of what I earn?
- What are some long-term care options that are available to me?

## COMPARING FINANCIAL PLANNERS AND/OR INVESTMENT ADVISORS

Choosing a financial planner and/or investment advisor is one of the most important decisions you will make. Not all financial planners are alike. By comparison, they may have different skills, experience, and methods of analysis, as well as their fees, costs and compensation structures.

Preferably, you will work with a CFP® professional who can communicate to you in plain language and has experience working with clients like you.

Michael A. Langlois, MBA, CFP® dba SFG **does not** offer investment management and brokerage services. However, we urge you to review GWM as a separate entity. GWM and its Registered Representatives (RR) and Investment Advisory Representatives (IAR) will give you disclosures on both its managed investment accounts and its brokerage services for comparison purposes.

More information on this topic can be found at [www.letsmakeaplan.org/choose-a-cfp-professional/find-a-cfp-professional](http://www.letsmakeaplan.org/choose-a-cfp-professional/find-a-cfp-professional).

## CONFLICTS OF INTEREST

Michael A. Langlois, MBA, CFP® dba SFG will disclose to you all material fiduciary conflicts of interest where applicable when serving you in the capacity of an SFG Investment Advisory Representative (IAR) and/or Certified Financial Planner (CFP®).

It is important for you to understand the difference between brokerage and investment advisory services including financial planning. Free and simple tools are available at [www.investor.gov/crs](http://www.investor.gov/crs) which also provides educational material about broker/dealers, investment advisors and investors.

SFG provides comprehensive financial planning which may make recommendations that can be implemented as an IAR or RR of GWM.

We must act in your best interest. However, it is possible for there to be a financial incentive to invest in certain investments sponsored or managed with SFG affiliates such as Geneos Wealth Management. Financial professionals may receive compensation if you purchase these investments under brokerage and/or investment advisory managed accounts with GWM.

You, as a client of SFG, **are not** required to implement any recommendation of the financial plan created for you. You are free to choose any financial professional you wish to work for you outside of SFG.

### **ADDITIONAL INFORMATION**

We encourage you to seek out additional information about your investment advisor. Following are links and other helpful suggestions.

- For info on SFG, go to [www.adviserinfo.sec.gov/firm/brochure/123877](http://www.adviserinfo.sec.gov/firm/brochure/123877).
- For info on GWM, go to [www.adviserinfo.sec.gov/firm/brochure/120894](http://www.adviserinfo.sec.gov/firm/brochure/120894).
- More educational information about this document can be found at [www.investor.gov/CRS](http://www.investor.gov/CRS).
- Additional information may be provided to you by your financial professional, such as brochures and/or supplementary disclosures.

### **DISPLINARY FINDINGS**

*Michael A. Langlois, MBA, CFP® dba Strategic Financial Group does not have any disciplinary or legal events to disclose.*

Visit [www.investor.gov](http://www.investor.gov) for a free and simple search tool to research our firm and our financial professionals.

### **KEY QUESTIONS TO ASK YOUR FINANCIAL ADVISOR**

- Do I have to renew my financial planning agreement annually?
- How often do I have to renew my financial plan?
- How else does your firm make money and what conflicts of interest do you have?
- Michael A. Langlois, MBA, CFP® dba SFG **does not receive payments from third parties**, which creates conflicts of interest. However, GWM does receive third party payments. For more information see: [www.geneoswealth.com](http://www.geneoswealth.com) .
- Michael A. Langlois, MBA, CFP® dba SFG does not engage in revenue sharing arrangements. However, GWM does have revenue sharing. For more information see: [www.geneoswealth.com/disclosures/](http://www.geneoswealth.com/disclosures/).
- Michael A. Langlois, MBA, CFP® dba SFG through its affiliation with Geneos Wealth Management, can offer securities products on a commission or fee basis under GWM Investment Advisor Representative agreement. You are under no obligation to purchase or sell through GWM. However, if you choose to implement a plan, we have created for you, we may earn commissions in addition to any fees paid for advisory services.
- What are your legal obligations to me when providing recommendation under your broker/dealer, GWM, or when acting as my investment advisor?
- Ten Questions to Ask Your CFP® professional. [www.letsmakeaplan.org](http://www.letsmakeaplan.org).

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*For additional Information regarding Geneos Wealth Management (GWM), please see Fee Disclosure forms, conflicts links, Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A or Items 4.A, and 5 of Part 2A Appendix 1) and IAPD on [www.investor.gov](http://www.investor.gov) or on their website [www.geneoswealth.com/disclosures/](http://www.geneoswealth.com/disclosures/), as well as any brochure supplement or other disclosures your financial professional provides.*

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