

Introduction

Integrated Financial Planning Services is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). 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 financial planning services to retail investors, which includes understanding your financial background and recommending the appropriate securities product, insurance product or combination of both. We may also recommend specific account types, such as IRAs, 529 plans, 401k plans or joint accounts, as well as overall investment strategies involving securities products.

In respect to the securities products we recommend to you, we have limited our business to mutual fund securities products, insurance products, annuities with securities features and REITS. We do not offer stocks or bonds. We have business relationships with most, if not all, major mutual fund companies in the United States. Therefore, we are able to offer you mutual funds free of potential limits imposed by lack of business relationship. We are not beholden to any of these companies to sell their products in any way, shape or form. There are no investment minimums required by IFPS. However, some mutual funds and investment providers sometimes require a minimum amount to open an account. We do not provide investment monitoring over the course of your relationship with us.

You make the ultimate decision regarding the purchase or sale of investments.

For additional information, please see the ERISA 408(b)(2) disclosure provided by your 401k provider, any prospectuses or offering documents provided for the mutual funds and REITS recommended to you by your financial professional.

Conversation Starters. Ask your financial professional—

- Given my financial situation, should I choose a brokerage service? 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?
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What fees will I pay?

The fee you pay for your investments is based on the specific transaction and not the overall value of your account, as it would be if you were working with an investment advisory service.

The specific fees that you will pay for the purchase of mutual funds and REITS are paid in the form of up-front sales charges (if you purchase A-shares, C shares do not have an up-front sales charge), and on-going fees related to the on-going active management of the fund. Ask your financial professional about the difference between A shares and C shares.

Also, with certain investments such as variable annuities, you may have to pay fees such as “surrender charges” to sell the investment.

These fees are assessed on a transaction by transaction basis and, therefore, the more you trade, the more transaction costs you might incur.

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.

What fees will I pay?

For additional information, please see the fund's prospectus for its actual upfront sales charge breakpoint schedule and the expense ratios for each specific fund you are considering. In the case of 401ks, please see the ERISA 408(b)(2) disclosure provided by your 401k provider.

Conversation Starter. 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 broker-dealer? How else does your firm make money and what conflicts of interest do you have?

When we provide you with a recommendation, 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 we provide you. Here are some examples to help you understand what this means.

Specific to IFPS, conflicts of interest can present themselves among product choices, or within the various product offerings. For example, the commissions are higher for REIT products and annuity products; however, those products should only be one part of a properly diversified investment strategy. Within those products (REITS, Annuities, Mutual Funds) there are differing costs across the products offered.

As noted above, higher up-front sales charges have the potential to create a conflict of interest between the financial planner and the investor. On-going charges, characteristic of actively managed mutual funds, also differ, however, the amounts paid to financial professionals are capped at 1% of a fund's net assets, and can differ within the scale up to the 1%.

Outside of the commission channel, we do not have any other ways we make money, such as revenue-sharing relationships or payments from third parties.

Conversation Starter. Ask your financial professional—

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

For additional information, please see the funds's prospectus, or any ERISA 408(b)(2) disclosure provided by your 401k provider, or any other offering documents provided for the mutual funds and REITS recommended to you by your financial professional.

How do your financial professionals make money?

As discussed above, the financial professionals of Integrated Financial Planning Services are compensated via up-front sales charges and from marketing and service fees charged to the client by the fund company, REIT provider or insurance company.

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

Yes

Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Conversation Starter. Ask your financial professional—

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

Additional Information

For additional information about our services, please visit www.ifpsonline.com. If you would like additional, up-to-date information or a copy of this disclosure, please call 443-450-4543.

Conversation Starter. Ask your financial professional—

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