



**Form ADV Part 3 - Client Relationship Summary**  
**June 30, 2020**

**Item 1: Introduction**

Retirement Income Solutions, Inc. ("RIS") is an independent investment advisor registered with the Securities and Exchange Commission offering advisory account services. Investment advisory and brokerage services and fees differ, and it is important for the retail investor to understand the differences. This document provides a summary of the types of services we provide. Free and simple tools to research firms and financial professionals are available to you at <https://www.investor.gov/CRS> which also provides educational materials about broker-dealers, investment advisers and investing.

**Item 2: Relationships and Services**

*What investment services and advice can you provide me?*

We offer investment advisory services to retail investors. We provide comprehensive advice on investment strategies, and our principal services include Asset Management and Asset Monitoring services and Retirement Planning to retail investors. Our approach allows us to customize advice in a way that meets your needs and investment objectives. Your financial advisor works with you to examine your financial situation, to assess your investment and retirement goals, to understand your risk tolerance and investment time horizon, and to develop a plan to meet your objectives.

We provide services on a "discretionary" basis, which means that you grant us the authority to make investment changes in your accounts without asking you in advance. There are limits to that authority defined in your Investment Policy Statement (IPS), which is a document that outlines the goals, objectives, and strategy to be used. You can request additional limitations to the IPS. As part of our asset management and asset monitoring services, we provide ongoing monitoring of accounts and investments, and periodically make changes to clients' assets as we deem necessary, in accordance with your IPS.

Our investments typically include no-load mutual funds and exchange traded funds (ETFs); other investment tools may be utilized depending on the investment custodian and client preferences. We have a minimum account size of \$500,000. Please see item 4 and 7 of our Form ADV "[Brochure](#)" for additional information.

**Questions to ask us:** Given my financial situation, should I choose an investment advisory 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?

**Item 3: Fees, Costs, Conflicts and Standard of Conduct**

*What fees will I pay?*

The advisory fee charged by us is established in your written agreement and is based on a percentage of your assets under management. Our advisory fees are typically based on the average market value of the investments in your accounts, which is calculated based on the average of the beginning and ending balance



of the calendar quarter. Our fees are billed quarterly in arrears. There is typically a fixed fee for financial planning services which depends on the complexity of the plan.

The fees paid to us are separate of mutual and exchange-traded fund fees (management fees and other fund expenses), and fees charged by the account custodian (maintenance fees, transaction fees, or other account fees). We do not share in any portion of the brokerage fees or transaction charges imposed by the custodian holding our clients' assets. Client fees comprise all our revenue; there are no other sources of revenue (trading commissions, specific product incentives, revenue-sharing, outside compensation or soft-dollars) which could create a conflict of interest. We are not part of a bank or large firm that has an incentive to push products that may not be a good fit for you.

You will pay fees and incur costs whether you make or lose money on your investments. Fees and costs will reduce any amount of growth you make on your investments over time. Please make sure you understand the fees and costs you are paying. Please see Item 5 of our Form ADV "[Brochure](#)" for additional information.

*What are your legal obligations to me when acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?*

When we act as your Investment Advisor, we are a fiduciary, which means we must always 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 investment advice we provide to you. Below is an example to help you understand what this means:

The more assets there are in a client's account, the more you will pay in fees, and our firm therefore has an incentive to encourage a retail investor to increase account assets either by deposit or accumulation.

*How do your financial professionals make money?*

All our financial professionals are paid a salary and are eligible for a discretionary bonus annually depending on business profits and individual performance measurements.

**Questions to ask us:** Help me understand how these fees and cost might affect my investments. If I give you \$10,000 to invest, how much go to fees and costs, and how much will be invested for me? What are your legal obligations to me when acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?

#### **Item 4: Disciplinary History**

Do you or your financial professionals have legal or disciplinary history? We do not have any legal or disciplinary events. Visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free, simple search tool to research us and our financial professionals.

#### **Item 5: Additional Information**

For additional information on our advisory services, see our Form ADV "[Brochure](#)" which includes supplemental information of each of our financial advisors. If you have questions, or wish to request a copy of this Client Relationship Summary, please contact us at 734-769-7727 or email us at [ris@risadvisory.com](mailto:ris@risadvisory.com). This summary can also be found on our website at [www.risadvisory.com](http://www.risadvisory.com)

**Questions to ask us:** Who is my primary contact person? Is he or she a representative of an investment advisor or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?