

## THE JOSEPH GROUP CAPITAL MANAGEMENT CLIENT RELATIONSHIP SUMMARY (FORM CRS/FORM ADV PART 3)



### Item 1: Introduction

The Joseph Group Capital Management (“TJG”, “we”, “our”, “us”) is registered with the U.S. Securities and Exchange Commission (SEC) as an investment advisor. Clients and prospective clients should be aware that services as well as fees differ between investment advisors, broker-dealers and other financial services providers. It is important for you to understand the differences. Free tools are available to research firms and financial professionals at [investor.gov/CRS](https://investor.gov/CRS) which also provides educational materials about investment advisors, broker-dealers and investing. Our commitment to you is to clarify, simplify and encourage.

### Item 2: Relationships and Services

#### *What Investment Services and Advice Can You Provide Me?*

TJG offers discretionary investment management and financial planning services. “Discretionary” investment management means you have given us authority to make investment changes in your account consistent with your objectives without the need to consult you in advance of the changes. In addition, we make available to you financial planning services in several areas including, but not limited to: retirement, college funding, cash flow, tax, insurance, and estate planning.

The process starts with encouraging you to identify your purpose which leads to establishing your investment goals and objectives. We then offer our financial planning services to further clarify your goals and objectives as well as uncover planning opportunities. With your goals and objectives clarified, they are matched to our objective based investment strategies to establish your portfolio (which may include several accounts and/or strategies). Our objective based investment strategies are monitored on a continuous and ongoing basis by our Investment Team. We continue to work with you proactively to help you fine tune your goals and objectives as well as identify your financial planning needs. However, it remains your responsibility to promptly notify us if there is ever any change in your financial situation or investment goals or objectives for the purpose of reviewing/evaluating/revising our previous recommendations and/or services.

Our clients typically include individuals, families, businesses, trusts, and charities. We request minimum assets of \$500,000 from new clients, however, we may waive that minimum at our discretion. ***Please see our ADV Part 2A (Items 4 and 7) for information about our Advisory Business and Types of Clients we serve.***

#### *Conversation Starters:*

Given my financial situation, should I choose an investment advisory service? Why or why not? How will you choose investments for me or to recommend to me? What is your relevant experience, including your licenses, education, designations and other qualifications? What do these qualifications mean?

### 3: Fees, Costs, Conflicts and Standards of Conduct

#### *What Fees Will I pay?*

We are compensated on a fee-only basis rather than commission basis. We do not receive commissions, trading costs, transaction fees, 12b-1 fees, or any other form of compensation. We typically charge an asset-based fee as a percentage of discretionary assets under management. TJG fees are generally billed quarterly in advance. The fees that we charge for investment management services are specified in your investment management agreement with us and you may pay more or less than others depending on a variety of factors. All other financial management services we make available to you, such as financial, retirement and estate planning consulting are typically provided to you at no additional charge.

In addition to our investment management fee, you may incur additional fees in connection with a custodian or a specific investment which are not paid to us. These expenses could include commissions on the purchase or sale

of an investment, transaction fees, account activity fees, special service fees, other brokerage or custody fees, mutual fund or annuity internal expenses, 12b-1 fees, or loads (sales charges) on funds not purchased by us. We will not purchase mutual funds with front-end or rear-end load on your behalf without your prior permission.

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. *Please see our ADV Part 2A (Item 5) for our general fee schedule and further details about fees and expenses.*

***Conversation Starter:***

Help me understand all the fees and costs that 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?

***Conflicts and Standards of Conduct:*** When TJG acts as your investment advisor, we are required to act in your best interest and not put our interest ahead of yours. At the same time, due to the nature of our business some conflicts may arise with your interests. As an example. One of our owners serves on the Board of Directors for two of our clients. This creates a conflict of interest with those clients. He recuses himself during any discussions of the retention or future investment contracts with us and/or during voting regarding these matters.

Further, all TJG Team members are required to annually complete and update any changes throughout each year all "Outside Business Activities" to determine if conflicts of interest exist. TJG has adopted a Code of Ethics describing its standards of business conduct, potential conflicts of interest and fiduciary duties. Please see our ADV Part 2A for information about conflicts of interest and how we manage them.

***Conversation Starter:***

What are conflicts of interest, how will they affect me and how will you address them?

***How do your financial professionals make money?***

Each Team Member (employee) at TJG receives a salary and is eligible for a discretionary year-end bonus. Certain TJG Team members participate in Incentive Compensation Pools (ICP). A percentage of first year revenue generated by new client contributions or net contributions for existing clients is put into the "pool" and shared equally by all participating in the ICP regardless of who, where or how such revenue is generated.

**Item 4: Disciplinary History**

***Do you or your Financial Professionals have legal or disciplinary history?***

No. Please visit [investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research TJG, our professionals or other financial professionals.

***Conversation Starter:***

As a financial professional, do you have any disciplinary history? If so, for what type of conduct?

**Item 5: Additional Information**

Please contact your TJG Client Advisor with any questions. If you have questions about our services or to request additional information, please contact us at 614-228-4300 or visit our website at [josephgroup.com](https://josephgroup.com).

***Conversation Starter:***

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