

CONFIDENTIAL MANAGEMENT ADVISORS, INC.

Customer Relationship Summary

June 30, 2020

Confidential Management Advisors, Inc. (CMAI) is an investment adviser registered with the United States Securities and Exchange Commission. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer personal resource management services (PRM) to individuals, trusts, estates, beneficiaries, pension and profit-sharing plans, and charitable organizations. PRM services include financial analysis/reviews, creation of specific investment allocation target models, investment management/selection services and continuing quarterly progress reporting. Investment allocation models are updated annually or more frequently based on Client requirements and/or economic conditions. We rely on a proprietary analysis process using information provided by Clients, custodians and other third-party information services. CMAI does not hold Client funds. We accept limited discretionary authority from Clients to buy and sell investments (primarily stocks, bonds, mutual funds, variable annuity sub-accounts and exchange traded funds) and collect agreed upon management fees, if any. Funds under management are held by custodians including TD Ameritrade Institutional, Charles Schwab, mutual fund companies and various insurance companies.

Additional information:

Combining assumptions on inflation, tax rates and expected rates of return with your personal suitability information, CMAI will construct an initial financial forecast model (or models) to preview potential outcomes based on your current circumstance. While we do not expect any forecast to be correct, if we are fortunate, potential problems will show up in advance. More importantly, we can use models to develop asset allocation targets to: (1) match your specific personal requirements, (2) monitor and measure progress and (3) make changes as circumstances evolve. Once your asset allocation target model has been developed using the appropriate investments, we will monitor performance on an ongoing basis. Periodically, and as needed, the allocation target model will be revisited and adjusted as market conditions and/or your personal requirements change over time.

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?

Description of Principal Fees and Costs – We charge a fee on the amount of assets under management. The fee includes all client relationship contacts/meetings/interviews, creation of asset allocation models, selection of specific investments, periodic reporting and continuous management of progress. Our **maximum** annual fee schedule is as follows:

\$25,000 - \$250,000	1.50%
\$250,001 - \$750,000	1.25%
\$750,001 - \$1,500,000	1.00%
Over \$1,500,000	Negotiable

At our discretion, all fees are negotiable. The more assets there are in your advisory account(s), the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account(s).

Description of Other Fees and Costs – Our custodians may charge transaction costs and other fees. Additionally, mutual funds, exchange traded funds and variable annuities charge fees to you.

Customer Relationship Summary

Conversation Starter to ask your 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 acting as my investment adviser? We have a fiduciary duty to you, which means we have a fundamental obligation to provide investment advice that always acts in your best interest. When we act as your investment adviser, 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 investment advice, we provide you. For example, if we recommend an insurance product through an affiliate, we will be compensated which may present a conflict of interest with you.

How else does your firm make money and what conflicts of interest do you have? Our advisor representatives are registered representatives of a securities broker dealer and an insurance agency and may receive commissions on certain transactions which can represent a conflict of interest with you.

Conversation Starter to ask your professional: “How might your conflicts of interest affect me and how will you address them?”

Additional Information - Persons providing investment advice on behalf of our firm are also registered representatives with Confidential Management Financial Services, Inc. In their capacity as registered representatives, these persons will receive commission-based compensation in connection with the purchase and sale of securities, including 12b-1 fees for the sale of investment company products. Compensation earned by these persons in their capacities as registered representatives is separate from our advisory fees. This practice presents a conflict of interest because persons providing investment advice on behalf of our firm who are registered representatives have an incentive to effect securities transactions for the purpose of generating commissions rather than solely based on your needs. While we believe that compensation charged by our affiliates are competitive, such compensation may be higher than fees charged by other firms providing the same or similar services. You are under no obligation to use our affiliates' services and may obtain comparable services and/or lower fees through other firms.

How do your financial professionals make money? Our advisor representatives receive a salary and annual bonus based on the total annual revenue generated from our advisory fees and commissions from affiliated entities. Our financial professionals are not compensated based on factors such as: the amount of client assets they service; the time and complexity required to meet a client's needs; the product sold (*i.e.*, differential compensation); product sales commissions; or revenue the firm earns from the financial professional's advisory services or recommendations.

Do you or your financial professionals have legal or disciplinary history? – No. Please visit Investor.gov/CRS for a free and simple search tool to research you and your financial professionals.

Conversation Starter to ask your professional: “As a financial professional, do you have any disciplinary history? For what type of conduct?”

Additional Information – You can find additional information about us and our affiliated firms, including a copy of this relationship summary, online at www.confidentialmgt.com. You can also contact us by phone at (248) 540-7511.

Conversation Starter to ask your professional: “Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?”