Pearson and Associates, LLC; dba Pearson Financial Services

Table of Fees for Services

Carefully read Item 4 and Item 5 of Form ADV Part 2A ("Brochure"), as these sections of the Brochure contain important details about Pearson and Associates, LLC; dba Pearson Financial Services' advisory services and fees. Fees are negotiable. The fees may not apply to all clients. The fees below will only apply to you when you request the services listed.

Fees Charged by Investment Adviser	Maximum Fee Amount		Frequency Fee is Charged	Services
Assets Under Advisory Fee	$0 to $5,000,000 $5,000,001 - $10,000,000 $10,000,001 and greater *The minimum total advisory fee per household is $1,000 per year.	1.00% .50% .250%	Quarterly in arrears	Asset Allocation/ Portfolio Monitoring for individuals and small businesses; financial planning services; educational seminars
Hourly Fee	$0		n/a	n/a
Subscription Fee	$0		n/a	n/a
Yearly Fixed Fee	$1,000 - $7,500		4 quarterly installments in arrears	Financial Planning/ Consulting Services
Commissions to the Adviser	$0 insurance/legacy accounts		If/when plan is implemented	Implementation of Plan
Performance-based Fee	$0		n/a	n/a
Other:	$0		n/a	Financial Education Seminars
Fees Charged by Third Parties	**Fee Amount**		**Frequency Fee is Charged**	**Services**
Third Party Money Manager	$0		n/a	n/a
Robo-Adviser Fee	$0		n/a	n/a
Talk with your Adviser about fees and costs applicable to you				

Additional fees and costs to discuss with your Adviser

Additional Fees/Cost	Yes/No	Paid To
Brokerage Fees	Yes	Purshe Kaplan Sterling Investments
Commissions	Yes	Purshe Kaplan Sterling Investments
Custodian Fees	Yes	Purshe Kaplan Sterling Investments
Mark-ups	Yes	Purshe Kaplan Sterling Investments
Mutual Fund/ETF Fees and Expenses	Yes	Various Companies

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