



Steele Financial Services, Inc.

Rick Steele*, CFP™, CPA/PFS
119 Grand Ave Suite A Bellingham, WA 98225
Phone 360.647.1739 x1 Fax 360.937.1396

Website www.steelefs.com
Email rick@steelefs.com

Choosing the Right Services

Avantax Investment ServicesSM, provides a broad array of financial services through a network of Advisors across the United States. Depending on your particular needs, you may choose different types of accounts and levels of services offered through an Avantax Advisor. An Avantax Advisor may meet with you to establish your goals and then recommend appropriate solutions. However, it's important for you to be aware of the different types of accounts and services available to you, and the features and considerations for each, so you can determine which is right for you. These choices can have important consequences in terms of the legal rights and responsibilities that attach to your relationship with Avantax, the compensation we earn, and the amount of disclosure you are entitled to receive regarding topics like compensation and conflicts of interest. You should take these considerations into account when deciding which type of account best suits your individual needs.

Rick Steele offers 2 types of service structures: advisory (fee-based), and commission-based.

Advisory Services Include:

- Primary service: fee-based advisory account through Avantax Advisory ServicesSM, with ongoing investment advice and periodic monitoring of your investments (also see [Form ADV-2A](#))
 - These services may be on a discretionary basis, meaning your Advisor can place trades, rebalance your portfolio or make other investment decisions on your behalf. As an investment adviser, Avantax Advisory ServicesSM, acts as a fiduciary, and is required to provide additional disclosure that contains information about your account and material conflicts of interest. Unlike a commissioned brokerage account, fee-based investment advisory clients do not pay sales commissions on individual transactions, and instead pay an ongoing fee, which is negotiated between your Advisor and you, and is a percentage fee based on the value of the assets in the accounts under management.* Therefore, the compensation earned by Avantax Advisory ServicesSM is not tied to the number or size of transactions in your account, and your Advisor does not have an incentive to recommend transactions to generate additional sales commissions. On the other hand, Avantax Advisory ServicesSM and your Advisor will earn the advisory fee regardless of whether you execute any transactions.
- Minimum investment: \$200,000
- Environmental, Social and Governance screening of your investments
- Quarterly Performance Reports
- Quarterly Review Meetings, or as many as needed (we contact you to schedule them)
 - Review the 8 Wealth Management Issues
- Comprehensive Financial Plans included at no additional charge
- Priority processing of work performed
- Preferential appointment scheduling

*Securities offered through Avantax Investment ServicesSM, Member FINRA, SIPC. Investment Advisory Services offered through Avantax Advisory ServicesSM. Insurance services offered through Avantax Insurance AgencySM.



Steele Financial Services, Inc.

Rick Steele*, CFP™, CPA/PFS
119 Grand Ave Suite A Bellingham, WA 98225
Phone 360.647.1739 x1 Fax 360.937.1396

Website www.steelefs.com
Email rick@steelefs.com

*Richard Steele Standard Advisory Fee Structure, and Avantax Maximum Allowable Fees

| Portfolio Increments | Advisory Fee* | Avantax Maximum Fee |
|-------------------------|---------------|---------------------|
| \$0-\$50,000 | 1.50% | 2.3% |
| \$50,001-\$100,000 | 1.50% | 2.2% |
| \$100,001-\$500,000 | 1.25% | 2.0% |
| \$500,001-\$1,000,000 | 1.00% | 1.5% |
| \$1,000,001-\$2,000,000 | 0.85% | 1.0% |
| \$2,000,001+ | 0.75% | 1.0% |

Example: Assets under management of \$500,000 will be assessed 1.5% on the first \$100,000, then 1.25% on the next \$400,000, for an annual fee of \$6,500 (\$1,625 charged quarterly), for an overall fee of 1.3% per year. There are no additional annual fees, and Richard Steele pays the trading fees.

Commission-Based Services Include:

- Primary service: recommendation and execution of individual securities transactions
 - Any advice provided or recommendation made relates solely to the specific transaction being proposed. Avantax Investment ServicesSM does not act as a fiduciary, and generally does not have an ongoing obligation to monitor your account after the transaction is executed. Avantax Investment ServicesSM may also have a more limited obligation to disclose information about conflicts of interest. Account services are included in the sales commission you pay on transactions you decide to execute and other account-related fees (see [Schedule of Fees](#)).
 - Client pays any trading costs and account-related fees
- Environmental, Social and Governance screening of your investments
- One account review meeting per year (you contact us to schedule it)

Additional Services for Investment Clients Include:

- Tax preparation (at an additional cost)
- Free Notary services
- Free confidential shredding
- Invitations to workshops hosted by Rick Steele

Additional Information

Important information about specific mutual fund, variable annuity or insurance and other products, including share classes, investment objectives, the risks involved, and the fees, expenses and other costs that can affect the performance of your investment, can be found in the prospectus relating to the particular product. Many mutual fund and insurance companies make these documents available on their websites, and they are also available from your Avantax Advisor or directly from the mutual fund or insurance company. Additional information about Avantax Investment Advisory ServicesSM programs is contained in disclosure brochures associated with each program. We strongly encourage you to read and carefully consider this information before investing.

Revised: 12/19

*Securities offered through Avantax Investment ServicesSM, Member FINRA, SIPC. Investment Advisory Services offered through Avantax Advisory ServicesSM. Insurance services offered through Avantax Insurance AgencySM.

Steele Financial Services, Inc. is not a registered broker/dealer or registered investment advisory firm.