

Introduction

TrustCore Financial Services, LLC (“**TCFS**”) is a Securities and Exchange Commission (SEC) registered investment advisory. It is a wholly owned subsidiary of TrustCore, LLC. This document gives you a summary of the types of services and fees offered. **TCFS’s** Disclosure Brochure (“**Brochure**”) is available on its website: <https://www.trustcore.com/legal/>. Outside of the Brochure, free and simple tools are available to research firms and financial professionals at <https://www.investor.gov/CRS>, which also provides educational materials about investment advisors, broker-dealers and investing. Our firms’ and financial professionals’ registration information are also publicly available on the <https://www.investor.gov> website.

Relationships & Services

Q: *What investment services and advice can you provide?*

A: **TCFS’s** services include full financial planning, risk management, and portfolio monitoring. Other services include access to alternative investments, developing and monitoring a financial plan, tax planning, the ability to consolidate your information into one location, seeking your best interest, working with retirement plans and planning, estate planning and special projects. With your permission, **TCFS** can also include accounts not managed directly by in our review and recommendation process for investment allocation. As a part of **TCFS’s** standard advisory services, it monitors the assets held in your account(s) on an ongoing basis.

Clients may give **TCFS** financial planners investment discretion over their accounts held at our primary custodian, Charles Schwab & Co., Inc. (Schwab). If given, this will allow the planner to execute transactions on your behalf without contacting you first. Additionally, discretion, once given, remains in effect on your account until you notify us you no longer wish us to have discretion over your account. **TCFS** financial planners do not accept discretion over accounts not held at Schwab and will contact you for permission to execute trades on your behalf if we have advisory permission to do trades in any accounts.

TCFS uses allocations that include mutual funds, exchange traded funds, equities, fixed income assets, cash and alternative investments. On occasion, with your permission, **TCFS** may use a third-party manager within your investment plan. **TCFS** does not offer any proprietary products.

TCFS requires clients to sign a written engagement letter and fee schedule to authorize it to conduct advisory services for you. You may cancel these agreements at any time via written or verbal instructions. **TCFS** does not have a minimum requirement to receive advisory services. Additional information on relationships, fees and services can be found in **TCFS’s** Brochure in the “Advisory Business” and the “Fees and Compensation” sections.

Conversation Starters – Ask your financial professional

Q: *Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? Why or why not?*

Q: *How will you choose investments to recommend to me?*

Q: *What is your relevant experience, including your licenses, education and other qualifications?*

Q: *What to these qualifications mean?*

Fees, Costs, Conflicts and Standard of Conduct

Q: *What fees will I pay?*

A: **TCFS** charges advisory fees for financial planning, portfolio management or other services. **TCFS’s** investment advisors negotiate the costs of your services directly with you when you agree to utilize its services. These fees are generally charged quarterly and may be a fixed rate, hourly or project rate or based on your assets under management. If your rate is based on assets under management, generally, there are breakpoints available as you increase the amount of assets you allow **TCFS** to manage. **TCFS** does not receive any commissions, trails or concessions for any transactions through its custodian, Charles Schwab & Co., Inc. On top of **TCFS’s** fees, most mutual funds, variable annuities, exchange traded funds and some other types of investments have internal expenses. **TCFS** does not receive any direct benefit from these internal expenses; however, they impact the performance of your investment over the life of the investment. You will be charged transaction or asset-based fees by your custodian for its services as described in the Fees and Compensation section of **TCFS’s** Brochure. These fees vary depending on the custodian. Under a transaction fee arrangement, the more transactions effected in your account, the more fees you will pay, and high activity in your account does not assure positive portfolio performance. For custodians that charge their fees based upon a percentage of your assets, like an alternative investment or third-party manager, such fees may be more than would be

the case if you are charged a transaction-based fee. Please be mindful of the effect of your portfolio size, the level of activity, and the rate of custodian asset-based pricing. Generally, large portfolios would be disadvantaged by paying an asset-based custodian fee versus a transaction-based fee.

You will pay **TCFS** as agreed, regardless of the performance of your investments. If your agreed upon fee is based on assets under management, this fee will fluctuate dependent on the amount of assets and their market value throughout the life of your engagement with **TCFS**. Because **TCFS's** fees increase with the amount of assets it manages for you, **TCFS** is incentivized to encourage you to increase the amount that you have it manage for you.

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. You can find more information about **TCFS's** fees and costs in the Fees and Compensation section of its Brochure, available at <https://www.trustcore.com/legal/>.

Conversation Starters – Ask your financial professional

- Q: 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 if I am a client of TCFS?**
- Q: What are TCFS's obligations to me when providing recommendations as my investment adviser? How else does TCFS make money and what conflicts of interest does it have?**
- Q: How might your conflicts of interest affect me, and how will you address them?**
- Q: How do your financial professionals make money?**

Disciplinary History

- Q: Do you or your financial professionals have any legal or disciplinary history?**
- A:** Yes. **TCFS** participated in the SEC's Share Class Selection Disclosure initiative. Under the terms of the Order, it agreed to and completed certain undertakings. Additional information about this incident may be found in **TCFS's** Brochure in the "Disciplinary Information" section, and on the SEC's public disclosure website, <https://adviserinfo.sec.gov/>

Conversation Starters – Ask your financial professional

- Q: As a financial professional, do you have any disciplinary history? For what type of conduct?**

Additional Information

- Q: Who is my primary contact person?**
- A:** Your financial advisor at **TCFS** will be your primary point of contact. However, administrative requests may be handled by an administrative assistant or client service professional.
- Q: Is he or she a representative of an investment adviser?**
- A:** Your contact person may be an investment adviser of **TCFS** or an administrative person affiliated with **TCFS**. You should ask them this question.
- Q: Who can I talk to if I have concerns about how this person is treating me?**
- A:** In the event you have issues to be addressed, you may contact our firm's CCO, LaRue McIntyre, larue.mcintyre@trustcore.com or 615-369-1431.

You can find additional information about **TCFS's** investment advisory services at Investor.gov. You may also request a printed copy of this Relationship Summary by contacting us at 615-377-1177 or info@trustcore.com.