

Introduction

Classic Asset Management, LLC, d/b/a Financial Strategies Group ("CAM") is registered with the Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

CAM provides investment advisory services to retail, high net worth, charitable organizations, and corporate investors through the offering of managed accounts, proprietary strategies, and assistance to other investment advisors. CAM does not have a specified minimum account size. Some clients who wish to access multiple asset management styles, specifically third party managers, may be required to have an account minimum. Please refer to the Form ADV Part 2A for more information regarding these services.

Asset Management

Asset management services may be provided on either a "discretionary" or "non-discretionary" basis. When a client engages the firm to provide asset management services on a discretionary basis, we will monitor your accounts to ensure that they are meeting your investment objectives. If any changes are needed to your investments, we will make the changes. These changes may involve selling a security or group of investments and buying others, utilizing a separate account (third party) manager, or keeping the proceeds in cash. You may at any time place reasonable restrictions on the types of investments we may use on your behalf, or on the allocations to each security type, though such restrictions may limit the potential performance of your portfolio.

☞ "Given my financial situation, should I choose an investment advisory service? Why or why not?"

☞ "How will you choose investments to recommend to me?"

☞ "What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?"

What fees will I pay?

Asset Management

Generally, fees may vary from 0.50% to 2.00% per annum of the market value of a client's assets managed by CAM. In limited circumstances, asset management may also be done on a flat fee basis. Flat fees will be between \$1,000 and \$100,000 per annum. The advisory fee is paid on a quarterly basis, in advance, with adjustments made for deposits and withdrawals greater than \$25,000 intra-quarter.

Financial Planning

In most cases, the client will supply a CAM representative with information including income, investments, savings, insurance, age, the values the client would like to see advanced as part of their planning process, and many other items that are helpful to the firm in assessing financial goals. The information is typically provided during personal interviews and supplemented with written information. Once the information is received, we will discuss your financial needs and goals with you and compare your current financial situation with the goals you state. Once these are compared, we will create a financial and/or investment plan to help you meet your goals, and work with you to educate you about household finances and investments. For more information, please refer to our Disclosure Brochure, the ADV Part 2A, under Item 4 Advisory Business by [Clicking Here](#).

Other Fees

Clients will also incur other direct and indirect fees in addition to CAM's fees. For example, mutual funds contain fees and expenses as described in the prospectus such as management fees. Additionally, a client will pay transaction fees for the purchase and sale of securities as well as custodial fees for maintaining an account at the custodian. Third party managers will also charge fees for their services. 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. A conflict of interest exists where CAM has an incentive to encourage you to place more assets under management with them as they will receive more compensation from advisory fees. Please make sure you understand what fees and costs you are paying. For more specific information regarding our fees, please refer our Disclosure Brochure, the ADV Part 2A under Item 5 Fees and Compensation by [Clicking Here](#).

☞ "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? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we must 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.

While certain professionals of CAM are separately licensed as independent insurance agents, your individual CAM representative may not be. Insurance professionals conduct insurance product transactions for CAM clients, in their capacity as licensed insurance agents, and will receive customary commissions for these transactions in addition to any compensation received in this capacity as employees of CAM. These professionals, therefore, have an incentive to recommend insurance products based on the compensation to be received rather than on a client's needs. Clients should be aware of this conflict when considering whether to engage CAM or utilize these professionals to implement any insurance recommendations.

While certain employees of CAM are registered representatives of a broker-dealer, your individual CAM representative may not be. CAM is not affiliated with any broker-dealer other than through representatives who are registered representatives, in their individual capacities, of broker-dealers. In their separate capacity as registered representatives of a broker-dealer, such registered representatives will receive commissions for the implementation of recommendations for commissionable transactions. Again, not all CAM representatives have affiliations with broker-dealers. You should ask your representative about his or her affiliation.

Recommending that you roll over an employer-sponsored retirement plan or IRA to another IRA is a conflict if the compensation we receive for servicing the rollover is higher than if assets remain in your existing plan.

Recommending you transfer your existing brokerage account(s) to an account under our management is a conflict because we will earn revenue if you transfer but would not earn fees if you did not.

The firm may have an incentive to encourage you to increase the assets in your account, as the more assets under management in your account, the more you will pay in fees.

Please see more information regarding these conflicts in the Form ADV Part 2A, Item 10, by [Clicking Here](#).

For more specific information regarding our fees, please refer our Disclosure Brochure, the ADV Part 2A under Item 5 Fees and Compensation by [Clicking Here](#).

💡 “How might your conflicts of interest affect me, and how will you address them?”

How do your financial professionals make money?

Financial professionals of CAM are paid a portion of the asset management fees collected from clients. Financial professionals are not awarded sales bonuses.

Do you or your financial professionals have legal or disciplinary history?

Yes. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](#).

💡 “As a financial professional, do you have any disciplinary history? For what type of conduct?”

Additional Information

Additional information about our investment advisory services can be found by [Clicking Here](#). A copy of our relationship summary can also be requested by calling (701) 234-0103.

💡 “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?”