# A SUMMARY OF YOUR ADVISORY RELATIONSHIP WITH MH & ASSOCIATES

MH & Associates Securities Management Corporation is an investment advisory firm registered with the Securities and Exchange Commission. Our SEC CRD Number is 110516.

Investment advisory and brokerage services and fees differ and it is important for retail investors to understand this difference. Free and simple tools are available to research firms and financial professionals at <u>https://www.investor.gov/CRS</u>, which also provides educational materials about broker-dealers, investment advisers, and investing.

# What investment services and advice can you provide me?

MH & Associates offers investment advisory services to retail investors. Our primary service is investment management of retail investor accounts. The majority of the accounts we service are individual, trust and IRA accounts. Investment management involves the purchase and sale of investments which we believe will benefit the client. Investments that are the majority of client accounts include stocks/equities, equity exchange traded funds (ETFs), bonds, bonds funds, and commodity funds. A more detailed description of the types of investments we make as well as our research process can be found in our Form ADV Part 2A (Item 8).

We also endeavor to keep current on issues related to financial planning and will offer advice on such topics, but should the topic be outside our area of expertise we recommend speaking with a professional in those areas.

Monitoring of investments is done on a continual daily basis and this is inclusive in our asset based fee.

We offer our services on a discretionary basis, which means that we make investment transactions at our own discretion without consultation of the retail investor. Our firm will have a limited power of attorney to engage in such transactions, but will have no authority to move funds into or out of accounts without the consent of the retail investor. This authority can be withdrawn at any time upon notification by the client. If the client prefers non-discretionary authority, our services can be offered on this basis as well. In these cases, it is the client that makes the ultimate decision on whether to buy or sell a security. The main limitation would be a transaction process that is not as timely due to possible delays in communication. Depending on the broker-dealer used by a non-discretionary client, reporting and access to account information may also be more limited. For a more detailed description of our discretionary and non-discretionary relationships please see our FORM ADV, PART 2A BROCHURE (filesusr.com) Item 4.

The firm has no specific limitations when dealing with investment offerings, although we are sometimes subject to offering limitations of the custodian/broker dealer.

In order for a retail investor, who is new to our services, to establish an investment advisory relationship with the firm, a retail investor must have a minimum of \$300,000 in assets to manage.

#### **Sample Conversation Starters**

- 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?

The only fees we charge are based on the amount of assets in the account for which we are providing investment advisory services. Fees are charged at the end of each quarter (March 31, June 30, September 30, and December 31) based on the assets under management at that time. We do not receive any commissions from securities transactions and do not participate in any wrap fee programs. A client will also incur fees directly or indirectly from investments that are made in the accounts. Such fees and costs include transaction commissions, foreign investment fees and taxes, mutual fund administration fees, and other miscellaneous transaction fees.

As we charge a fee based on the assets in a retail investors advisory account, as these assets increase, so do the fees incurred and vice versa, as assets decrease, so do the fees collected. We therefore have an incentive to encourage the retail investor to increase their assets in the advisory account. However, it is our duty to place the interests of the client first and any advice to increase investable assets will only be done should it match the risk characteristics of the retail investor.

You will pay fees whether you make or lose money on your investments. Fees will reduce any amount of money you make on your investments over time. Please make sure you understand what fees you are paying.

A current listing of our fee schedule based on assets under management can be found in our Form ADV Part 2A Item 5.

#### **Sample Conversation Starters**

• 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 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. Here are some examples to help you understand what this means. We do not sell proprietary products, participate in third-party payments, revenue sharing or principal trading, all of which can create conflicts of interest. However, we do invest personal assets in some of the same investments that are purchased for retail investors. This can create a conflict should we divest personal shares and negatively affect the price of an investment. The volumes traded by our employees, however, would have no or very negligible price effect on these investments.

#### **Sample Conversation Starter**

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

## How do your financial professionals make money?

Our employees are compensated only based solely on the revenues generated by the firm through the fees earned. They do not receive any compensation based on commissions, thus there is no conflict of interest by employees choosing products to sell that may garner more compensation.

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

No. You may go to <u>https://www.investor.gov/CRS</u> to research the firm and our financial professionals.

#### **Sample Conversation Starter**

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

### Additional Information:

For additional information you may visit our website at <u>www.mhinvestments.net</u> or by sending an email to <u>admin@mhandassociates.com</u>. You may also call us directly at (626) 440-9694. Any employee will be able to help you with your needs for up-to-date information or to request a copy of this relationship summary. A copy may also be downloaded from our website. A copy of Form ADV Part 2 can also be obtained on our website.

#### **Sample Conversation Starters**

- 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?