

# Form ADV Part 3 – Client Relationship Summary

Date: 06/30/2020

## Item 1. Introduction

Solitude Financial Services, Inc. is a fiduciary registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. We offer advisory accounts and services rather than brokerage accounts and services. Brokerage and investment advisory services and fees differ, and it is important clients understand the differences. This document gives you a summary of the types of services we offer and the fees we charge. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

## Item 2. Relationships and Services

### What Investment Services and Advice Can You Provide Me?

**Questions to ask us: 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?**

Our firm offers investment advisory services to retail clients through our “financial life management” approach. We define this service to include four specific areas of advice:

- We collaborate with the client to define measurable financial goals such as retirement at a specific lifestyle, child education, estate planning, etc. Goals may vary because they are driven by you and specific for you.
- We use financial planning software, combining lifetime cash flows (expenses and income) and net worth (assets less liabilities) to test the likelihood of your financial plan successfully funding your goals, and to identify and reduce failures from insurable events or market uncertainty.
- We create client portfolios and manage security selection in accordance with model portfolio strategies, any applicable client requested trading restrictions, and funding your goals in the required time frame.
- We advise how to use your next dollar of savings to improve the efficiency of funding your goals.

Standard services include discretionary investment authority to monitor client accounts, choose investments, and make all needed and timely changes for our clients on a daily basis. Investments are limited to publicly traded securities, to include equities, fixed income, and cash instruments. Planning and wealth management activities are driven by client life events, annual milestones, and upon request. At our discretion, we may provide portfolio and financial planning advice through an hourly consulting arrangement to our client’s family members. We do not have investment discretion in such arrangements. Our firm does not have a minimum account size.

Additional Information: For more detailed information, please see Items 4 & 7 of our Form ADV Part 2A (“[Brochure](#)”).

## Item 3. Fees, Costs, Conflicts, and Standard of Conduct

### What Fees Will I Pay?

**Questions to ask us: 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?**

We charge based on a percentage of assets under management using a cascading fee schedule that decreases the fee percentage within each tier for our standard services described above. Please see the general fee schedule included in Item 5 of our Form ADV Part 2A. The actual percentage you pay may be lower than that shown on the schedule, if a negotiated rate applies. Fees are billed quarterly in arrears based on the quarter end account value with reductions for cash flows not held in your accounts for the full billing period. This incentivizes our firm to increase your assets in order to increase our fee. For hourly consulting arrangements, each hour (or 30 minute portion thereof) is billed at

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\$250 an hour. Our fees are exclusive of custodial fees, fees related to mutual funds, exchange fees, SEC fees, wire transfer, electronic fund fees, and other transactional fees and product-level fees which are incurred by you from custodians, brokers, and other third parties.

Additional Information: You will pay these third party 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. Please ask us why you pay these fees and costs. For more detailed information about our fees and costs, see Item 5A, B, C, and D of our Brochure.

**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?**

**Questions to ask us: How might your conflicts of interest affect me, and how will you address them?**

When we act as your investment adviser, we have to act in your best interest and not put our interests ahead of yours. At the same time, the way we make money creates some conflicts of interest 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:

- Advising post-tax elections over tax deferral, can reduce our current fees.
- Advising the use of savings toward debt payment instead of investing, can reduce our fees.
- Advising the delay of an income could reduce taxes but can also reduce our fees.

Our firm uses process and procedure to address conflicts.

Additional Information: You can find more detailed information about our conflicts of interest by referring to Item 6, 10, 11, 12, 13, and 14 of our Brochure.

**How do your financial professionals make money?**

We compensate our financial professionals through a salary and bonus structure based upon individual performance and growth of the business.

## Item 4. Disciplinary History

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

**Questions to ask us: As a financial professional, do you have any disciplinary history? For what type of conduct?**

No. Please visit [www.nvestor.gov/CRS](http://www.nvestor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

## Item 5. Additional Information

**Questions to ask us: 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?**

For additional information on our investment advisory services, see our [Brochure](#) and any individual brochure supplement your representative provides. If you have any questions, need an additional update, or want a copy of this Client Relationship Summary, then please contact us at 434-218-2201.

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## Exhibit A – Material Changes to Client Relationship Summary

There are no material changes since the prior Client Relationship Summary.