



## FORM CRS - Client Relationship Summary

### 1. Introduction

Ares Financial Consulting LLC ("ARES") is an investment adviser registered with the Securities and Exchange Commission. It is important for you to understand how advisory and brokerage services and fees differ to determine which type of service is right for you. There are free and simple tools available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS) which also provides educational materials about investment advisors, broker-dealers and investing.

### 2. Relationship and Services: "What investment services and advice can you provide me?"

*Description of Services:* ARES offers personalized, confidential financial consulting and investment advice to retail investors, trusts, charities, and businesses. Our advice is provided through individual consultation to identify financial objectives and challenges, and may include advice for cash flow management, investment management, tax planning, educational funding, retirement planning and estate planning. Your initial meeting with us, which may be in person or by telephone or video conference, is free and considered an exploratory interview to determine if and how our financial consulting and investment management services may be beneficial to you. As a client, an evaluation of your situation may be provided to you, often in the form of a portfolio analysis report or financial plan. As a part of our client onboarding, we will prepare an Investment Policy Statement (IPS) for you. ARES may directly manage your account(s) or recommend a third-party money manager.

*Monitoring:* ARES finance professionals will meet with you to understand your current financial situation, existing resources, goals, and risk tolerance, as part of our standard services. Based on what we learn we'll recommend a portfolio of suitable investments that are regularly monitored with a thorough annual review, and if/when necessary, rebalanced to meet your changing needs, goals, and objectives stated according to your financial plan and IPS, as well as changes in market conditions.

*Investment Authority:* Accounts at ARES are managed on a discretionary basis, which means we don't need to call you when buying or selling in your account. You would need to sign an investment management agreement giving us this authority. This agreement will remain in place until you or we terminate the relationship. In the case of a non-discretionary account the *retail investor* makes the ultimate decision regarding the purchase or sale of investments. ARES will consult with you prior to each trade to obtain consent if discretionary trading authorization has not been given.

*Limited Investment Offerings:* ARES does not offer proprietary products. We do make available and offer advice to a limited menu of products and types of investments. ARES does not sell annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or other commissioned products in an advisory account.

*Account Minimums and Other Requirements:* ARES does not have any requirements for *retail investors* to open or maintain an account or establish a relationship, such as minimum account size or investment amount. ARES will only enter into a client management agreement if we believe we can benefit a client with our services.

**Additional Information:** This form provides a very brief summary of our services. More detailed information is located in **Item 4** and **Item 7** in our Firm ADV Part 2A Disclosure Brochure which is available online at <https://adviserinfo.sec.gov/firm/summary/282852>.

➔ **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 those qualifications mean?"

### 3. Fees, Costs, Conflicts, and Standard of Conduct: "What fees will I pay?"

*Description of Principal Fees and Costs:* ARES primarily charges flat dollar fees for services provided based on the scope of work to be done. ARES offers two fee options for limited scope work – hourly and fixed fee. Hourly work is billed monthly for services performed in the prior month. A fixed fee arrangement would depend on the scope of the work, estimated to be anticipated number of hours times the hourly rate, and billed 50% in advance with the balance due upon delivery.

Comprehensive Services fees are either billed quarterly or monthly, in arrears. You can terminate the arrangement at any time. Our fees are negotiable. The scope of work can vary for each client. Since the fee generally increases with the increased scope of work, there is a possible conflict of interest if retail investors are encouraged to increase the level of services they pay for.

*Description of Other Fees and Costs:* Some asset-based fee arrangements exist under a Corporate Retirement Consulting service agreement or an Investment-Only service agreement. In addition to ARES' advisory fee for our investment advisory services, the account custodian that holds your assets may charge you other fees when we buy or sell an investment for you or an asset-based WRAP fee that covers all their fees. You could also pay fees imposed by the custodian for maintaining certain investments and for maintaining your account. Some examples of custodian fees can include account maintenance fees, fees related to mutual funds, alternative investments and annuities, and other transactional and product-level fees.

**Additional Information:** 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 investment over time. Please make sure you understand what fees and costs you are paying. Some investments, such as mutual funds and exchange traded funds, charge additional fees that will reduce the value of your investments over time. More information about our recommended custodians, fees and costs that, at a minimum, includes the information required by the Form ADV Part 2A brochure and Regulation Best Interest, as applicable, can be located in **Item 5** and **Item 12** of our Form ADV Part 2 Disclosure Brochure, available online here: <https://adviserinfo.sec.gov/firm/summary/282852>.

➔ **Conversation Starter:** "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?**

### ***Standard of Conduct***

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.

*Examples of Ways You Make Money and Conflicts of Interest:* Some of our Investment Adviser Representatives are also insurance agents and they receive insurance commissions directly from the insurance companies for policies they sell, creating an incentive to sell insurance. However, we try to use non-commission insurance products when available, and you are under no obligation to use these services. We do not offer any proprietary products or participate in revenue sharing arrangements.

➔ **Conversation Starter:** "How might your conflicts of interest affect me, and how will you address them?"

**Additional information:** More detailed information about our conflicts of interest can be found in our Firm ADV Disclosure Brochure under **Item 11**, available online: <https://adviserinfo.sec.gov/firm/summary/282852>.

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

*Description of How Financial Professionals Make Money:* ARES' revenue comes from the advisory fees you pay in accordance with your signed client agreement. Our financial professionals' compensation is determined at ARES' discretion and is generally based on their role in the organization. Some financial professionals get paid a salary plus bonuses for bringing in new business. Others get paid a percentage of the revenue they generate. This may create a conflict of interest and incentive to financial professionals. Lower fees for the same or similar services may be available elsewhere. You are under no obligation to use the services provided by ARES financial professionals.

**4. Disciplinary History:** "Do you or your financial professionals have legal or disciplinary history?" No. Visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free and simple search tool to research ARES and our financial professionals.

**Conversation Starter:** "As a financial professional, do you have any disciplinary history? For what type of conduct?"

### **5. Additional Information**

For additional information about our services, please review our Form ADV Disclosure Brochure <https://adviserinfo.sec.gov/firm/summary/282852>. You may also contact us at 818-986-1479 and talk to any of our investment professionals and request a copy of the ***Client Relationship Summary***.

➔ **Conversation Starters:** "Who is my primary contact person? Is he or she a representative of an investment advisor or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?"