

## Form CRS Relationship Summary **JUNE 2020**

What
investment
services and
advice can you

provide me?

Introduction

Mollot & Hardy is registered with the Securities and Exchange Commission (SEC) 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 www.investor.gov/CRS, which also provides educational materials about brokerdealers, investment advisers and investing.

We offer investment advisory services to retail investors, including wrap fee programs, retirement

planning, estate planning and pension analysis. We monitor your accounts on an ongoing basis and meet with you at least annual to review your account(s). On a quarterly basis, we review the performance of your account(s) to monitor consistency with the benchmarks we deem applicable and have agreed to with you in our initial discussions. We offer our services on both a discretionary and a non-discretionary basis. With a non-

discretionary account, ultimately it is you that makes the decision regarding the purchase and/or sale of investments. If we rebalance your portfolio to agreed-upon target allocations, this is not considered "discretionary." Should we agree to manage your account(s) on a discretionary basis, you should be aware that we do not need advance approval from you to determine the type or amount of securities to be bought/sold in your account(s). Regardless of whether we manage your account(s) on a discretionary or non-discretionary basis, you have the right to impose reasonable limitations or restrictions on the type of securities to be held in your account(s).

For additional information, please refer to our ADV Part 2A which is available upon request, free of charge.

**Conversation starters.** Ask your financial professional –

- Given my financial situation, should I choose an investment advisory service? Why or why
- 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?

If you elect to invest with us in a managed account program, you will pay fees based upon the market value of the account. A detailed schedule of the maximum fees that will be charged is included in the Form ADV Part 2A. This creates a conflict of interest in that the more assets there are in your advisory account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account. You may elect to use the services of a third-party manager that we may recommend. If you choose one of these managers, the fee that they charge will be inclusive of the total fees charged. Fees are charged on a quarterly basis and based upon the market value of the account on the last day of the quarter. If you elect to invest in a non-wrap program, you should be aware that you will pay additional fees that are charged by the executing broker-dealer. These fees include transaction and execution fees. These fees are included in a wrap account, and therefore are higher than a typical asset-based advisory fee.

Other fees and costs associated with your advisory services and investment might include custodian fees, account maintenance fees, fees related to mutual funds and variable annuities and other transactional and product level fees.

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.

• 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?  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
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.
Our advisors are also licensed to sell fixed insurance products, which is a conflict because it creates an incentive to make recommendations based upon the amount of compensation we could receive rather than based upon your needs.
Another conflict is created because we permit our employees to maintain personal securities accounts. Advisory representatives and employees may trade in a security you own or is considered for purchase or sale for you but are under no obligation to initiate the same transaction or recommendation for you.
A conflict also exists when you invest in a wrap program since we continue to get paid fees regardless of the level of trading activity. If we execute few or no trades, you are still paying management fees.
<ul> <li>Conversation starter. Ask your financial professional –</li> <li>How might your conflicts of interest affect me, and how will you address them?</li> </ul>
For additional information, [You must include specific references to more detailed information about your conflicts of interest that, at a minimum, include the same or equivalent information to that required by the Form ADV, Part 2A brochure].
Our advisors are paid on a formula that is based upon the fees they generate over all of the accounts that they manage. The more fees generate, the more they are paid. If your advisor is also registered with a broker-dealer and you have a commission-based account, he may be receiving commissions on transactions executed in those accounts. Please see further discussion under "What fees will I pay?"
Yes. Visit <u>www.investor.gov/CRS</u> for a free and simple search tool to research us and your financial professionals.
<ul> <li>Conversation Starter. Ask your financial professional –</li> <li>As a financial professional, do you have any disciplinary history? For what type of conduct?</li> </ul>
If you would like additional or up-to-date information or a copy of this disclosure, please call 716.961.7121 or visit our website at www.mollot.com.
<ul> <li>Conversation starter. Ask your financial professional –</li> <li>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?</li> </ul>
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