

# Financial Concepts Unlimited, Inc.

Form CRS Relationship Summary

May 19, 2020

<b>Introduction</b>	Financial Concepts Unlimited, Inc. is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Brokerage and investment advisory services and fees differ. It is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at <a href="http://www.investor.gov/CRS">www.investor.gov/CRS</a> , which also provides educational materials about broker-dealers, investment advisers and investing.
<b>What investment services and advice can you provide me?</b>	<p>We offer investment advisory services to retail investors, including financial planning, variable annuity sub-account management, and exchange traded fund, stock, and mutual fund asset allocation.</p> <p>We are responsible for monitoring your account(s) at least quarterly or more often as market conditions warrant. We also conduct reviews with you at least annually. Our investment advisory services are offered on both a discretionary and non-discretionary basis. If you provide written authorization for us to trade on a discretionary basis, we do not need advance approval from you to determine the type and amount of securities to be bought/sold for your account(s). If you elect to have your account managed on a non-discretionary basis, we must have your approval to execute each transaction. We generally require a minimum investment of \$30,000 to open an advisory account but reserve the right to waive this minimum when we deem appropriate.</p> <p><i><b>For additional information, please refer to our Form ADV Part 2A “Types of Clients,” “Review of Accounts,” and “Investment Discretion.” This is available upon request at no charge.</b></i></p> <p><b>Conversation starters.</b> Ask your financial professional –</p> <ul style="list-style-type: none"><li>• <b>Given my financial situation, should I choose an investment advisory service? Why or why not?</b></li><li>• <b>How will you choose investments to recommend to me?</b></li><li>• <b>What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?</b></li></ul>
<b>What fees will I pay?</b>	<p>If you elect to invest with us in an asset allocation or variable annuity sub-account program, you will pay fees based upon the market value of the account. A detailed schedule of the range of 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. Fees are charged on a quarterly basis and based upon the market value of the account on the last day of the quarter. 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.</p> <p>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.</p> <p>When assets are not held under our management, financial planning services fees are based on a rate of \$300 per hour. Fees are negotiable at our sole discretion and are based upon the complexity and level of services provided and the experience and qualifications of our advisory representative. You are invoiced monthly or quarterly for time that we spend as we agreed upon. A detailed discussion of fees that will be charged is included in the Form ADV Part 2A.</p> <p>Fees for financial planning are strictly for financial planning services. Therefore, you will pay fees and commissions for additional services obtained, such as asset management, or products</p>

	<p>purchased, such as securities or insurance. However, your first-year asset management fee will be reduced by the amount of the financial planning fee if you choose to become an asset management client of FCU.</p> <p>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.</p> <p><i>For additional information, please review our Form ADV Part 2A, Section “Fees and Compensation.” A copy of Form ADV Part 2A will be provided free of charge upon request.</i></p> <p><b>Conversation starter.</b> Ask your financial professional –</p> <ul style="list-style-type: none"> <li>• <b>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?</b></li> </ul>
<p><b>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?</b></p>	<p><i>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.</i></p> <p>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.</p> <p>Since some of our representatives are licensed to sell fixed insurance products, they can earn commissions on the sale of these products. This creates a conflict of interest by creating an incentive to make recommendations based upon the amount of compensation we receive rather than based upon your needs.</p> <p><b>Conversation starter.</b> Ask your financial professional –</p> <ul style="list-style-type: none"> <li>• <b>How might your conflicts of interest affect me, and how will you address them?</b></li> </ul> <p><i>For additional information, please refer to our ADV Part 2A sections “Other Financial Industry Activities and Affiliations” and “Code of Ethics.”</i></p>
<p><b>How do your financial professionals make money?</b></p>	<p>Our financial professionals are compensated for the services that they provide to their customers. Our representatives are paid a salary based upon the assets under their management. Additionally, they may receive a commission on the sale of insurance products that they recommend to you. This commission is set by the insurance company. Our advisors are not compensated differently based upon the type of products sold.</p>
<p><b>Do you or your financial professionals have legal or disciplinary history?</b></p>	<p>No. Visit <a href="http://www.investor.gov/CRS">www.investor.gov/CRS</a> for a free and simple search tool to research us and your financial professionals.</p> <p><b>Conversation Starter.</b> Ask your financial professional –</p> <ul style="list-style-type: none"> <li>• <b>As a financial professional, do you have any disciplinary history? For what type of conduct?</b></li> </ul>
<p><b>Additional Information</b></p>	<p>If you would like additional or up-to-date information or a copy of this disclosure, please call 866.444.9122 or visit our website at <a href="http://www.fcuinc.com">www.fcuinc.com</a>.</p> <p><b>Conversation starter.</b> Ask your financial professional –</p> <ul style="list-style-type: none"> <li>• <b>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?</b></li> </ul>