

## Introduction

Integrated Capital Management LLC (“ICM”) is registered with the Securities and Exchange Commission 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 [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

## What investment services and advice can you provide me?

ICM provides asset management services primarily on a discretionary basis but can also provide services on a non-discretionary basis. Client investment objectives are determined by a number of factors, including risk tolerance, liquidity needs, current investments, time horizon, income needs, tax consideration and purpose of the funds. While not a separate service, ICM may select certain Independent Managers to actively manage a portion of its clients’ assets.

ICM provides financial planning, that process begins with a series of meetings, which are conducted in person when possible. Information is gathered from the client, analysis performed, and a written financial plan is delivered to the client based on the particular needs of that client.

ICM’s retirement sponsor clients can have ICM provide assistance in choosing and monitoring the company’s retirement plan participant options.

For more detailed information, please refer to our Disclosure Brochure, the ADV Part 2A, under Item 4 Advisory Business and Item 7 Types of Clients, which can be found by [CLICKING HERE](#).

### ➤ Questions to Ask Your Professional:

- *“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?

Generally, fees vary from 0.00% to 2.50% per annum of the gross market value of a client’s assets managed by ICM, including cash allocations. The fee range stated is a guide and can be higher or lower based on the sole discretion of ICM. In some circumstances, clients with smaller account balances will be charged a fee greater than 2.00% of assets under management. ICM has an agreement to establish investment advisory accounts directly through American Funds in their F2 advisory share class funds. These accounts are managed by ICM based on the client’s needs, goals, and objectives. The fee for such accounts is 0.50% per annum.

If ICM manages assets for the client, the financial planning fee is a fixed fee ranging from \$1,000 and \$5,000 for the initial plan. Updates to plans range from \$500 to \$2,500. Planning may also be performed on an hourly basis, at the rate of \$250 per hour.

Retirement Plan consulting fees vary from 0.25% to 1.00% per annum of the market value of the plan’s assets under the direction of ICM. For asset management clients with 401(k) or 403(b) plans, fees for choosing and monitoring plan options will typically be a flat fee between \$600 –\$2,000 annually but may vary depending upon the available options in the plan, the client’s needs, and frequency of desired monitoring.

Clients may incur certain charges imposed by the Financial Institutions and other third parties such as fees charged by Independent Managers, custodial fees, charges imposed directly by a mutual fund or ETF in the account, which are disclosed in the fund’s prospectus (e.g., fund management fees and other fund expenses), deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Additionally, for assets outside of any wrap fee programs, clients may incur brokerage commissions and transaction fees. Such charges, fees and commissions are exclusive of and in addition to ICM’s fee.

There are a number of other fees that can be associated with holding and investing in securities. Expenses of a mutual fund or ETF will not be included in management fees, as they are deducted from the value of the shares by the manager. Fees charged by

independent third-party managers are also separate and additional to any fees paid to ICM, and such managers will be authorized to separately debit fees from client accounts. 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. For more specific information regarding our fees, please refer our Disclosure Brochure, the ADV Part 2A under Item 5 Fees and Compensation by [CLICKING HERE](#).

➤ **Questions to Ask Your Professional:**

- ***“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.

Certain professionals of ICM are separately licensed as independent insurance agents. As such, these professionals may conduct insurance product transactions for ICM clients, in their capacity as licensed insurance agents, and will receive customary commissions for these transactions in addition to any compensation received in his capacity as employees of ICM. Commissions from the sale of insurance products will not be used to offset or as a credit against advisory fees. These professionals therefore have incentive to recommend insurance products based on the compensation to be received. The receipt of additional fees for insurance commissions is therefore a conflict of interest, and clients should be aware of this conflict when considering whether to engage ICM or utilize these professionals to implement any insurance recommendations. ICM attempts to mitigate this conflict of interest by disclosing the conflict to clients and informing the clients that they are always free to purchase insurance products through other agents that are not affiliated with ICM, or to determine not to purchase the insurance product at all. ICM also attempts to mitigate the conflict of interest by requiring employees to acknowledge in the firm’s Code of Ethics their individual fiduciary duty to the clients of ICM, which requires that employees put the interests of clients ahead of their own. For more specific information regarding compensation and conflicts, please refer our Disclosure Brochure, the ADV Part 2A under Item 10 Outside Affiliations by [CLICKING HERE](#).

➤ **Questions to Ask Your Professional:**

- ***“How might your conflicts of interest affect me, and how will you address them?”***

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

Representatives of ICM are paid a portion of the asset management fees collected from clients. Representatives of ICM are not rewarded sales bonuses. Please reference the above fee description section for conflicts of interest.

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

No. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS).

➤ **Questions to Ask Your Professional:**

- ***“As a financial professional, do you have any disciplinary history? For what type of conduct?”***

**Additional Info**

Additional information about our investment advisory services can be found at [www.icapitalmgt.com](http://www.icapitalmgt.com) or by [CLICKING HERE](#). A copy of our *Relationship summary* can also be requested by calling (248) 593-8900.

➤ **Questions to Ask Your Professional:**

- ***“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?”***