



Client Relationship Summary

February 2, 2021

Introduction

Tull Financial Group, Inc. (“TFG”) 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](https://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

The primary type of advisory service offered by Tull Financial Group, Inc. is investment supervisory services (also called asset management). TFG also offers financial planning services and business retirement plan support.

Investment supervisory services are offered primarily on a discretionary basis, but can offer non-discretionary management on occasion where trades are not placed without client consent. TFG uses an Investment Policy Statement to identify client goals and objectives in order to guide TFG in portfolio allocations and monitoring. Accounts are reviewed as market conditions dictate, when client objectives change, new information about an investment is available, changes in tax laws, or other factors TFG deems important. While TFG does not impose minimum dollar values of assets for individual accounts, TFG does set the aggregate portfolio for a MAP client’s household of managed assets at a minimum of \$500,000, which may be waived at TFG’s discretion.

From time to time, a client may require financial services isolated in scope, which do not require a financial plan or investment supervisory services. TFG responds to these service requests by clarifying the objective of the project, providing an estimate of hours expected to complete the project, and the hourly rates for this service.

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](#).

What fees will I pay?

TFG annual fees for investment supervisory services range from 0.25% to 1.00% depending upon the amount of assets managed by TFG. The client may pay other fees in addition to TFG’s fee such as custodian fees and fees related to mutual funds and exchange-traded funds.

The minimum fee for a Comprehensive Financial Plan is \$3,000. A Modular Financial Plan has a minimum fee of \$1,500. For existing investment supervisory clients, in the discretion of TFG, financial planning services may be included with the costs of the other services. However, in certain circumstances there may be an additional charge on a one-time basis for financial planning, based on the complexity of the situation and requested areas for review. The maximum one-time charge is t \$1,000 or an hourly rate with estimated hours, whichever is less.

An initial setup fee is assessed for establishing Small Business Retirement Plan support. TFG directly bills a quarterly flat fee of \$ 375 to the business for which Small Business Retirement Plan services are rendered. Retirement Plans involving a professionally-drafted Plan Document and Third Party Administrator are typically placed in custody with Vanguard, with TFG. described as the Advisor to the plan. Annual Fixed percentage fees are negotiated per plan, between the Business, the custodian, and TFG.

TFG also charges an hourly rate ranging from \$100 to \$500 per hour for client requested services with a clear objective and point of completion.

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 TFG, and such managers will be authorized to separately debit fees from client



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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](#).

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.

For example, Robert Tull serves as a chair person for the Chesapeake Hospital Authority (“CHA”). The Chesapeake Hospital Authority governs Chesapeake Regional Healthcare, which brings a broad range of care to the people of southeast Virginia and northeast North Carolina through Chesapeake Regional Medical Center and its affiliate services. TFG does not act as the investment advisor to the assets of CHA, nor does TFG effect trades on behalf of CHA. Mr. Tull receives salaried compensation for this role, and spends less than 10% of his time during trading hours on this activity. As such, this relationship may be a conflict of interest. TFG will attempt to mitigate this conflict by disclosing to all clients via this Form ADV Part 2A, the nature of the relationship between Mr. Tull and CHA. In addition, TFG's Code of Ethics reminds all employees of their fiduciary duty to clients.

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](#).

How do your financial professionals make money?

Financial professionals of TFG are paid a portion of the advisory fees collected from clients. Financial professionals 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 <https://www.investor.gov/CRS>.

Additional Information

Additional information about our investment advisory services can be found at <https://www.tullfinancial.com> or by [CLICKING HERE](#). A copy of our relationship summary can also be requested by calling (757) 436-1122.

➤ **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?”*
- *“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?”*
- *“How might your conflicts of interest affect me, and how will you address them?”*
- *“As a financial professional, do you have any disciplinary history? For what type of conduct?”*
- *“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?”*