



Form CRS

September 8, 2022

Introduction

Financial Management, Inc. 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 the retail investor understand the differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer a variety of investment advisory services to retail investors, including asset and wealth management and consulting services, including financial planning.

- When you engage our firm for asset management services, we will provide ongoing advice and monitoring of your investments. In your investment advisory agreement with us, you have the option to give us discretion to determine the investments to buy and sell in your account, or you may retain discretion and make the ultimate decision regarding the investments we purchase or sell on your behalf. We do not require a minimum investment amount to maintain an account.
- When you engage our firm for consulting services, we will provide advice regarding your investment goals and objectives, balance sheet, tax planning, risk management, retirement, cash flow, and other investment planning needs. We will also provide consultations on specific investment or financial concerns. Our consulting services do not include monitoring of your investments, nor do we have discretion over investment decisions.
- Our investment advice is not limited to proprietary products or a limited menu of products or types of investments.

You should carefully review our Form ADV Part 2A Brochure, which is available on our website, <https://fmioffice.com/>, for more detailed information about our services.

Please ask us the following questions to better understand our services:

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?

- For investment management and wealth management services, we charge fees based on a percentage of assets under management. These fees are assessed quarterly in advance. You should be aware that the more assets there are in your account, the more you will pay in fees. This means we have an incentive to encourage you to increase the assets in your account.
- For financial planning and consulting services, we charge an hourly fee or flat fee based on an estimate of the number hours you need or a percentage of assets under advisement. We may charge a retainer prior to beginning services and invoice you the remaining fee upon completion of services. When you pay us for financial planning and consulting services, it will not include fees for implementing any advice or recommendations made. This means we have an incentive to recommend additional advisory services to you for which we earn additional fees.
- In addition to our fees, you may incur additional fees and costs related to the investments in your account, such as transaction fees, custodian fees, account maintenance fees, wire transfer fees, internal management fees of mutual funds, redemption fees, and other product related 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. It is important that you carefully review our Form ADV Part 2A Brochure, which is available on our website, <https://fmioffice.com/>, for additional information about our fees.

Please ask us the following questions to better understand the impact of fees and costs on investments:

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 interest. You should understand and ask us about these conflicts because they can affect the investment advice that we provide you. Here are some examples to help you understand what this means:

- Your broker-dealer and custodian provide us with access to electronic systems that assist us in managing your account, as well as research, software, other technology, and discounts for products and services offered by third-party service providers. These economic benefits give our firm an incentive to recommend the broker-dealer and custodian over another broker-dealer and custodian that do not provide similar benefits.
- Certain financial professionals are also licensed insurance agents and receive commissions for the sale of fixed insurance products and, in some instances, ongoing compensation called trail commissions. This compensation gives these financial professionals an incentive to recommend insurance products in addition to advisory services.

Please ask us the following question about our conflicts of interest:

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

You should carefully review our Form ADV Part 2A, which is available on our website, <https://fmioffice.com/>, for more detailed information about our conflicts of interest.

How do your financial professionals make money?

Our financial professionals receive a salary and may also receive a discretionary bonus based on net revenue. This is a conflict of interest because our financial professionals have an incentive to encourage you to increase the assets in your account. Certain financial professionals are also licensed insurance agents and receive commissions for the sale of fixed insurance products and, in some instances, ongoing compensation called trail commissions. This compensation gives these financial professionals an incentive to recommend insurance products in addition to advisory services.

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

Yes, please visit Investor.gov/CRS for a free and simple search tool to research our firm and your financial professional.

Please ask us the following questions about our disciplinary history:

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

Additional Information

You can find additional information about our investment advisory services in our Form ADV Part 2A Brochure, which are available on our website, <https://fmioffice.com/>. You can request up-to-date information and a copy of our relationship summary by contacting us at 501-227-7400.

Please ask us the following questions to understand who to contact with any questions or complaints:

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?