Form ADV Part 3: *Relationship Summary - The Financial Consulate, Inc.*

Introduction

The Financial Consulate, Inc. (The Consulate) is an Investment Adviser registered with the U.S. Securities and Exchange Commission. We offer our clients investment advisory services. Clients should understand that the services we provide and fees we charge are different than those of a broker-dealer, and that it is important to understand the difference between the two.

Free and simple tools are available to research firms and financial professionals at www.Investor.gov/CRS. The site also provides educational materials about broker-dealers, investment advisers and investing.

What investment services and advice can you provide me?

Description of Services: We offer investment advisory services to retail investors. Our investment advisory services include: Asset Management Services, Financial Planning Services, Retirement Plan Management, and Retirement Plan Participant Account Management.

Asset Management Services: The Consulate provides asset management services which involves managing and trading your designated account(s). The Consulate will discuss your investment goals and design a strategy to try and achieve them. The Consulate will continuously monitor your account when providing asset management services and contact you at least annually to discuss your portfolio. For more information please see ***Item 4*** of our ***Form ADV Part 2A***. Asset management services are provided on a **discretionary** basis, meaning we will have the authority to determine the type and amount of securities that can be bought or sold for your portfolio without obtaining your consent for each transaction. Our discretionary authority over your account(s) shall continue until our engagement is terminated. For more information, please see ***Item 16*** of our ***Form ADV Part 2A***.

Financial Planning Services: We also provide financial planning services titled "Financial Physicals®." This service is a comprehensive overview of your personal finances. Financial planning services involve us creating a written financial plan for you which covers mutually agreed upon topics.

Retirement Plan Management: This service was developed to help guide our corporate clients in adopting and operating retirement plans for their employees.

Retirement Plan Participant Account Management: This service includes discretionary and non-discretionary investment management and/or plan or participant account investment consultation.

Limited Investment Offerings: We do not primarily recommend one type of security to clients. Instead, we recommend any product that may be suitable for each client relative to that client's specific circumstances and needs. However, we are limited in investment selection in that we can only invest your account in securities which are available on your custodian/broker-dealer's platform. When providing you services, we do not recommend or offer advice on any proprietary products.

Account & Fee Minimums: The Consulate generally requires a minimum annual fee of $10,000.00, the equivalent of $1,000,000 at our standard managed rate. The minimum fixed fee generally charged for financial planning services on a fixed fee basis is $5,000.00.

Conversation Starters: *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 credentials, education, and other qualifications? What do these qualifications mean?*

What Fees Will I Pay?

Description of Principal Fees & Costs: Fees charged for our asset management services will range up to a maximum of 1% of the assets under our management. The fees are billed in advance on a quarterly calendar basis and calculated based on the fair market value of your account as of the last business day of the prior billing period. Because our fee is based upon the value of your account, we have an incentive to recommend that you increase the level of assets in your account. We utilize a non-wrap fee program and you may be charged transaction costs separately by the custodian. You may also be charged management fees by the funds we invest in within your account. For more information about the fees we will charge you and expenses you may incur please see ***Item 5*** of our ***Form ADV Part 2A.***

The fee for our trademarked financial planning engagement, The Financial Physical®, is $5,000 and may be waived by The Consulate in connection with engagement of long-term asset management. Any fees we charge for financial planning services will not cover the costs associated with implementing any recommendations we may make. For more information, please see ***Item 5*** of our ***Form ADV Part 2A***.

The fees for our Retirement Plan Management and Retirement Plan Participant Account Management services are negotiated on a per plan basis.

Additional Information: 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.

Conversation Starters: *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?

Standard of Conduct: 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 is an example to help you understand what this means: Some of our investment adviser representatives also serve as accountants. Through their role as such they may provide you with accounting services for additional fees. We have a conflict of interest in recommending these services to you because of the potential for additional revenue.

Additional Information: For more information about our conflicts of interests and the ways we are compensated, please see *Item 5* and *Item 10* of our *Form ADV Part 2A*.

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

How do your financial professionals make money?

Description of Salary/Payment of IARs: We compensate our investment adviser representatives with salary, not commissions or revenue sharing. However, based on the number and size of relationships they manage, their salary is likely to be increased. This creates a conflict of interest as it gives your representative an incentive to recommend you invest more in your account with us due to the potential for increased salary in the future.

Some investment adviser representatives of The Consulate also serve as licensed CPAs, offering accounting services. A conflict of interest exists whenever there is a recommendation to utilize the accounting services of your investment adviser representative. For more information about these conflicts of interest please **see Item 10** of our **Form ADV Part 2A**.

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

Neither us, nor our investment adviser representatives have a legal or disciplinary history to report. You can look up more information about us and our investment adviser representatives at https://www.investor.gov/CRS.

Questions to Ask Us: *As a financial professional, do you have any disciplinary history? For what type of conduct?*

Additional Information about The Consulate

Additional information about us is available on our website: www.financialconsulate.com. You can also find our disclosure brochures and other information about us at www.adviserinfo.sec.gov. You can view our firm's information on this website by searching for The Financial Consulate, Inc. or our firm's CRD number: 106898. If you would like a copy of our Disclosure Brochure or have any questions, we can be reached at 717-334-1861.

Questions to Ask Us: *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?*