

# Integrated Advisors Network, LLC

## Form CRS Relationship Summary – June 2020

Integrated Advisors Network, LLC, hereinafter (“IAN” or “the Adviser”) is an SEC-registered investment adviser (such registration does not imply that the Adviser has attained a certain level of skill or training). Investment advisory and brokerage services and fees differ; therefore, it is important for you to understand the differences. You should carefully consider which types of accounts and services are right for you. Free and simple tools are available to research firms and financial professionals at [www.Investor.gov/CRS](http://www.Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

### **WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE TO ME?**

The Adviser principally provides discretionary investment advisory services through a network of independently operated groups of Investment Adviser Representatives (“IAR’s”) where the Adviser has full authority to make purchase and sales decisions on your behalf. Also, on more than an occasional basis, the Adviser may furnish advice to clients on matters not involving securities, such as financial planning matters or consulting services. While each IAR provides some or all of the services listed in this document, the specific services, fee schedules, and other related information for each IAR is detailed in each IAR’s form ADV part 2A.

#### **Investment Management**

As part of the investment management service, numerous aspects of the client’s financial affairs are reviewed, realistic and measurable goals are set, and objectives to reach those goals are defined. As goals and objectives change over time, suggestions are made and implemented on an ongoing basis. The Adviser periodically reviews a client’s financial situation and portfolio through regular contact with the client, which often includes an annual meeting with the client. The Adviser makes use of portfolio rebalancing software to maintain client allocations according to the Investment Policy Statement in effect.

Investments may include equities (stocks), warrants, corporate debt securities, investment company securities (variable life insurance, variable annuities, and mutual funds shares), exchange-traded funds and notes, and U.S. government securities.

#### **Financial Planning Services**

The financial plan may include, but is not limited to: a net worth statement; a cash flow statement; a review of investment accounts, including reviewing asset allocation and providing repositioning recommendations; strategic tax planning; a review of retirement accounts and plans including recommendations; a review of insurance policies and recommendations for changes, if necessary; one or more retirement scenarios; estate planning review and recommendations; and education planning with funding recommendations.

#### **Consulting Services**

The Adviser may provide consulting services on a project basis, and could include cash flow analysis, retirement planning, estate planning analysis, benefits consulting and insurance analysis, or similar services based on the client’s needs. Once the general consulting project is complete, we do not commit to providing ongoing monitoring of your assets that are not managed by the Adviser.

**FOR ADDITIONAL INFORMATION**, please see our Form ADV Part 2A brochure Items 4 and 7. Additional information about our wrap fee programs is available on our financial professionals Wrap Brochure, if applicable.

### **QUESTIONS TO ASK US:**

- *Given my financial situation, should I choose an investment advisory service? Why or why not?*
- *How will you choose investments to recommend me?*
- *What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?*

### **WHAT FEES WILL I PAY?**

Fees and costs affect the value of your account over time. The following is a general outline of the fees and costs you will pay for advisory services. Please refer to the ADV part 2A for the details for a specific IAR

The Adviser bases its fees on a percentage of assets under management. The Adviser fee for investment management services is based on a percentage of the client’s assets that are managed up to 2.50%. The Adviser’s fee may be negotiable, depending on individual client circumstances. For our financial planning services, we may charge you an hourly fee or a fixed rate depending on your preference and the complexity of your circumstances and the level of work required. Some of our financial professionals offer consulting services at either a fixed rate or fees based on assets under advisements.

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.

# Integrated Advisors Network, LLC

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## Other Fees and Costs

You will likely incur additional fees from brokerages, custodians, administrators, and other service providers, as appropriate. These fees are incurred as a result of managing a client account and are charged by the service provider. The amount and nature of these fees are based on the service provider's fee schedule(s) at the provider's sole discretion. Some investments (such as mutual funds and variable annuities) impose additional fees that will reduce the value of your investment over time. These fees are separate and distinct from any fees charged by the Adviser.

***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 ADDITIONAL INFORMATION**, please see our Form ADV Part 2A brochure Items 4, 7, and 13 and our Wrap Fee Brochure.

## **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?**

We are held to a fiduciary standard that covers our entire investment advisory relationship with you, including monitoring your portfolio, investment strategy, and investments on an ongoing basis, among other requirements. IAR's who engage in the sale of financial products or who receive commissions, trailers, or referral fees may make extra money if you act on certain financial planning recommendations, IAR's who earn asset-based fees, have an incentive to maximize the amount of money you invest with us. Some of our associated persons may sell insurance products to advisory clients. Certain associated persons may also be registered representatives of an unaffiliated broker-dealer, and they may offer you brokerage services through the unaffiliated broker-dealer or advisory services through our firm. Brokerage and advisory services are different. Registered representatives charge a transaction-based commission each time they buy or sell a security in a brokerage account. As a result, be advised that under these circumstances, there is the potential for more frequent trading in order to increase their compensation.

## **HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?**

Our financial professionals are compensated based on the amount of client assets they service. The fees charged to you can vary from fees charged to other clients based on the amount of assets managed by your financial professional, or the time and complexity needed to meet your needs. Our financial professionals are compensated based on the time and complexity required to meet a client's needs. The Adviser may receive certain benefits from the recommended broker-dealer/custodians. These benefits do not depend on the number of transactions we direct to the broker-dealer/custodian.

**FOR ADDITIONAL INFORMATION**, please see our Form ADV Part 2A brochure Items 4, 5, and 10 and any brochure supplement your financial professional provides.

## **QUESTIONS TO ASK US:**

- *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?*

## **DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE A LEGAL OR DISCIPLINARY HISTORY?**

No, neither the firm nor any of our financial professionals have a disciplinary history. Please visit [www.Investor.gov](http://www.Investor.gov) for a free search tool to research our financial professionals.

## **QUESTIONS TO ASK US:**

*Do you or your financial professionals have a disciplinary history? For what type of conduct?*

## **HOW DO I GET ADDITIONAL INFORMATION ABOUT YOUR FIRM AND SERVICES?**

**FOR ADDITIONAL INFORMATION ABOUT OUR SERVICES**, see our Form ADV brochure on [www.adviserinfo.sec.gov/IAPD](http://www.adviserinfo.sec.gov/IAPD) and any brochure supplement your financial professional provides. Call us at **(855) 729-4222** to request up-to-date information and request a copy of the relationship summary.

## **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?*

If you would like to opt-out of future emails, please reply to this email with UNSUBSCRIBE in the subject line.

Echelon Investment Management, is a dba of the registered entity Integrated Advisors Network LLC, collectively hereinafter (“the Adviser” or “Echelon” was founded in 2015 and is an SEC registered investment adviser.

The information provided by Echelon (or any portion thereof) may not be copied or distributed without Echelon’s prior written approval. All statements are current as of the date written and does not constitute an offer or solicitation to any person in any jurisdiction in which such offer or solicitation is not authorized or to any person to whom it would be unlawful to make such offer or solicitation.

The standard fee schedules for Echelon’s strategies are shown in the firm’s Form ADV Part 2. Echelon and its affiliates do not provide tax advice. Accordingly, any discussion of U.S. tax matters contained herein (including any attachments) is not intended or written to be used, and cannot be used, in connection with the promotion, marketing or recommendation by anyone unaffiliated with Echelon of any of the matters addressed herein or for the purpose of avoiding U.S. tax-related penalties.

### **Performance**

Past results are not necessarily indicative of future performance and are no guarantee that losses will not occur in the future. Future returns are not guaranteed and a loss of principal may occur. The standard deviations, information ratios and allocation targets may be higher or lower at any time. There is no guarantee that these measurements will be achieved. The information provided should not be considered a recommendation to purchase or sell a particular security. Any specific securities identified do not represent all of the securities purchased, sold or recommended for advisory clients, and may be only a small percentage of the entire portfolio and may not remain in the portfolio at the time you receive this report. You should not assume that investment decisions we make in the future will be profitable or will equal the investment performance of the past. The performance shown is compared to several indexes shown herein. Broad-based securities indices are unmanaged and are not subject to fees and expenses typically associated with managed accounts or investment funds. The number and types of securities found in the index can differ greatly from that of the accounts held in the strategy shown. Investments cannot be made directly in an index. Diversification does not guarantee a profit nor protect against loss.

### **Actual Performance – See Additional Specific Performance Disclosures**

Any performance shown is for the stated time period only; due to market volatility, each account’s performance may be different. Returns are shown net of management fees, trading costs, and other direct expenses, but before custody charges, withholding taxes, and other indirect expenses. The returns shown assume the reinvestment of dividends and other income. In the case of projected performance and cash flows, it is presented in response to client’s request. Performance is expressed in U.S. dollars unless noted otherwise. Performance results for one year and less are not annualized. The performance shown is for the stated time period only; due to market volatility, each account’s performance may be different. Returns are shown net of management fees, trading costs, and other direct expenses, but before custody charges, withholding taxes, and other indirect expenses. The returns shown assume the reinvestment of dividends and other income. In the case of projected performance and cash flows, it is presented in response to client’s request. Performance is expressed in U.S. dollars unless noted otherwise. Performance results for one year and less are not annualized.

The estimated fair values of certain investments of underlying funds, which may include private placements and other securities for which prices are not readily available, are determined by the general partner or sponsor of the respective underlying funds and may not reflect amounts that could be realized upon immediate sale, nor amounts that ultimately may be realized. Accordingly, the estimated fair values may differ significantly from the values that would have been used had a ready market existed for these investments. The fair value of the Partnership's investments in underlying funds generally represents the amount the Partnership would expect to receive if it were to liquidate its investment in the other underlying funds, excluding any redemption charges that may apply.

### **Back Tested Results**

Any back-tested results based on simulated or hypothetical performance have certain inherent limitations. Unlike the results shown in an actual performance record, these results do not represent actual trading. Also, because these trades have not actually been executed, these results may have under- or over-compensated for the impact, if any, of certain market factors, such as lack of liquidity. Simulated or hypothetical trading programs in general are also subject to the fact that they are designed with the benefit of hindsight. No representation is being made that any account will or is likely to achieve profits or losses similar to these being shown.

Any case studies are intended to illustrate products and services available through Echelon. They do not necessarily represent the experience of other clients nor do they indicate future performance.

### **Research/Outlook Disclosure:**

This information was produced by and the opinions expressed are those of Echelon as of the date of writing and are subject to change. Any research is based on Echelon proprietary research and analysis of global markets and investing. The information and/or analysis presented have been compiled or arrived at from sources believed to be reliable, however Echelon does not make any representation as their accuracy or completeness and does not accept liability for any loss arising from the use hereof. Some internally generated information may be considered theoretical in nature and is subject to inherent limitations associated therein. There are no material changes to the conditions, objectives or investment strategies of the model portfolios for the period portrayed. Any sectors or allocations referenced may or may not be represented in portfolios of clients of Echelon, and do not represent all of the securities purchased, sold or recommended for client accounts.

Due to differences in actual account allocations, account opening date, timing of cash flow in or out of the account, rebalancing frequency, and various other transaction-based or market factors, a client's actual return may be materially different than those portrayed in the model results. The reader should not assume that any investments in sectors and markets identified or described were or will be profitable. Investing entails risks, including possible loss of principal. The use of tools cannot guarantee performance. Past performance is no guarantee of future results. The information provided may contain projections or other forward-looking statements regarding future events, targets or expectations, and is only current as of the date indicated. There is no assurance that such events or targets will be achieved, and may be significantly different than that shown here. The information presented, including statements concerning financial market trends, is based on current market conditions, which will fluctuate and may be superseded by subsequent market events or for other reasons.

Market indexes are included in this report only as context reflecting general market results during the period. Echelon may trade in securities that are not represented by such market indexes and may have concentrations in a number of securities and in asset classes not included in such indexes. Accordingly, no representations are made that the performance or volatility of the model allocations will track or reflect any particular index. Market index performance calculations are gross of management and performance incentive fees. The Standard & Poor's 500 (S&P 500) is an unmanaged group of securities considered to be representative of the stock market in general. The Dow Jones Industrial Average is a price-weighted average of 30 significant stocks traded on the New York Stock Exchange and the NASDAQ. The DJIA was invented by Charles Dow back in 1896. The Nasdaq Composite is an index of the common stocks and similar securities listed on the NASDAQ stock market and is considered a broad indicator of the performance of stocks of technology companies and growth companies. The MSCI EAFE Index was created by Morgan Stanley Capital International (MSCI) that serves as a benchmark of the performance in major international equity markets as represented by 21 major MSCI indices from Europe, Australia and Southeast Asia. The S&P U.S. Investment Grade Corporate Bond Index contains U.S. - and foreign-issued investment-grade corporate bonds denominated in U.S. dollars. The SPUSCIG launched on April 09, 2013. All information for an index prior to its Launch Date is back-tested, based on the methodology that was in effect on the Launch Date. Back-tested performance, which is hypothetical and not actual performance, is subject to inherent limitations because it reflects application of an Index methodology and selection of index constituents in hindsight. No theoretical approach can take into account all of the factors in the markets in general and the impact of decisions that might have been made during the actual operation of an index. Actual returns may differ from, and be lower than, back-tested returns. The S&P/Case-Shiller Home Price Indices are the leading measures of U.S. residential real estate prices, tracking changes in the value of residential real estate. The index is made up of measures of real estate prices in 20 cities and weighted to produce the index. The 10-year Treasury note represents debt owed by the United States Treasury to the public. Since the U.S. Government is seen as a risk-free borrower, investors use the 10-year Treasury note as a benchmark for the long-term bond market.

The charts depicted within this presentation are for illustrative purposes only and are not indicative of future performance. The data do not reflect the material differences between stocks, bonds, bills and inflation, such as fees (including sales and management fees), expenses or tax consequences.

### **Insurance**

Life insurance and long-term care insurance are medically underwritten. As such, our actual premiums are not guaranteed and may vary from any initial quotation you receive. You should not cancel your current coverage until our new coverage is approved and in force. Surrender charges may be due on an exchange of one contract for another. A change in policy may incur fees and costs, and may also require an examination. Surrenders may be taxable. You should consult your own tax advisors regarding tax liability on surrenders.

## **Hyperlinks**

The information being provided is strictly as a courtesy. When you link to any of the web sites provided here, you are leaving this site. We make no representation as to the completeness or accuracy of information provided at these sites and the information and opinions on this site provided by third parties have been obtained from sources believed to be reliable, but accuracy and completeness cannot be guaranteed. It is given for informational purposes only and is not a solicitation to buy or sell the securities mentioned. The information is not intended to be used as the primary basis for investment decisions, nor should it be considered as advice of professionals, as appropriate, regarding the evaluation of any specific information, opinion, advice or other content.

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