

Form ADV Part 3: Relationship Summary Pension Consultants Inc.

Introduction

Pension Consultants Inc. ("Pension Consultants Inc." or "we") 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 <https://www.investor.gov/CRS>, which also provides educational materials about investment advisers, broker-dealers and investing.

What Investment Services and Advice Can You Provide Me?

Description of Services: Pension Consultants Inc. offers investment advisory services to retail investors through our RetireAdvisers® Consulting Services. These individualized advisory services include investment management or oversight, retirement planning guidance, and consulting on a particular area of concern. We will discuss your investment goals and design a strategy to try and achieve those goals. Please see **Item 4** of our **Form ADV Part 2A** for our current RetireAdvisers® Consulting Services.

Monitoring: Within our Retirement COMPLETE Services, we will thoroughly review your investments on a quarterly basis and provide an investment monitoring report to compare actual performance with your stated objectives and standards. We will make investment changes or recommendations based on investment reviews. RetireAdvisers® As Needed Services client investments will be reviewed as contracted in the advisory agreement.

Investment Authority: For our Retirement COMPLETE clients, we provide advisory services on a **discretionary basis**, meaning that we may make investment changes in your account based on your selected investment strategy and agreed upon investment policy statement without first consulting you. For our As Needed Services clients, we provide advisory services on a **non-discretionary basis**, meaning we will confirm any trades in your account with you before we place them. For more information about investment authority, please see **Item 16** of our **Form ADV Part 2A**.

Limited Investment Offerings: We primarily recommend mutual funds. When providing you services, we do not recommend or offer advice on any proprietary products.

Account & Fee Minimums: We have a minimum annual fee of \$6,500 for our Retirement COMPLETE Services. There is no minimum fee for our RetireAdvisers® As Needed Services.

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 licenses, education and other qualifications? What do these qualifications mean?*

What Fees Will I Pay?

Description of Principal Fees & Costs: **RetireAdvisers® As Needed Services Fees:** We provide as-needed consulting services under an hourly or fixed fee arrangement. Hourly fees may range between \$100 and \$325 or quoted on a project basis or based on a percentage of assets. You will be billed quarterly in arrears as the work is completed. **Retirement COMPLETE Services Fees:** We provide investment management and retirement account guidance under this service for a minimum annual fee of \$6,500 on the first \$500,000 and based on a tiered fee schedule. Fees are billed in advance of the work being completed and calculated based on the account value as of the last day of the previous quarter and due within 30 days of end of quarter.

The more assets you have in your advisory account as a retail investor, the more you will pay in fees to us. We therefore have an incentive to encourage you to increase the assets in your account.

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. For more information about the fees we charge for our services and the other fees and expenses you will incur, please see **Item 5** of **Form ADV Part 2A**.

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 are some examples to help you understand what this means.

1) You should understand that our fees create conflicts of interest for us, such as an incentive for us to recommend an investment that may carry a higher degree of risk for you. Please see **Item 5** of our **Form ADV Part 2A** for more details. 2) To the extent we recommend you roll over your account from a current retirement plan account to an individual retirement account ("IRA") managed by us and subject to our asset-based investment advisory fees, this is a conflict of interest because we have a financial incentive to recommend that you move your IRA to us even if it is not in your best interest. For more information about this conflict and our procedures to mitigate the conflict, see **Item 4** of our **Form ADV Part 2A**. 3) We actively manage our own personal accounts while at the same time advising on your accounts and other client accounts. This creates different conflicts of interest for which we have developed procedures to mitigate and control for those conflicts. For more information see **Item 11** of **Form ADV Part 2A**.

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

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**.

How Do Your Financial Professionals Make Money?

Description of Salary/Payment of IARs: We compensate our investment adviser representatives by a salary and incentives which are not based on the level of assets that the representative brings to the firm.

Do You or Your Financial Professionals Have Legal or Disciplinary History?

No for our firm. Yes for our investment adviser representatives. You can look up more information about us and our investment adviser representatives at <https://www.investor.gov/CRS>.

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

Additional Information About Pension Consultants Inc.

Additional information about us and a copy of this relationship summary are available on the Internet at www.pension-consultants.com. You can also find our disclosure brochures and other information about us at <https://adviserinfo.sec.gov/firm/summary/113914>. If you have any questions or want an up-to-date copy of this relationship summary, we can be reached by phone at 417-889-4918.

Conversation Starters: *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?*