

March 12, 2021

## Hartford Financial Management Inc.

### Relationship Summary

## Introduction

Hartford Financial Management Inc. is an investment adviser registered with the Securities and Exchange Commission. We are not a broker-dealer. Broker-dealer services and fees differ from those of an investment adviser and it is important that you understand the differences. Free and simple tools are available to research investment adviser firms, broker-dealers, and their 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 me?

We offer investment advisory services to retail investors. Our standard services include selecting investments primarily in individual securities through customized investment programs for individuals/families, trusts/ estates, retirement plans. We do financial planning “what-if” type analysis projects for individuals and their family businesses. Initially, we discuss your financial needs and lifestyle goals for the near and the long-term. Using a written interview or other means, we gather data on your assets, income, expenses, goals, and anticipated life events. We seek to tailor our services to your needs and stated risk tolerance. We prepare an investment policy statement “IPS” for you that describes objectives, assumptions, and guidelines on how your money will be invested, unless you decline one. We provide you with quarterly reports, and like to meet with you at least annually to review your account and circumstances that may affect your goals and how we manage your money. Our contract with you gives us discretionary authority to manage, sell, exchange, invest and otherwise deal with your assets to further your stated investment objectives. While you may restrict our discretion, such as from investing in certain securities or markets, we discourage it. We do not participate in wrap fee programs. We do not have proprietary products or investment offerings. For more on our process and investments we may use, see <https://www.hfmonline.com/advpart2> (ADV Part 2A, Item 4) We do not require a minimum account size, but due to our minimum fee requirement, most clients have at least \$750,000 of investable assets. We consider the size of other client family members/related accounts that are already clients during our negotiation with you for 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?

Our fees are based on a percentage of assets under management or minimum fees. You will also pay certain fees and costs to third parties, such as brokerage commissions and custody fees. We do not share in third party fees in any way. The more money we manage for you, the higher your fees, so we have an incentive to encourage you to increase the assets in your 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. See specifics at <https://www.hfmonline.com/advpart2> (ADV Part 2A, Item 5)

### **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?

As your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, our minimum or percentage fees structure 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.

- *Broker Selection.* When we choose a broker-dealer to execute your transactions, we consider the research, products and services that we receive from that broker-dealer and whether we receive client referrals from that broker-dealer. This affects our duty to obtain best execution on your transactions. See specifics at <https://www.hfmonline.com/advpart2> (ADV Part 2A, Item 12A(1) & (2))
- *Personal Trading.* Our financial professionals invest personally in the same (or related) securities that we recommend to you. We also buy or sell securities for you at or about the same time that we buy or sell the same securities for our own accounts. This gives us an incentive to favor our own accounts over your account. See specifics at <https://www.hfmonline.com/advpart2> (ADV Part 2A, Item 11 (C) & (D))
- *Proxy Voting.* When we have the authority to vote proxies on your behalf, potential conflicts of interest may arise. See specifics at <https://www.hfmonline.com/advpart2> (ADV Part 2A, Item 17)

### Conversation starters:

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

## How do your financial professionals make money?

Our financial professionals are paid cash compensation as salary or bonuses based on their experience and assets in the accounts our firm manages, along with investment management performance, and the professionals' roles at the firm. They are not paid sales commissions or added fees in connection with the investments they choose for you.

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

No. Visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

### Conversation starters:

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 on the [SEC's website](http://www.sec.gov) and on our website <https://www.hfmonline.com>. You can request up to date information and a copy of our relationship summary by contacting us at 860-241-0028.

### 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?