

Client Relationship Summary

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The Main Street Group
Independent Wealth Manager

Is an Investment Advisory Account Right for You?

There are different ways you can get help with your investments. You should consider which type of account and which services are right for you. As a Registered Investment Adviser, The Main Street Group provides advisory accounts and services rather than brokerage accounts and services. This document gives you a summary of the types of services we provide and how you pay for those services. Please ask us for more information.

Relationships & Services

The Main Street Group regularly meets with clients, no less than annually, to provide investment advice, develop strategies and define goals. Assets can be managed on a *discretionary or non-discretionary* basis. Discretionary authority allows The Main Street Group to buy and sell securities without asking you in advance. Non-discretionary authority is limited to offering advice, while you make the decision to buy or sell. The Main Street Group receives compensation by charging a quarterly or monthly *on-going asset management fee* based on the value of cash and other investments in your advisory account. The Main Street Group **also can** receive compensation based on a fixed fee or an hourly fee depending on the services provided as disclosed in our [ADV 2A](#).

Fees, Costs, Conflicts and Standard of Conduct

We are held to a fiduciary standard that covers our entire investment advisory relationship with you, and we must abide by certain laws and regulations in our interactions with you. For example, we are required to monitor your portfolio, investment strategy and objectives on an ongoing basis.

- Our interests can conflict with your interests. We must eliminate these conflicts or tell you about them in a way you can understand, so that you can decide whether or not to agree to them.
- Fees and costs affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and charges you will pay. The amount paid to our firm and to your financial professional generally does not vary based on the type of investment we select on your behalf.
- The asset-based management fee deducted from your account reduces its value. The Main Street Group strives to use the most cost-effective investment choices, but in some instances a transaction fee, known as a ticket charge, will apply. Some investments impose additional fees such as mutual fund expense ratios, 12b-1 fees and variable annuity insurance costs that will reduce the value of investments over time. Certain investments incur fees, such as a variable annuity surrender fee or a mutual fund redemption fee, when sold.
- Management fees are negotiable and based on the scope and complexity of your account, the amount of time and expertise required, and the account value. The greater the value of the assets in an advisory account, including cash, the greater the asset-based management fee. We therefore have an incentive to increase the assets in your account in order to increase your fees. You pay the agreed-upon monthly or quarterly fee even if you do not buy or sell during the fee period.

Disciplinary History

The Main Street Group has no disciplinary history to disclose; however, we encourage you to visit Investor.gov for a free and simple tool to research our firm and our financial professionals. To report a problem to the SEC, visit Investor.gov or call the SEC's toll-free investor assistance line at (800) 732-0330. If you have a concern about your investment, investment accounts or a financial professional, contact us in writing at 4510 Cox Road, Suite 102, Glen Allen, VA 23060. For additional information on our advisory services, see our ADV brochure available at [Investment Adviser Public Disclosure \(IAPD\)](#). A copy of our ADV brochure is available at no cost by calling us at (804) 270-4470.

Additional Information

Some of our Financial Professionals are registered representatives of Kestra Financial, Inc. (“Kestra”), an SEC-registered broker/dealer and investment adviser. Your Financial Professional can offer you brokerage services through Kestra or investment advisory services through The Main Street Group. Brokerage services and investment advisory services are different, and the fees we, and Kestra, charge for those services are different. You should understand the differences.

- In particular, your Financial Professional can earn additional transaction-based compensation and have additional conflicts of interest as a result of providing brokerage services. You can learn more about Kestra by reviewing [Kestra’s Form CRS – Customer Relationship Summary](#) and having a discussion with your Financial Professional. You also can access free and simple tools to help you research firms and financial professionals at Investor.gov/CRS, which provides educational materials about broker-dealers, investment advisers, and investing.
- Instead of opening an asset-based advisory account, you could open a brokerage account with a broker/dealer, where you pay a transaction-based fee, generally referred to as a commission, when the broker/dealer buys or sells an investment for you. With a broker/dealer, you can select investments, or the broker/dealer may recommend investments for your account, but the ultimate decision to buy or sell will be yours. A broker/dealer must act in your best interest and not place its interests ahead of yours when recommending an investment or an investment strategy involving securities. When a broker/dealer provides any service to you, the broker/dealer must treat you fairly and comply with a number of specific obligations. Unless you and the broker/dealer agree otherwise, the broker/dealer is not required to monitor your portfolio on an ongoing basis. If you pay transaction-based fees in a brokerage account, the more trades made in your account, the more fees the broker/dealer charges you. Consequently, the broker/dealer has an incentive to encourage you to trade often. You can receive investment advice in either an advisory (asset-based) account or a brokerage (transaction-based) account, depending on the fee structure you prefer.

Questions You Should Ask of a Financial Professional or Firm

- What is your relevant experience, including your licenses, education and other qualifications?
- What do the abbreviations in your designations stand for and how did you earn them?
- What are the most common conflicts of interest between advisory and brokerage accounts?
- How does the firm address conflicts of interest when providing service to my account?
- Given my financial situation, why should I choose an advisory account?
- Why should I choose a brokerage account instead of an advisory account?
- How will you choose investments to recommend for my account?
- Who is the primary contact person for my account?
- Is my primary contact person a representative of an investment adviser or a broker/dealer?
- What can you tell me about the primary contact person’s legal obligations to me?
- If I have concerns about how this person is treating me, whom should I contact?
- How do fees and costs 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 does your firm make money in connection with my account?
- Do you or your firm receive any payments from anyone besides me in connection with my investments?
- How often will you monitor my account’s performance and offer investment advice?
- Does the firm have any financial incentives such as a revenue sharing arrangement?
- Does the firm offer affiliate products and services or conduct principal transactions?
- Do the math for me. How much would I pay per year for an advisory account?
- How much would I pay for a typical brokerage account?
- What would make my fees more or less?
- What services will I receive for the fees?
- What additional costs should I expect in connection with my account?
- Do you or your firm have a disciplinary history? If yes, for what type conduct?