



CLIENT RELATIONSHIP SUMMARY - DATED: AUGUST 14, 2020

Item 1. Introduction

Financial Investment Team, Inc. (“FIT” “we” “us” and “Advisor”) is an Oregon corporation registered as an investment advisor under the laws of the Securities and Exchange Commission. Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

Item 2. Relationships and Services

What investment services and advice can you provide me?

We offer a wide range of investment advisory and financial services to our Clients including portfolio management for individuals and businesses, tax planning and preparation, and financial planning. Integrating investments across all individual retirement accounts, taxable accounts, and employee retirement accounts is crucial to the process. Client input and involvement are critical parts of the financial planning process and implementation of investment decisions. After Client assets are invested, we help our Clients monitor their investments and provide advice related to ongoing financial and investment needs. We are objective advisors and we always put our Clients’ interests first.

We will discuss your investment goals, design with you a strategy to achieve your investment goals, and regularly monitor your account. We will contact you (by phone or e-mail) at least annually to discuss your portfolio.

Generally, our firm has discretionary authority over Client funds. Discretionary authority means we have the authority to determine, without obtaining specific Client consent, the securities bought or sold and the amount of securities bought or sold. The only restrictions on the above discretionary authority are those set by the Client on a case by case basis. We currently do not impose any account minimum size or fee.

Conversation Starter: We encourage you to ask our financial professionals these key questions about our investment services and accounts:

- (i) *Given my financial situation, should I choose an investment advisory service? Why or why not?*
- (ii) *How will you choose investments to recommend to me?*

- (iii) *What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?*

Item 3. Fees, Costs, Conflicts, and Standard of Conduct

What fees will I pay?

Portfolio Management: We provide investment advisory services for a fee based on a percentage of assets under management. Our fee schedule is provided in your Investment Advisory Agreement and is based upon tiered percentage rates from 1.5% to 1.0%. The advisory fee includes basic financial planning services. Legacy Clients may be charged different tiered percentage rates from a fee schedule that was in prior agreements. The fee is calculated monthly, in advance, and will be equal to the respective percentage per annum based on the market value of your account(s) on the last trading day of the previous trading month divided by 12.

Financial Planning: Financial planning is also offered on a stand-alone basis, outside of our portfolio management services. The preparation of a stand-alone financial plan is billed at the rate of \$250 per hour, on a monthly basis, as services are rendered.

Tax Planning and Preparation: The fee for these services will be based on the time expended by staff members at their hourly rates. These services are only available to advisory Clients, but those fees are waived for investment advisory Clients with household assets under management of \$1,000,000 or greater.

The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fees. You pay our fee monthly regardless of whether we buy or sell securities within that month. Clients may also be required to pay a proportionate share of any mutual fund’s fees and charges. All brokerage commissions, stock transfer fees, and other similar charges incurred in connection with transactions for the Account will be paid out of the assets in the Account and are in addition to the investment management fees paid to us.

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 Starter: We encourage you to ask us any questions you may have regarding our fees or how costs from third parties such as custodians or mutual funds affect your account. For example, start a conversation by asking, *“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?

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.

Example 1: Your account value goes up, and while the management fee percentage may stay the same, the total compensation you pay us goes up proportionately.

Example 2: Your account value goes down, but you still must pay a management fee proportional to your assets under management.

Other than the fees earned from the services listed above, our firm has two additional ways we may make money. Specifically, we may earn commissions from selling securities and insurance products through our unaffiliated FINRA-member broker-dealer, Peak Brokerage Services, LLC (“Peak”), and we may earn compensation through our affiliation with Diana LJ Harrison CPA, Inc. (“CPA Firm”) as the firm that provides tax planning and preparation services. When we sell securities and insurance products through Peak, the implementation of various wealth management strategies can be simplified. On this same plane, when tax planning and preparation services are done through the CPA Firm, it can help connect Clients’ tax situations to their investment planning for a more wholistic approach. Fees paid to FIT for investment advisory services are separate and distinct from the commissions earned by any individual for selling insurance or other securities products and from the compensation earned for tax services, even though these fees are assigned to the firm.

These methods of compensation can result in conflicts of interest because there is an incentive to recommend a product sold through Peak or to use the CPA Firm for tax services.

However, **at all times, we act as your fiduciary and in your best interest.** The potential conflicts are recognized, but are mitigated by the value of our services and the possibilities to

enhance a Client’s savings goals. We will only transact related business with Clients when the products or services are suitable and appropriate to fit their needs, with full disclosure. We also advise Clients that they are free to seek similar products and services from any firm they wish.

Conversation Starter: If you have any questions regarding conflicts of interests, please feel free to ask us. You can begin a conversation by asking, *“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 compensated by a flat salary and discretionary bonuses.

More detailed information, including fee schedules, conflicts of interest, and other disclosures is available in our ADV Part 2A Firm Brochure, which can be found by going to: <https://adviserinfo.sec.gov/firm/summary/145724>.

Item 4. Disciplinary History

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

No. We have no legal or disciplinary actions in our history as a registered investment advisor. Regardless, we encourage you to visit Investor.gov/CRS for a free and simple search tool to research any of our financial professionals.

Conversation Starter: In addition, feel free to ask: *“As a financial professional, do you have any disciplinary history? For what type of conduct?”*

Item 5. Additional Information

You can find additional information regarding FIT and receive a copy of this Client Relationship Summary by visiting our website at www.fj-team.com or by contacting us at (503) 906-5205. We are always available to answer any of your questions.

Conversation Starter: If you do have any concerns, please let us know by asking the following questions: *“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?”*