Sound Income Strategies

Form ADV Part 3

Customer Relationship Summary

Sound Income Strategies, LLC ("**SIS**") is an investment adviser registered with the Securities and Exchange Commission. Investment advisers and broker-dealers offer different services under differing compensation structures, and it is important for retail investors like you to understand the differences between them. Educational materials about broker-dealers, investment advisers, and investing in general are available, along with free and simple tools to research firms and financial professionals, at https://www.investor.gov/CRS.

What investment services and advice can you provide me?

The principal investment advisory services we offer to retail clients are financial planning services, investment management services, third-party asset management services, and custom advisory services designed to meet any unique needs or challenges.

We provide tailored investment advisory services designed to meet the needs of our clients. Our services generally begin with a meeting between you and our representative to discuss your investment goals, risk tolerance, and liquidity needs. Based on this meeting we develop a plan—*with your help*—to put you on a path to achieve your goals in a manner that fits you.

Additional information about the services we offer can be found under **Item 4** of our Form ADV Part 2A Brochure.

Monitoring: Our asset management services (including third-party asset management services) generally include continual monitoring of your account by your investment adviser representative, a third-party money manager, or us. Our financial planning and consulting services do not typically include ongoing monitoring of your account; however, in certain cases, we may agree to provide ongoing financial planning or consulting services that include ongoing monitoring.

Additional information regarding our monitoring of client accounts can be found throughout our **Form ADV Part 2A Brochure**, particularly under **Item 13**.

Investment Authority: We provide both discretionary and non-discretionary asset management services. Granting us discretion allows us to make transactions in your account without asking you in advance. If we do not have discretionary authority, we make recommendations about your investments, but you make the ultimate decision as to which investments to buy or sell and when.

Additional information on discretionary authority can be found under **Item 16** of our Form ADV Part 2A Brochure.

Limitations on Investment Offerings. Certain investment programs we offer have a limited menu of investment options available while others impose no such restrictions.

Additional information about these programs can be found under **Item 4** of our Form ADV Part 2A Brochure.

Account Minimums and Other Requirements: We offer a variety of investment programs to help us meet the unique investment profiles of each of our clients. We generally require a minimum account size to establish a relationship.

Additional information about applicable minimum account size requirements can be found under **Item 7** of our Form ADV Part 2A Brochure.

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?

Principal Fees and Costs. Our fee for asset management services (including accounts managed by third-party advisers) is generally based on the value of your investment account(s) under our management and is billed monthly in arrears unless negotiated to be billed quarterly. Our fee incorporates the active management and monitoring of your account(s) and applies even if there were no transactions in your account(s) during a billing period. Because our asset management services fee is based on the amount of assets under our management, we have an incentive to recommend that you place additional assets under our management.

We offer financial planning and consulting services at an hourly rate or fixed fee. All our fees are generally negotiable and can vary based on factors such as the expected complexity of strategies to be pursued in your account, the type of account to be managed, and the types of securities available to recommend or purchased for the account.

Other Fees and Costs. In addition to the fees, you pay us for the services we provide, you may be responsible for other fees and costs incurred in connection with the management of your account(s) or when implementing transactions recommended

by us. For example, transaction execution costs and account maintenance fees (custody, trade confirmations, etc.), are charged by 3rd parties unaffiliated with us.

Certain investment products, such as mutual funds and exchange-traded funds ("**ETFs**"), also have internal fees to cover operating costs (including portfolio management fees, legal and accounting services, and marketing expenses). 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 about our fees and other costs of investing, please review **Item 5** of our **Form ADV Part 2A Brochure**.

Conversation Starter

- *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 must 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 that we provide you.

For example, we serve as investment sub-advisor to a series of ETFs with differing investment objectives, and we receive a portion of the ongoing portfolio management fees paid by each of them ("**ETF Fees**"). When our investment adviser representatives recommend these ETFs to our clients, we benefit from the asset management fee you pay for our investment advisory services (generally described in this Relationship Summary) in addition to the ETF Fees we receive from the ETFs. Our investment adviser representatives receive no financial incentives from us to place clients' assets in the ETFs SIS provides sub-advisory services to.

In addition, many of our investment adviser representatives are also (i) registered representatives ("RR") of our affiliate Sound Income Wealth, LLC, and/or (ii) a licensed insurance agent. When such a representative prepares a financial plan for you, he or she has an incentive to recommend that you purchase commission-paying products and offer to help implement your plan by serving in their separate capacity as a Registered Representative and/or insurance agent (and not a representative of ours). Although this conflict exists, we attempt to mitigate its effect by notifying you that it exists and confirming that you are under no expectation or obligation to implement any recommendations through your representative in his or her separate capacity as an insurance agent.

For additional information about conflicts of interest between you and us, please review our **Form ADV Part 2A Brochure**. generally, and particularly **Items 8**, **10**, **11**, **12**, **14**, **15** and **18**.

Conversation Starter

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

How do your financial professionals make money?

Your financial professional receives a portion of the fees you pay us for our investment advisory services. If you pay asset-based fees, our financial professionals have an incentive to recommend that you increase the amount of assets you have under our management because it will increase their compensation. Additional conflicts may exist, such as the example noted above regarding representatives who also serve as Registered Representatives and/or insurance agents . You are encouraged to discuss these and any other potential conflicts with your representative.

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

Yes. A free and simple search tool is available to help research financial professionals, including us, at www.investor.gov/CRS.

Conversation Starters

- *As a financial professional, do you have any disciplinary history?*
- *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?*

You can find additional information about our advisory services and request a copy of the relationship summary at (888)-492.0505 or email us at connect@soundincomestrategies.com