



## **Wrap Fee Program Brochure**

**Form ADV 2A - Appendix 1**

**Item 1 - Cover Page**

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This Brochure provides information about the qualifications and business practices of IFG Advisory, LLC (hereinafter referred to as the “Adviser”, “us”, “we”, or “our firm”). If you have any questions about the contents of this Brochure, please contact our Chief Compliance Officer, Crystal Epstein, at (770) 353-6331 or [cepstein@intfingroup.com](mailto:cepstein@intfingroup.com). The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state authority. IFG Advisory, LLC is an investment advisory firm registered with the appropriate regulatory authority. Registration does not imply a certain level of skill or training. Additional information about IFG Advisory, LLC also is available on the SEC’s website at [www.AdviserInfo.sec.gov](http://www.AdviserInfo.sec.gov).

Please note that the use of the term “registered investment adviser” and description of IFG Advisory, LLC and/or our associates as “registered” does not imply a certain level of skill or training. You are encouraged to review this Brochure and Brochure Supplements for our firm’s associates who advise you for more information on the qualifications of our firm and its associates.

### **Item 2 - Material Changes**

The Wrap Brochure requirements include the annual provision of a Summary of Material Changes (the “Summary”) reflecting any material change to our policies, practices, or conflicts of interest made since our last required “annual update” filing. In the event of any material changes, clients will be notified of the change(s) within thirty (30) days. In addition, such Summary is provided to all clients within 120 days of our fiscal year-end. We have no material changes to disclose since our last update which was filed on March 22, 2020. Of course, the complete Brochure is available to clients at any time upon request.

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#### ***Item 4 - Services, Fees and Compensation***

##### General Information:

We are dedicated to providing individuals and other types of clients with a wide array of investment advisory services including portfolio management, financial planning, retirement plan advice, and general consulting. We offer a wrap fee program as described in this Wrap Fee Program Brochure. Our wrap fee accounts are managed on an individualized basis according to the client's investment objectives, financial goals, risk tolerance, etc.

##### Our Wrap Comprehensive Portfolio Management Service:

Our wrap comprehensive portfolio management service encompasses asset management as well as providing financial planning/financial consulting to clients. It is designed to assist clients in meeting their financial goals through the use of financial investments. We conduct at least one, but sometimes more than one meeting (in person if possible, otherwise via telephone conference) with clients in order to understand their current financial situation, existing resources, financial goals, and tolerance for risk. Based on what we learn, we propose an investment approach to the client. We will propose an investment portfolio, consisting of mutual funds, exchange traded funds ("ETFs"), individual stocks or bonds, or other types of securities. Upon the client's agreement to the proposed investment plan, we work with the client to establish or transfer investment accounts so that we can manage the client's portfolio. Once the relevant accounts are under our management, we review such accounts on a regular basis and at least quarterly. We may periodically rebalance or adjust client accounts under our management. If the client experiences any significant changes to his/her financial or personal circumstances, the client must notify us so that we can consider such information in managing the client's investments.

Clients have the option of providing our firm with investment discretion on their behalf, pursuant to an executed investment advisory client agreement. By granting investment discretion, we are authorized to execute securities transactions, which securities are bought and sold, the total amount to be bought and sold. Limitations may be imposed by the client in the form of specific constraints on any of these areas of discretion with our firm's written acknowledgement. Under a non-discretionary arrangement, clients must be contacted prior to the execution of any trade in the account(s) under management. This can result in a delay in executing recommended trades, which could adversely affect the performance of the portfolio. In a nondiscretionary arrangement, the client retains the responsibility for the final decision on all actions taken with respect to the portfolio.

As part of this service, we may utilize third party investment advisors for services rendered on Separately Managed Accounts ("SMA") to aid in the implementation of an investment portfolio designed by our firm. Before selecting a firm or individual, we will take commercially reasonable steps to ensure that the chosen party is properly licensed or registered.

Fees and Compensation:

Portfolio Value *Maximum* Fee:

<b>Assets Under Management</b>	<b>Annual Percentage of Assets Charged</b>
\$0 – \$249,999.99	2.20%
\$250,000 – \$499,999.99	1.95%
\$500,000 – \$749,999.99	1.85%
\$750,000 – \$1,249,999.99	1.60%
\$1,250,000 – \$1,999,999.99	1.45%
\$2,000,000 – \$4,999,999.99	1.35%
\$5,000,000+	1.20%

Our fees shall be based on a negotiated percentage of the market value of assets under management, not to exceed the respective percentage for each asset class designated above. Your initial advisory fee will include a pro-rated amount for services rendered from the account opening date with the qualified custodian. Advisory fees are billed on a pro-rata basis for cash withdrawals/deposits or terminated accounts during the prior quarter. The fees are billed at the beginning of each quarter based on the value of the account on the last day of the previous quarter.

Fees will be deducted from your managed account; in certain circumstances we allow direct billing as an option to our clients. As part of the fee deduction process, clients are made aware of the following:

- a. Your independent custodian sends statements to you on at least a quarterly (typically monthly) basis showing your holdings, their market value, and all disbursements;
- b. You provide authorization permitting us to be paid directly from the managed account held by the independent custodian;
- c. The custodians calculate the advisory fees for all fee schedules and deduct them from your account.

The ultimate management fee is listed on Schedule A of the client agreement and is indicated on the custodial account application form. Our firm does not have the authority to instruct the account custodian to raise or deduct fees without written client consent.

We are compensated by third party investment advisors for services rendered on Separately Managed Accounts (“SMAs.”). The compensation paid to us is typically the same as our stated investment advisory fee percentage. The SMA manager will also have an agreed upon fixed fee that will be disclosed to the client and charged in addition to our advisory fee. The fee paid to the SMA manager can be higher or lower than our fee depending on the type of investment strategy utilized within the account. The terms and conditions under which the client shall engage the SMA manager shall generally be set forth in a tri-party agreement between the client, our firm and the designated SMA manager.

Wrap Fee Program Details:

A wrap fee program allows our clients to pay a specified fee for investment advisory services and the execution of transactions. The advisory services may include portfolio management and/or advice concerning selection of other advisers, and the fee is not based directly upon transactions in your account. Your fee is bundled with our costs for executing transactions in your account(s). This can result

in a higher advisory fee to you. We do not charge our clients higher advisory fees based on their trading activity, but you should be aware that we may have an incentive to limit our trading activities in your account(s) because we are charged for executed trades. By participating in a wrap fee program, you may end up paying more or less than you would through a non-wrap fee program where a lower advisory fee is charged, but trade execution costs are passed directly through to you by the executing broker.

Schwab has eliminated commissions for online trades of equities, ETFs and options (subject to \$0.65 per contract fee). This means that, in most cases, when we buy and sell these types of securities, we will not have to pay any commissions to Schwab. We encourage you to review Schwab's pricing to compare the total costs of entering into a wrap fee arrangement versus a non-wrap fee arrangement. If you choose to enter into a wrap fee arrangement, your total cost to invest could exceed the cost of paying for brokerage and advisory services separately. To see what you would pay for transactions in a non-wrap account please refer to Schwab's most recent pricing schedules available at [schwab.com/aspricingguide](http://schwab.com/aspricingguide).

#### Other Types of Fees & Expenses:

You may pay custodial fees, charges imposed directly by a mutual fund, index fund, or exchange traded fund which shall be disclosed in the fund's prospectus (i.e., fund management fees and other fund expenses), mark-ups and mark-downs, spreads paid to market makers, wire transfer fees, fees for trades executed away from custodian, and other fees and taxes on brokerage accounts and securities transactions. These fees are not included within the wrap-fee you are charged by our firm. Please see **Item 5 - Fees and Compensation** and **Item 12 – Brokerage Practices** in our Firm Brochure for further information.

Our investment advisory representatives receive a portion of the advisory fee that you pay us, either directly as a percentage of your overall fee or as their compensation from our firm. In cases where our investment advisory representatives are paid a percentage of your overall advisory fee, this may create an incentive to recommend that you participate in a wrap fee program rather than a non-wrap fee program (where you would pay for trade execution costs) or brokerage account where commissions are charged. This is because, in some cases, we may stand to earn more compensation from advisory fees paid to us through a wrap fee program arrangement if your account is not actively traded.

#### ***Item 5 - Account Requirements and Types of Clients***

We do not impose an account minimum to open or maintain an account. Although, Financial Advisors may negotiate a minimum account balance for their specific management strategies.

Types of clients we typically manage wrap fee accounts on behalf of, include:

- Individuals and High Net Worth Individuals;
- Trusts, Estates or Charitable Organizations;
- Pension and Profit Sharing Plans;
- Corporations, Limited Liability Companies and/or Other Business Types.

#### ***Item 6 - Portfolio Manager Selection and Evaluation***

Our firm selects and reviews outside portfolio managers based on the following factors:

- past performance;
- investment philosophy;
- market outlook;
- experience of portfolio managers and executive team;
- disciplinary, legal and regulatory histories of the firm and its associates;
- whether established compliance procedures are in place to address at a minimum, insider trading, conflicts of interest, anti-money laundering.

We do not calculate portfolio manager performance. Instead, we rely upon the performance figures based on client's monthly or quarterly statements or reports provided to us by third party portfolio managers. We do not review performance information or hire third parties to do so, in order to determine or verify its accuracy or compliance with presentation standards. As a result, performance information may not be calculated on a uniform and consistent basis.

Our firm and its related persons act as portfolio manager(s) for this wrap fee program. This may create a conflict of interest in that other investment advisory firms may charge the same or lower fees than our firm for similar services. Our related person portfolio managers are not subject to the same selection and review as outside portfolio managers that participate in the wrap fee program.

Please see our Firm Brochure for more information in the following areas: **Item 4 – Advisory Business, Item 6 – Performance Based-Fees and Side-by-Side Management, Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss, and Item 17 – Voting Client Securities.**

#### ***Item 7 - Client Information Provided to Portfolio Managers***

Our firm communicates with your portfolio manager(s) on a regular basis as needed (daily, weekly, monthly, etc.) to ensure your most current investment goals and objectives are understood by your portfolio manager(s). In most cases, we will communicate such information as part of our regular investment management duties. Nevertheless, we will also communicate information to your portfolio manager(s) when you ask us to, when market or economic conditions make it prudent to do so, etc.

#### ***Item 8 - Client Contact with Portfolio Managers***

Clients are always free to directly contact their portfolio manager(s) with any questions or concerns they have about their portfolios or other matters.

#### ***Item 9 - Additional Information***

Neither our firm nor its Management Persons have any disciplinary disclosure required. Please see our Firm Brochure for more information in the following areas: **Item 10 - Other Financial Industry Activities and Affiliations, Item 11 - Code of Ethics, Item 13 - Review of Accounts, Item 14 – Client Referrals and Other Compensation, and Item 18 - Financial Information.**