

A Summary of Your Relationship with CenterPoint Financial, Inc.

Registered Investment Advisor

CenterPoint Financial, Inc., principally owned by Priscilla Gilbert, CFP®, was founded in 2014, and is registered with the State of Vermont Department of Financial Regulation Securities Division as a Registered Investment Advisor.

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 help you research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), [brokercheck.finra.org](https://www.brokercheck.finra.org), [napfa.org/find-an-advisor](https://www.napfa.org/find-an-advisor). These resources also provide educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We can provide you with personalized, confidential financial planning, and investment management. Through consultation, we can define your financial objectives and provide investment advice on cash flow management, tax planning, real estate considerations, insurance reviews, investment management, education funding, retirement planning, charitable giving, and estate planning.

We accept discretionary trading authority to manage advisory accounts through Charles Schwab & Co., Inc. on behalf of our clients. In no case will we have physical custody or possession of your assets. Discretionary trading authority allows us to facilitate prompt implementation, adjustment, and portfolio rebalancing. As part of our standard services, we monitor our clients' investments on a quarterly basis, at the very least. Our minimum account size is \$500,000. Account size may be negotiable under certain circumstances.

More detailed information about our advisory services and our adherence to rules related to the Investment Advisers Act of 1940 and the Securities Exchange Act of 1934, including Regulation Best Interest, can be obtained by reading our [Form ADV Brochure Part 2A](#).

CONVERSATION STARTER

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?

We are strictly a [Fee-Only™ adviser](#) – which means we are never paid on the basis of investments we recommend, or on portfolio performance. You will pay a fee based on a percentage of the assets under management, or an hourly fee if you select our financial planning services only.

For custodial services, we recommend Charles Schwab & Co., Inc. based on their proven integrity and best execution. In some cases, mutual fund companies may charge a small transaction fee. We do not receive any portion of these fees and select no transaction fee mutual funds and exchange traded funds wherever possible and appropriate.

Most mutual funds and exchange traded funds charge a management fee that pays the fund's portfolio manager. This fee is built into the fund's total annual operating expenses, also known as the fund's expense ratio. For example, if you invest in a mutual fund that has a 1% expense ratio, you will pay the fund \$10 per year for every \$1,000 invested. You can find detailed descriptions of the fees a fund charges in the fund's prospectus. We receive no portion of these fees; our goal is to select securities that provide the best risk-adjusted returns for the lowest cost.

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.

As a Fiduciary, we put your interests ahead of our own. An investment adviser that charges an asset-based fee could, however, act on the knowledge that the more assets in an investor's advisory account, the more an investor will pay in fees. Therefore, an investment adviser may have an incentive to encourage the investor to increase the assets their account.

As a Fiduciary for our clients, we are obligated to make recommendations in your best interest. For example, if you have an annuity that has a surrender charge (a fee assessed for withdrawing funds during an initial pre-set number of years) we, as your adviser, will determine if the surrender charge plus our management fee is greater than the administrative cost of the annuity, and advise the action only if that is in your best interest.

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 are obligated 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. We receive research, market data, software, and technology from Charles Schwab & Co., Inc., however, we do not pay for these resources. As a courtesy, products, services, practice management aids and discounts are periodically offered to us from other vendors at no charge. Clients benefit from these services as they reduce our firm's overall expenses and increase efficiency and accuracy.

As a member of The National Association of Personal Financial Advisors (NAPFA), we are required to work within the Fee-Only structure and accept no commissions for our work. As Certified Financial Planners™, we comply with the [CFP Board's Code of Ethics and Standard of Conduct](#) and [NAPFA's Fiduciary Oath](#). The fiduciary standard of conduct puts your interests first and includes both a duty of care and a duty of loyalty.

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

How do your financial professionals make money?

We are compensated only and directly by our clients for our investment advisory services. We are an independent Registered Investment Adviser (RIA) and neither work for, nor are we compensated by, a broker-dealer or other investment firm. Our fee schedule is listed in our [Form ADV Brochure Part 2A](#). **Our compensation is never related to recommended investments, transactions within the portfolio, or portfolio performance.**

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

No, CenterPoint and its employees have never been involved in legal or disciplinary events related to past or present clients. Please visit Investor.gov/CRS for a free and simple search tool to help you research our firm and our financial professionals. Additional information about CenterPoint is available on the [SEC's website](#).

Additional Information

You can find additional information about our services and read our ADV Disclosure Brochure on [our website](#). Priscilla Gilbert, CFP®, is the primary financial adviser for all clients. Ms. Gilbert serves as an Investment Advisor Representative for CenterPoint Financial, Inc. She can be reached at pgilbert@centerpoint-financial.com or 802-225-1314. Client Associate Patricia Valentine, FPQP®, can be reached with any questions or concerns at pvalentine@centerpoint-financial.com or 802-225-1314.

CONVERSATION STARTER | *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?*