



**ABRAHAM**  
TRADING COMPANY

# WHAT IS THE TRUE COST OF YOUR INVESTMENT PORTFOLIO?

Knowing the fees and associated costs of running an investment portfolio is a critical component for long term investment success. Over time, losing an extra 1-2% a year can take a big bite out of a portfolio. We realize gaining access to this information from brokers, advisers, financial planners, and wealth managers can be a struggle. We've created this outline to ensure you are asking the right questions.

- Do you charge a management fee? If so, how much is it? (This is usually an annual fee ranging from 0.5-1.0%.)
- Do you ever earn fees from mutual funds or other investments that you recommend to me? If the answer is yes, what is the total cost of each of these investments, and how much of that cost do you receive? (Sometimes brokers/advisers get fee “kickbacks” from mutual funds and other investments that their brokerage firm wants them to sell.)
- Do you or your brokerage firm make money from interest income off of my account? If so, how much? (Interest on your excess cash is one of the biggest ways that brokerage firms make money off of your account.)
- Does your brokerage firm loan out my shares of stock, and if so, how much money do they make from that? (Sometimes the brokerage firm loans out your shares of stock to short sellers for a fee, which they keep.)
- Do you or your brokerage firm's bond desk make money off me when I buy or sell bonds? (Most brokers/advisers will say there is “no commission charged”. If they say no, ask, “Does your brokerage firm's bond desk adjust the price of the bond up or down to build in the commission?” If they say yes, you are paying them money each time you buy or sell bonds.)

The Abraham Fortress Fund prioritizes transparency and fairness. Members of our team invest in the Fortress Fund right alongside our clients. The only fee we charge is a management fee of 0.65% annually.

Many investment fees are not clearly laid out for investors by brokerage companies, brokers, advisers, financial planners, and wealth managers. As experienced investment managers, we are happy to help you determine the true cost of your investment portfolio. Give our team a call if you would like help uncovering these hidden costs.

| Abraham Trading Company | 197 Prospector Road, Suite 2103 | Aspen, CO, 81611 | (970) 305-5000 |  
www.abrahamtrading.com | kate@abrahamtrading.com