

Business Summary

January 2021

General

- PDM Investment Services LLC (2005)
- Registered Investment Advisor in Michigan (2011), Series 65 exam
- Philip Michalek - President, BSEE, 20 years Engineering Management, 15 years IA Experience. Passion for investing, research-driven, client's interest first, trust, caring, ethical, integrity, responsive.
- No Disciplinary Actions
- Independent with Management Ownership
- Communication/Support (In-person, phone, email and web site)

Services

- Financial Planning (Money Guide Pro or a Custom Financial Plan)
- Retirement Transition Planning (Social Security Strategy, Retirement Income Tax Management, RMD)
- Portfolio Design and Management
(Strategy and the Investment process are based on the Focused Growth Investor Newsletter)
- Portfolio Performance Analysis Reports
(Market sector performance, your performance to benchmark, performance influences and holdings)
- Focused Growth Investor Newsletter

Investment Strategy

- Tactical Equity Allocation (Active Risk Management) (Moderate Risk Portfolio 60% - 75% - 85%)
(Fundamental, Valuation, Technical, Market Sentiment and Cycle & Seasonality Analysis)
- Strategic Adaptive Asset Allocation (Active Asset Class & Sector Allocation)
- Diversified Mutual Fund & Sector Portfolios (Active & Passive Mutual Fund and Individual Stocks)

Performance

- Our portfolio management goal is to outperform our benchmark after fees. (\$500,000 AUM 0.7% fee)
- Our model portfolio, the Moderate Risk Diversified Mutual Fund and Sector Portfolio has outperformed its benchmark, the Fidelity Asset Manager 70% FASGX Fund after fees based on its 10-year annual return. See independent audited actual cash portfolio performance on website for 2011-2020.

Structure & Cost

- Financial Planning \$0 (Portfolio management clients > \$300,000 AUM)
- Portfolio Management Fees 0.7% (\$500k), 0.6% (\$700k), 0.5% (\$1,500k)
- Custodian Transaction Fees TD Ameritrade (Mutual Funds \$0 to \$31 per trade)
- Product Commissions \$0 (No Load Mutual Funds and Exchange Traded Funds)
- Minimum Assets Under Management \$500,000 per household

Business Size

- Assets Under Management \$34,168,000 (12/31/2020) (Includes my family AUM)
- Average Household AUM = \$900,000, Households = 38, Clients = 63, Portfolios Managed = 95