# TD AMERITRADE INVESTMENT MANAGEMENT, LLC  
Form CRS Customer Relationship Summary (Effective as of June 30, 2020)

## Introduction

TD Ameritrade Investment Management, LLC (TDAIM, we, our or us) is registered with the Securities and Exchange Commission (SEC) as an investment advisor. We are an affiliate of TD Ameritrade, Inc. (TDA), a broker-dealer and investment advisor. Brokerage and investment advisory services and fees differ and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisors, and investing.

## What investment services and advice can you provide me?

We offer investment advisory services primarily to retail investors, including goal-planning and investment management. Our principal services are managed portfolios for long-term investors known as the Essential Portfolios, the Selective Portfolios and the Personalized Portfolios. They are provided on a discretionary basis involving continuous management of client accounts, with periodic reviews and rebalances and optional tax-loss harvesting. TDAIM's services involve the use of Morningstar Investment Management LLC (MIM) as a consultant to TDAIM. MIM's services include recommending asset allocations and specific funds.

TDAIM's Essential Portfolios are provided on a digital, online basis via the Internet. They include five Core asset allocation models and five Socially Aware (ESG) asset allocation models. All the models use ETFs as the investment vehicles, along with a small portion of cash and cash equivalents.

TDAIM's Selective Portfolios include the Core Mutual Fund, Core ETF, Supplemental Income, Opportunistic and Managed Risk Portfolios, with asset allocation involving ETFs or mutual funds as the investment vehicles, along with a small portion of cash and cash equivalents. A TDA financial consultant (FC) can assist you with these portfolios.

TDAIM's Personalized Portfolios are a more tailored discretionary investment management service, with a wide variety of investment vehicles available. They include separately managed accounts with third party investment advisors that entail additional fees. Clients work with both a TDA FC and a dedicated TDAIM Portfolio Consultant to establish a custom portfolio designed to fit their circumstances.

The minimum initial investment amount for Essential Portfolios is $500, subject to your making recurring deposits to reach the $5,000 level. The Selective Portfolios minimum initial investment amount is $25,000. The Personalized Portfolios minimum investment amount is $250,000.

For additional information, please see our Form ADV, Part 2A brochure at the following link:


**Conversation Starters.** Ask your financial professional—

- 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?

As a retail investor using TDAIM's investment advisory services, you will pay the annual TDAIM fees below. The Essential Portfolios and Selective Portfolios fees are charged at the beginning of each quarter, in advance, based on the prior quarter ending value. The Personalized Portfolios fees are calculated monthly and applied in arrears based on average daily values. We won’t bill you for advisory fees for an account with a value of $1,000 or less, except for Essential Portfolios (see below). Our fees are as follows:

### Essential Portfolios (Core/ESG):

- .30% on assets over $50

### Selective Portfolios (Core and Managed Risk):

- .90% on first $125,000
- .80% on next $125,000
- .70% on next $250,000
- .55% on assets above $500,000

### Selective Portfolios (Core/ETFs):

- .90% on first $125,000
- .80% on next $125,000
- .70% on next $250,000
- .55% on assets above $500,000

### Selective Portfolios (Opportunistic):

- .90% on first $125,000
- .80% on next $125,000
- .70% on next $250,000
- .55% on assets above $500,000

### Selective Portfolios (Supplemental Income):

- .75% on first $100,000
- .60% on next $150,000
- .45% on next $250,000
- .30% on assets above $500,000

### Personalized Portfolios:

- .90% on first $500,000
- .75% on next $500,000
- .60% on assets above $1,000,000

You should understand that the more assets you have in a TDAIM advisory fee-based account, the more you will pay TDAIM in fees.
### What fees will I pay? (cont.)

TDAIM executes transactions for its client accounts through its affiliated broker-dealer TDA and custodies its client assets at its affiliated broker-dealer TD Ameritrade Clearing Inc. (TDAC). You pay no commissions or other charges for the services of TDA and TDAC, but there are standard regulatory fees charged on certain transactions. Also, TDAIM’s fees don’t include underlying ETF or mutual fund expenses at the fund level. These are standard expenses all fund shareholders pay. They include underlying fund advisory fees and other fund service fees. The total fund fees for mutual funds in our portfolios typically range from .15% to 2.94% annually and the total fund fees for ETFs in our portfolios typically range from .03% to 1.78% annually.

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,** please see our Form ADV, Part 2A brochure at the above link.

**Conversation Starter.** Ask your financial professional—

- 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 advisor? How else does your firm make money and what conflicts of interest do you have?

**When we act as your investment advisor,** we have 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.

- TDAIM itself only makes money from the advisory fees you pay us.
- Most TDAIM clients are referred to us by TDA FCs. TDA FCs can recommend two types of investment advisory services. The first are the TDAIM services described in this form. The second is the Advisor Direct (AD) outside advisor referral service provided by TDA Institutional (TDAI). AD helps TDA retail investors with $750,000 or more of investable assets select an independent registered investment advisor from over 100 choices. TDA has a conflict of interest when TDA FCs guide prospects toward these services as the FCs can receive differing compensation. TDA has implemented procedures to mitigate the conflict of interest and help ensure its clients are referred to the appropriate advisory service.
- For taxable accounts, the principal sweep vehicle TDAIM uses is an insured deposit account provided to TDA by our affiliates TD Bank, N.A. and TD Bank USA, N.A. as well as other participating program banks. Those banks pay TDA a marketing fee based on a percentage of the amount of TDAIM client deposits with them, that ranged from 1.3 to 1.7% annually in 2019. So our affiliated broker TDA benefits financially from the deposits and you get a lower yield than if TDA wasn’t paid a marketing fee.

**For additional information,** please see the TDAIM Form ADV, Part 2A brochure at the above link.

**Conversation Starter.** Ask your financial professional—

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

### How do your financial professionals make money?

- TDAIM’s Portfolio Consultants for its Personalized Portfolios are employed by and paid by TDAIM. Most of their compensation is comprised of base pay. The balance is incentive compensation tied to metrics such as client satisfaction, the per share earnings of TDA and TDA Retail net new assets.
- FCs are employed by TDA but also act as investment advisor representatives (IARs) of TDAIM. Their compensation is comprised of both base pay and incentive compensation, with base pay generally being about half the total. The incentive payments are tied to performance metrics (including attracting new client assets to TDA and retaining existing assets). A portion of the FC’s incentive compensation is related to the maintenance of client assets, including the use of TDAIM advisory services. There is a higher payout to FCs for maintaining assets in TDAIM’s Selective Portfolios and Personalized Portfolios than for maintaining assets in TDAIM’s Essential Portfolios as they have less contact with Essential Portfolios clients.

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

No for TDAIM. Yes for certain of its IARs.

Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

**Conversation Starter.** Ask your financial professional—

- As a financial professional, do you have any disciplinary history? For what type of conduct?

### Additional Information

**For additional information about our services,** see the above-referenced links. If you would like additional, up-to-date information or a copy of this disclosure, please call 888-310-7921.

**Conversation Starter.** Ask your financial professional—

- Who is my primary contact person? Is he or she a representative of an investment advisor or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?