## Telemus Capital LLC is registered with the United States Securities and Exchange Commission as an Item 1: Introduction investment adviser. Brokerage and investment advisory services and fees differ and it is important for you to understand the differences between them. 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 advisers, and investing. Item 2: What investment We offer investment advisory services to retail investors. We provide personalized and confidential investment management and wealth advisory services to clients, who are primarily high net worth services and advice can you individuals, trusts and family offices, and also are sponsors of retirement plans, charitable provide me? organizations, municipal government entities and business entities. We and an affiliated entity manage private investment funds. Our investment management services are generally provided Conversation Starters. Ask on a discretionary basis, though clients who invest in our affiliated private investment funds must your financial professional affirmatively elect the investment on a non-discretionary basis. After conducting a financial "Given my financial situation. assessment and developing a financial strategy in collaboration with our clients, we construct client should I choose an investment portfolios generally in accordance with the model strategy we have developed which is most advisory service? Why or why appropriate for the client's risk profile. Our model strategies are invested in some combination of not?" individual equities, individual bonds, mutual funds, ETFs, alternative investments and potentially "How will you choose other investment products. If you utilize our investment management services, you will typically investments to recommend to give us discretionary authority to trade the assets in your account through a limited power of me?" attorney contained in your client agreement with us. We also offer our services on a "What is your relevant nondiscretionary basis, where you must approve our recommendation before the trade is placed. experience, including your Clients who invest in our affiliated private investment funds must affirmatively elect the investment licenses, education and other on a non-discretionary basis. We will monitor the holdings and performance of the investments qualifications? What do these we make for you on an ongoing basis, and review your account with you at least annually. We do qualifications mean?" not have a formal investment minimum amount, but retain the discretion to decline any proposed client engagement that is too small to serve appropriately within our infrastructure. For additional information, please refer to our ADV Part 2A brochure ('Brochure"), especially Item 4 (services), Item 7 (clients), Item 13 (account monitoring) and Item 16 (discretionary authority). Item 3: What fees will I pay? For our investment management services advisory clients, we charge an investment advisory fee which is based on a percentage of the value of the assets in your managed portfolio account. The more assets there are in your account, and the higher the value of those assets, the more you will Conversation Starters. Ask pay in fees. However, the fee rate clients pay will decrease as their assets invested with us increase. your financial professional "Help me understand how In addition to our fees, you will be responsible for other fees and expenses associated with the these fees and costs might investment of your assets. These fees and expenses could potentially include brokerage and other affect my investments. If I give transaction costs, and fees and taxes, related to the purchase and sale of securities for your you \$10,000 to invest, how accounts, and any fees charged by custodians for holding your assets. Certain investments we much will go to fees and costs, select for clients that are managed or sponsored by third parties, such as mutual funds, exchange and how much will be invested traded funds and alternative investments, bear fees and expenses for their management and for me?" operation. For additional information, please refer to Item 5 of our Brochure. 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. What are your legal When we act as your investment adviser, 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 obligations to me when your interests. You should understand and ask us about these conflicts because they can affect the acting as my investment investment advice we provide you. Here are some examples to help you understand what this adviser? How else does your means: firm make money and what conflicts of interest do you

have?

## We sponsor various private investment funds, each of which charges a different fee Conversation Starters. structure. We typically receive higher fees or have the potential to be compensated more from assets invested in our proprietary investment funds than the fees we would receive your financial professional if a client's portfolio were allocated to other investments. This differential in fees is a "How might your conflicts of potential conflict of interest, and gives us an incentive to recommend that clients invest in interest affect me, and how our proprietary funds rather than other investments in the same asset class for which they will you address them?" will pay a lower fee. We are compensated under an Investor Services Agreement for certain client investments in Beartown Partners Fund LP assuming certain thresholds are met. This arrangement creates a conflict of interest because the potential for TC to receive compensation under the Investor Services Agreement could influence TC's choice of the Beartown Fund instead of other investment products for which TC would not have the opportunity to receive such additional compensation. We receive a revenue sharing payment from RDG Capital Holdings LP ("RDG") relating to investments in the Salient MLP Fund, LP (the "Salient Fund") by a limited group of grandfathered clients. We currently receive a technology credit from Pershing, a custodian we recommend, based on total assets under management in accounts held by PAS/Pershing (excluding assets of a retirement plan subject to Title I of ERISA), generally calculated annually based on net assets as of the end of the previous year. The credit from Pershing is a conflict of interest and incentivizes TC to recommend that clients custody their assets with Pershing based on the credit TC receives, rather than on clients' interest in receiving best execution. Our affiliate Telemus Insurance Services ("TIS") has entered into an agreement under which we can be compensated for insurance referrals. For additional information, please refer to <a href="Item 5">Item 10</a> and <a href="Item 12">Item 12</a> of our Brochure. How do your financial Our Firm's financial professionals are compensated through salary and bonus or a share of the professionals make money? Firm's profits. A portion of that compensation is correlated to the amount of client assets they service, the revenue our Firm earns from the financial professional's services and/or whether the financial professional has been successful in increasing amount of client assets under the Firm's management. Some financial professionals may be compensated by our indirect parent company, Focus Financial Partners, LLC (or one of its affiliates), based on our firm's revenues or earnings. This gives the financial professional an incentive to encourage you to increase the size of your investment account and to maintain your investment account with us. For additional information, please refer to Item 5 of your financial professional's ADV Part 2B Brochure Supplement. Compensation of our Firm's financial professionals is unrelated to the type of product client assets are invested in. Item 4: Do you or your No for our firm. Yes for our financial professionals. You can go to Investor.gov/CRS for free and simple search tool to research our firm and our firm's financial professionals. financial professionals have legal or disciplinary history? Conversation Starters. Ask your financial professional "As a financial professional, do you have any disciplinary history? For what type of conduct?" Item 5: Additional For additional information about our investment advisory services, and to request a copy of Form Information CRS, please contact Eric Oppenheim, our Chief Compliance Officer, at (248) 827-0103, or via email at eoppenheim@telemus.com. Conversation Starters. Ask your financial professional "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?"

## **Exhibit**

This Form CRS dated April 2021 was amended: 1) to disclose disciplinary history of our firm's financial professionals, 2) explain that we typically receive higher fees or have the potential to be compensated more for assets invested in proprietary funds we sponsor than we would if a client's portfolio were allocated to other investments, and that the differential in fee arrangements provides an incentive for us to recommend that clients invest in our proprietary funds, and 3) note, with regard to our fees, that while the amount of our fees increases as client's assets with us increase, the fee rate that our clients pay will decrease.