

Foster Group, Inc. – Customer Relationship Summary

Foster Group, Inc. (“we”, “our” or “us”) is registered with the Securities Exchange Commission (“SEC”) as an investment adviser. Our services and compensation structure differs from that of a registered broker-dealer. Free and simple tools are available to research firms and financial professionals at www.investor.gov/CRS. The site also provides educational materials about broker-dealers, investment advisers and investing. Information in text boxes below are intended to be conversation starters for you to have with us and are required by the instructions to Form CRS.

What investment services and advice can you provide me?

We provide various services to our retail investors, which generally include individuals and their trusts and estates. We provide these retail investors with discretionary investment management services and financial planning.

We work with you to determine your investment objectives. We discuss various model portfolios, including the risk involved and potential return associated with each. Based on these discussions, we formulate a strategy to accomplish the client's objectives

We provide our services on a discretionary basis, which means we have the authority to buy and sell investments in your account without speaking to you prior to doing so. You can place reasonable restrictions on the securities that we buy by notifying us, in writing.

We do not limit the scope of the universe of securities that we use in managing client accounts, but we predominantly use mutual funds and ETFs.

We have minimum fee requirements for clients, which are described in Item 5 of our [Form ADV Part 2A](#).

For more detailed information about our *Advisory Business* and the *Types of Clients* we generally service, please See Items 4 and 7, respectively in our [Form ADV Part 2A](#).

<i>Given my financial situation, should I choose an investment advisory service? Why or why not?</i>
<i>How will you choose investments to recommend to me?</i>
<i>What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?</i>

What fees will I pay?

Our fee for investment management is based on a percentage of your assets under our management. All fees are agreed upon prior to entering into a contract. We typically deduct our fee from one or more of your investment accounts on a quarterly basis, in advance. Clients paying a minimum fee may pay via check, ACH or by credit card. Because our investment management fee is based on the amount of your assets under our management, the more assets you entrust us to manage, the more you will pay us for our services. Therefore, we have an incentive to encourage you to increase the amount of assets that you entrust to us.

Your account will be held with a qualified custodian. Custodians generally charge transaction fees for effecting certain securities transactions. In addition, your assets will be invested in mutual funds, ETFs, and potentially other registered and unregistered investment companies. We may also recommend that you invest using an independent manager. You will bear your pro rata share of the investment management fees and other fees of the funds and independent managers, which are in addition to the fees you pay us. These fees and expenses are described in each fund’s prospectus or other offering documents and potentially include a management fee, distribution fee (i.e., rule 12b-1 fee), and other fund expenses. 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.

We may also recommend one of our representatives who is a certified public accountant to assist you with accounting needs. The fees you pay them are separate from the fees you pay us.

<i>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?</i>

For more detailed information about our fees and costs related to our management of your account, please See Item 5 in our [Form ADV Part 2A](#).

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 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:

- * We may recommend a particular custodian from whom we receive support services. This presents a conflict of interest, because our receipt of their support make us more inclined to continue using and recommending them.
- * One of our employees is a certified public accountant. This relationship presents a conflict of interest, because he stands to receive additional compensation. You are free to use the services of any non-affiliated entity or person.
- * You may have been referred to us by someone that we compensate for referrals.
- * We may recommend rollovers out of employer-sponsored retirement plans and into Individual Retirement Accounts that we manage for an asset-based fee. If we don't currently manage your account held with your employer's plan, this will increase our compensation.

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

For more detailed information about our conflicts of interest, please review Item 4, 11 and 12 of our [Form ADV Part 2A](#).

How do your financial professionals make money?

Our financial professionals are generally compensated on a salary basis and are eligible for bonuses. Bonuses are based on the overall profitability of the firm, which is partially based on how our clients' portfolios perform and the amount of assets we manage. This incentivizes our financial professionals to recommend that you place additional assets under our management and to take potentially greater risk in managing your account. However, our investment committee is largely responsible for the advice that is implemented in your account. Certain employees receive compensation based on the establishment of new client relationships and the advisory fees we collect from clients. In addition, certain of our financial professionals are equity owners of the firm, in which case they stand to receive a share of the profits of the firm. You should discuss your financial professional's compensation directly with your financial professional.

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

No. We encourage you to visit www.investor.gov/CRS to research our firm and our financial professionals.

As a financial professional, do you have any disciplinary history? If so, for what type of conduct?

Additional Information

Additional information about our firm is available on the SEC's website at www.adviserinfo.sec.gov. You may contact our Chief Compliance Officer at any time to request a current copy of your Form ADV Part 2A or our *relationship summary*. Our Chief Compliance Officer may be reached by phone at (515) 226-9000.

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

March 22, 2021



Material Changes to the Client Relationship Summary:

As of March 2021, the section on “What fees will I pay?” was amended to reflect the ability for clients paying a minimum fee to pay by ACH or credit card.

A copy of our Part 2A is available at:
https://files.adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=565531