

**FAQs:** These are a few of the questions that are commonly asked when people are considering Dark Horse for investment advice and portfolio management. If your question is not answered here, feel free to contact James Bishop directly by email at [James@be-a-darkhorse.com](mailto:James@be-a-darkhorse.com) or phone at 281-733-7340.

1. **What services are available and at what cost?**
  - a. This information can be found on our services and fees page.
2. **What is the minimum investment amount?**
  - a. There is no specified minimum, but we would recommend that our clients have \$25,000 or more in investable assets if they are considering Dark Horse for their investment management needs. Exceptions may be made in some cases. Once you have completed our free initial consultation form and risk tolerance questionnaire, we will determine whether or not we believe you and Dark Horse are a good fit.
3. **Does Dark Horse LLC make money from buying and selling securities in my account?**
  - a. We are compensated based on a percentage of assets under management and will never receive commissions on trades made in your account or from other third parties for recommending certain funds or other investment vehicles. All trade fees will be paid by you directly to the custodian/broker upon trade execution.
4. **Will my portfolio be the same as others managed by Dark Horse LLC?**
  - a. Accounts are customized to the client's needs which are determined by Dark Horse on an on-going basis, beginning with the initial consultation form and risk tolerance questionnaire. Some securities may be shared by different portfolios, but only if they fit the investor profile based on the information Dark Horse has gathered. Take a look at our investor profile page for more information.
5. **Who makes the investment decisions for my portfolio?**
  - a. James Bishop, the managing partner at Dark Horse LLC, will be the one managing your account. Read more about him on the "About Us" page.
6. **Will you notify me before making trades in my account?**
  - a. No. We have many clients and because market conditions can change quickly and dramatically, it would be extremely inefficient and possibly detrimental to our clients if we call before every trade is made.
7. **Can I speak with the portfolio decision makers?**
  - a. Yes. The manner and frequency of our communications with you is based on your preferences and your personal relationship with your portfolio manager. For clients living nearby, face-to-face meetings can occur as needed. New clients often want more contact while long term clients are usually happy with less. The level of communication is dictated by your comfort level. Dark Horse portfolio managers are available by telephone or email anytime during business hours. Posted business hours are 8:00 AM to 4:00 PM, Monday through Friday. However, we generally are quite flexible with our hours. We want you to feel comfortable that we are doing everything we can to meet your expectations and, unlike many larger firms who you only hear from once a year, we encourage constant communication.
8. **Do you offer tax advice, estate plans, and other comprehensive financial planning services?**
  - a. No. We are not accountants or lawyers or Certified Financial Planners.
9. **When I transfer an existing account to the management of Dark Horse LLC, do I need to liquidate all holdings first?**
  - a. No. Scottrade has a transfer form that can be filled out at [www.scottrade.com](http://www.scottrade.com) (or request from [James@be-a-darkhorse.com](mailto:James@be-a-darkhorse.com)) and Scottrade will facilitate the transfer

from your current broker upon receipt and acceptance of your brokerage account application. Scottrade will reimburse you for any transfer fees (up to \$100) charged by your previous broker.

**10. Who has custody of my assets and what protection does my account have?**

- a. Scottrade is the custodian/broker and will be holding your assets. You can access your online account profile at [www.scottrade.com](http://www.scottrade.com). You will receive statements monthly (or bi-monthly) from Scottrade which list transactions, positions, cost basis numbers, etc. Dark Horse LLC will never have custody of your account, but may have discretionary authority for trades and fee deductions.

**11. Can I use a broker who is different from Dark Horse's primary broker, Scottrade?**

- a. No\*. Due to the fact that Scottrade provides a comprehensive platform that includes portfolio management, cash balance reports, and aggregate account information, Dark Horse LLC will be using Scottrade as the sole provider of custodian/brokerage services. \*Note: exceptions may be made under special and very limited circumstances.

**12. Can I look at my account on a regular basis?**

- a. Yes. Your account may be accessed at [www.scottrade.com](http://www.scottrade.com) any time of the day and any day of the week. Accounts will generally be view-only, so trades cannot be made by you.

**13. Will Dark Horse LLC keep me informed about the performance of my account on a regular basis?**

- a. Yes. We will send out reports quarterly which summarize your account holdings and speak with you at least once a year to ensure that your portfolio strategy best reflects your current financial situation. If major life events occur, please call Dark Horse so that we may adapt your portfolio strategy accordingly.

**14. If I need to withdraw funds from my account or close my account, is there a cancellation fee?**

- a. Dark Horse does not charge a cancellation fee for withdrawal of funds or closing of an account. However, Scottrade may charge fees for these services. Please visit [www.scottrade.com](http://www.scottrade.com) and email or call them to ask about these fees. Also, so that we can do our best to settle your account, please give us advanced written notice before closing your account.

**15. Are Dark Horse's investment advisory fees tax deductible?**

- a. The IRS generally does allow a deduction for investment management fees, but you should consult with your tax advisor to determine if it applies to your individual situation.

**16. How is an investment advisor, such as Dark Horse, different from a stockbroker?**

- a. Dark Horse is a "fee-only" registered investment advisor. As an asset management firm, we are concerned with the growth of your portfolio and the protection of your assets. We work directly for you, the client, and receive no compensation from any other source. A stockbroker is a sales person, who is generally compensated by commissions relating to trading activity by generating the sale/purchase of a security through their firm, or in the sale of investment "products" that outsource the management of your portfolio. We will not sell company-specific products to earn a commission. The same does not hold true for many brokers.

**17. Can Dark Horse manage more than one account for me?**

- a. Yes. Many of our clients have an individual or joint account with their spouse, as well as an IRA (Roth or Traditional). We can also set up trust accounts, custodial accounts for children, and college education funds.

**18. How often will I receive account reports?**

- a. Dark Horse will provide you with a quarterly investment review detailing all your portfolios. You will also receive monthly reports of assets and transactions from the custodian of your account.

**19. How do I get started?**

- a. Set up a meeting with a Dark Horse portfolio manager to determine suitability, portfolio goals, assess lifestyle needs and financial strengths, and risk tolerance. You can schedule a meeting by going to our “Contact Us” page. Fill out the initial consultation form and risk tolerance questionnaire (which is on our “Client Resources” page) prior to our first meeting. This will allow us to best determine which aspects of your financial situation we should focus on and which strategy should be taken with your investments.
- b. Sign an investment advisory agreement.
- c. Set up your Scottrade account. We will provide all the necessary forms and will help facilitate this process at your request.
- d. Deposit your funds or transfer the account from your current custodian.

**20. What is a Dark Horse?**

- a. **Good Question! By definition, a Dark Horse is someone who emerges to prominence, being previously little known.** Our company may be competing with many large firms, but we have high expectations for the future and hope that you will join us in our journey toward great success!