



**Ipswich Investment Management, Co., Inc.**  
 Client Relationship Summary (Form CRS)  
 June 30, 2020

Founded in 1986 and located in Ipswich, Massachusetts, Ipswich Investment Management, Co. Inc. (“IIM”) is a privately owned, independent investment advisory firm registered with the U.S. Securities and Exchange Commission (“SEC”). We provide personalized money management services for a diverse group of clients including individuals, family trusts, endowments, retirement accounts, and profit sharing and pension plans. We do not offer any brokerage services and we are not affiliated with any broker-dealers, other investment managers, solicitors, or placement agents. Investment advisory and brokerage services and fees differ and it is important for the retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisors, and investing.

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

At IIM, we focus our efforts on providing sound and unbiased investment advice to clients to assist them in achieving financial goals consistent with their individual risk tolerance. As an independent, client-centric company, IIM places its clients’ interests first without conflicts of interest or pressures to market products. We believe that combining in-depth analysis with a long-term investment perspective is the best way to achieve positive, risk-adjusted rates of return for our clients. Although we monitor current developments closely, we take pride in the low asset turnover that has characterized our investment process over the years. Our investment approach is derived from our global macro-economic perspective. Our decisions are driven by the search for “best in sector” equities. We favor investments with the following characteristics:

Equity Investments	Fixed Income Investments
<ul style="list-style-type: none"> <li>Reasonably priced companies with an attractive global business model</li> <li>Companies with dividend growth that exceeds forecasted inflation expectations</li> </ul>	<ul style="list-style-type: none"> <li>We favor highly rated fixed income securities based on their income and safety of principal</li> </ul>

And key factors that influence our decision making are:

<ul style="list-style-type: none"> <li>Global economic outlook</li> <li>Fiscal and monetary policy</li> </ul>	<ul style="list-style-type: none"> <li>Labor costs</li> <li>Savings and investment flows</li> </ul>	<ul style="list-style-type: none"> <li>Regional and/or country demographics</li> <li>International trade flows and currency differentials</li> </ul>
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Our philosophy centers on treating each client as a distinct relationship. We offer independent, unbiased services in accordance with the needs, objectives, and risk tolerances of each client - we are in constant contact. Our client service includes: (a) periodic investment reviews, (b) quarterly economic and market outlook, and (c) monthly and quarterly reporting.

We provide our clients with a range of services including both discretionary investment management (where we make changes in investments) and non-discretionary portfolio management services (where clients make the decision on whether to purchase or sell investments). For more information, please see Item 8 on our Form ADV Part 2A, accessible via the “Check Out Your Investment Professional” search bar at [www.investor.gov/CRS](http://www.investor.gov/CRS).

**Conversation Starters:**

- 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?**

The specific manner in which fees are charged by IIM is established in a client’s written agreement with IIM. All managed assets; including equities, convertible securities, cash equivalents, cash reserved for equities, and fixed income securities are charged 1% on the first \$2,000,000 in each account. Accounts over \$2 million in value are subject to fee negotiation. Our

services can be customized and are based on each individual client's or family's needs, therefore, our fees are dependent on a client's size, type, governance structure, complexity, domicile, and longevity of a relationship with us. Transaction costs including legal fees, execution/brokerage fees, and exchange fees will be incurred depending on investments made, and those fees will either be paid directly by you or by us from your account.

IIM's fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses that your account is charged. Custodians, brokers, or other third parties charge fees that could include fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer, electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange-traded funds also charge internal management fees, which are disclosed in a fund's prospectus and may offer different classes of shares with different fee structures. Such charges, fees, and commissions are exclusive of and in addition to IIM's fee. For more information, please see our Form ADV Part 2, Item 5.

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.

Conversation Starter:

- 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. Because our fees are directly related to the assets we manage, if the value of your account increases through appreciation or additions, our fees increase. If the value of your account decreases because of depreciation or withdrawals, our fees decrease.*

Conversation Starter:

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

**How do your financial professionals make money?**

Compensation for investment professionals without corporate governance responsibilities is primarily based on account fees. Those with corporate governance responsibilities, for example, our Chief Executive Officer, Chief Investment Officer, Chief Compliance Officer, etc., are paid for those duties as well as account management.

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

No. A free and simple search tool for researching us and our financial professionals is available at [www.investor.gov/CRS](http://www.investor.gov/CRS).

Conversation Starter:

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

**Additional information**

For additional information or to request a copy of this relationship summary, please call (978) 356-6333 or visit our website at [www.ipswichinvestment.com](http://www.ipswichinvestment.com).

Conversation Starter:

- 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?