

TERRIL & COMPANY

INDEPENDENT WEALTH MANAGEMENT

June 2020
Form ADV, Part 3
Client Relationship Summary (Form CRS)

Item 1. Introduction	<p>Terril & Company is registered with the Securities and Exchange Commission (SEC) as a fee-only investment adviser. Competing firms, both investment advisers and brokers, offer advisory services with differing fees, and it is important for you to understand these differences. You may learn more about us and other investment advisers and brokers at no charge at investor.gov/crs.</p>
Item 2. Relationship and Services	<p><i>What investment services and advice can you provide me?</i></p> <p>We offer investment supervisory services to retail investors, including individuals, trusts, estates, foundations, charitable organizations, corporations, pension and profit-sharing plans, self-directed 401(k)s, IRAs, and IRA Rollovers.</p> <p>We review your accounts daily and monitor asset allocations and individual issues held in your portfolio.</p> <p>We have discretionary authority to decide which securities to purchase and sell for your account, and you may impose limits on our authority as to asset class, sector, industry, or individual security selections.</p> <p>We generally require a minimum amount of \$100,000 of assets under management. This minimum may be waived in certain situations.</p> <p>For additional information, please see Form ADV, Part 2A brochure Items 4, 7, 13 and 16.</p> <p>Conversation Starters. Ask your financial professional:</p> <ul style="list-style-type: none">• <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 licenses, education, and other qualifications? What do these qualifications mean?</i>
Item 3. Fees, Costs, Conflicts, and Standard of Conduct	<p><i>What fees will I pay?</i></p> <p>Fees are computed as a percentage of the market value of assets under management as of the last day of each calendar quarter. Market value is based on trade date valuation and includes accrued interest and dividends. The rates on certain portfolios may be negotiable depending upon the size of the account and type of service. Fees are payable quarterly after our quarterly reporting to you. Our investment management services are continuous but may be terminated at any time by either party.</p> <p>You may incur brokerage commissions, transaction fees, and administrative charges imposed by custodians and broker-dealers.</p> <p>We may occasionally use exchange-traded funds or mutual funds to fill specific portfolio needs. If we use these funds, you will incur the fund's management and administrative fees, plus our investment management fees.</p>

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	<p>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.</p> <p>For additional information, please see Form ADV, Part 2A brochure Items 5 and 6.</p> <p>Conversations Starters. Ask your financial professional:</p> <ul style="list-style-type: none"> • <i>Help me understand how these fees and costs might affect my investments?</i> • <i>If I give you \$100,000 to invest, how much will go to fees and costs and how much will be invested for me?</i> <p>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?</p> <p>As your investment adviser and fiduciary, we act in your best interests at all times. Our investment management fees are fully disclosed and highly competitive with other full-service investment advisers. We do not earn commissions or invest in commission-based products such as mutual funds with sales loads, annuities, insurance policies, mortgages, etc.</p> <p>Conversations Starters. Ask your financial professional:</p> <ul style="list-style-type: none"> • <i>How might your conflicts of interest affect me, and how much will you address them?</i> <p>How do your financial professionals make money?</p> <p>Our financial professionals are paid salaries and have the opportunity to earn bonuses based on their contributions and profitability of the firm. We do not receive any commissions in connection with providing investment advice to clients. The firm does not directly or indirectly compensate any person for client referrals.</p>
<p>Item 4. Disciplinary History</p>	<p>Do your financial professionals have legal or disciplinary history?</p> <p>Terril & Company and its employees have not been subject to any legal or disciplinary events.</p> <p>Conversations Starters. Ask your financial professional:</p> <ul style="list-style-type: none"> • <i>As a financial professional, do you have any disciplinary history?</i> • <i>For what type of conduct?</i>
<p>Item 5. Additional Information</p>	<p>If you would like additional, up-to-date information, please call our office at 314-965-0344.</p> <p>Conversations Starters. Ask your financial professional:</p> <ul style="list-style-type: none"> • <i>Who is my primary contact person?</i> • <i>Is he or she a representative of an investment adviser or a broker-dealer?</i> • <i>Who else can I talk to about my portfolio(s)?</i>