

Firm Brochure
(Part 2A & Part 2B of Form ADV)

Millenium Financial Services

A Registered Investment Advisor

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This brochure provides information about the qualifications and business practices of Millenium Financial Services. If you have any questions about the contents of this brochure, please contact us at: 508-647-8316, or by email at: rkarlen@mill-financial.com. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission, or by any state securities authority.

Additional information about Millenium Financial Services is available on the SEC's website at www.adviserinfo.sec.gov. The firms CRD/IARD number is: 210120.

Item 1 – Cover Page

January 1, 2024

Millenium Financial Services

Item 2 - Material Changes

A) Annual Update

The Material Changes section of this brochure will be updated annually when material changes occur since the previous release of the Firm Brochure.

B) Material Changes since the Last Update

The U.S. Securities and Exchange Commission issued a final rule in July 2010 requiring advisers to provide a Firm Brochure in narrative "plain English" format. The new final rule specifies mandatory sections and organization.

C) Full Brochure Available

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: 508-647-8316 or by email at: rkaren@mill-financial.com. The full brochure is available online at www.mill-financial.com.

D) Disciplinary History Available

Disciplinary history for Millenium Finanacial Services or its representatives are available from the Massachusetts State Securities Division upon request. The Massachusetts State Securities Division can be contacted at www.sec.state.ma.us or 617-727-3548.

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Item 4 - Advisory Business

A) Firm Description

Millenium Financial Services, ("MFS") is a Registered Investment Advisor founded in 1999.

MFS provides personalized confidential financial planning and investment management to individuals, pension and profit sharing plans, trusts, estates, charitable organizations and small businesses. Advice is provided through consultation with the client and may include: determination of financial objectives, identification of financial problems, cash flow management, tax planning, insurance review, investment management, education funding, retirement planning, and estate planning.

MFS is a fee-only financial planning and investment management firm. The firm does not sell investment products for commissions. The firm's president, and advisor representative, Richard Karlen, may sell insurance products for sales commissions. Such products may include Life, Health, Disability Income & Long Term Care Insurance. Clients are advised that there may be a conflict of interest by offering insurance products. Mr. Karlen receives compensation from insurance products directly from the insurance companies. There may be other insurance products that may be suitable to you that may be more or less costly. Advisory clients are under no obligation to purchase insurance products from Mr. Karlen.

Investment advice is an integral part of financial planning. In addition, MFS advises clients regarding areas of general financial planning, education funding, retirement planning, estate planning.

Investment advice is provided, with the client making the final decision on investment selection. MFS does not act as a custodian of client assets. The client always maintains asset control. MFS places trades for clients under a limited power of attorney.

MFS is independent and does not have any affiliation or obligation to any financial products, services or entities.

Written evaluation of each client's initial situation may be provided to the client. Periodic reviews are communicated to provide reminders of the specific courses of action that may need to be taken.

Other professionals (e.g., lawyers, accountants, insurance agents, etc.) may be engaged directly by the client on an as-needed basis. Conflicts of interest will be disclosed to the client in the unlikely event they should occur. MFS does not accept compensation from any professionals it may use or recommend to clients.

Initial client consultations are free of charge and are considered exploratory interviews to determine the extent to which financial planning and investment management may be beneficial to the client.

We hold ourselves to a fiduciary standard with respect to our clients and their wealth:

- We will always put the clients' best interests first, ahead of our own and those of the firm and its employees. We will always act as a fiduciary.
- We will act with prudence; that is, with the skill care diligence and good judgement of a professional. When selecting investments, we will act as the client's agent, seeking the best investments at the best prices.
- While no one can promise superior investment returns, we will provide impartial advice.
- We will always be truthful with our clients, providing full and fair disclosure of all important facts, including our compensation from all sources.
- We will always seek to avoid conflicts of interest. We will fully disclose any potential conflicts, and place the client's interests first at all times.

B) Social Media

Millenium Financial Services maintains a business page on Facebook.
<https://www.facebook.com/Millenium-Financial-Services-148082278547882/>.
Richard B. Karlen is listed on LinkedIn.

C) Assets Under Management

As of December 31, 2023 MFS manages \$17,450,160 in client assets on a non-discretionary basis and \$0 in client assets on a discretionary basis. Total client accounts MFS provides advisory services is 115.

D) Principal Owners

Richard B. Karlen is the sole owner of Millenium Financial Services.

E) Types of Advisory Services

MFS provides investment supervisory services, also known as asset management services. MFS may issue periodicals about securities by subscription, special reports about securities, charts, graphs, formulas, or other devices which clients may use to evaluate securities.

On more than an occasional basis, MFS furnishes advice to clients on matters not involving securities, such as financial planning matters, taxation issues, and trust services that often include estate planning. Newsletters are provided at no cost to clients.

All assets are managed on a Non-Discretionary basis.

F) Types of Agreements

The following agreements define the typical client relationships.

G) Financial Planning Agreement

A financial plan is designed to help the client with all aspects of financial planning without ongoing investment management after the financial plan is completed.

The financial plan may include, but is not limited to: a net worth statement; a cash flow statement; a review of investment accounts, including reviewing asset allocation and providing repositioning recommendations; strategic tax planning; a review of retirement accounts and plans including recommendations; a review of insurance policies and recommendations for changes, if necessary; one or more retirement scenarios; estate planning review and recommendations; and education planning with funding recommendations.

Detailed investment advice and specific recommendations are provided as part of a financial plan. Implementation of the recommendations is at the discretion of the client.

The fee for a financial plan is predicated upon the facts known at the start of the engagement. The hourly financial planning fee is \$150.

H) Asset Management Advisory Service Agreement

Clients choosing to have MFS manage their assets engage MFS via an Investment Advisory Agreement. Annualized asset management fees range from .5% - 2% depending upon portfolio size and asset management complexity. Fees are *negotiable*. Current client relationships may exist where the fees are higher or lower than the fees charged for the client.

Although the Advisory Service Agreement is an ongoing agreement and constant adjustments are required, the length of service to the client is at the client's discretion. The client or the investment advisor may terminate an Agreement by written notice to the other party. At termination, fees will be billed based on portfolio valuation at time of termination.

I) Asset Management

Assets can be invested in no-load or low-load mutual funds and exchange-traded funds, usually through discount brokers or fund companies. Fund companies charge each fund shareholder an investment management fee that is disclosed in the fund prospectus. Discount brokerages may charge a transaction fee for the purchase of some funds.

Stocks and bonds may be purchased or sold through a brokerage account. The brokerage firm charges a fee for stock and bond trades. MFS does not receive any compensation from fund companies.

Investments include but may not be limited to: stocks, corporate bonds, municipal bonds, U.S. Government Securities, certificate of deposits, commercial paper exchange traded funds and mutual funds.

MFS does not allow accounts on Margin or Options.

Initial public offerings (IPOs) are not available through MFS.

J) Termination of Agreement

A Client may terminate any of the aforementioned agreements at any time by notifying MFS in writing and paying the rate for the time spent on the investment advisory engagement up to notification of termination.

MFS may terminate any of the aforementioned agreements at any time by notifying the client in writing. If the client made an advance payment, MFS will refund any unearned portion of the advance payment.

Account termination fees may range from \$50 to \$300 based on time and complexity and/or regulatory filings to close the accounts.

Item 5 - Fees and Compensation

A) Description

MFS bases its fees on a percentage of assets under management and hourly charges. Some *Retainer Agreements* may be priced based on the complexity of work, especially when asset management is not the most significant part of the relationship. Asset management fees range from .5% - 2% based on assets managed and complexity of portfolio management.

Financial plans are priced according to the degree of complexity associated with the client's situation. Typical fees for financial planning are \$150/hour.

Clients may be charged closing/termination account fees ranging from \$50 - \$300 per account based on time and complexity of account closings, funds distributions, rollovers, transfers, liquidations, tax or retirement plan reporting requirements.

Fees are *negotiable*.

B) Fee Billing

Investment management fees are billed quarterly, in *ARREARS*, meaning that we invoice you *AFTER* the three-month billing period has *ENDED*. Payment in full is expected upon invoice presentation. Fees are usually deducted from a designated client account to facilitate billing. The client must consent in advance to direct debiting of their investment account.

Fees for financial planning are billed 50% in advance, with the balance due upon delivery of the financial plan.

C) Other Fees

Custodians may charge transaction fees on purchases or sales of certain securities including stocks, bonds, mutual funds and exchange-traded funds. These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

MFS, in its sole discretion, may waive its minimum fee and/or charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

New Advisory Service Agreement fees are a mutually agreed upon flat fee of assets under management.

D) Expense Ratios

Mutual funds generally charge a management fee for their services as investment managers. The management fee is called an expense ratio. For example, an expense ratio of 0.50 means that the mutual fund company charges 0.5% for their services. These fees are in addition to the fees paid by you to MFS.

Performance figures quoted by mutual fund companies in various publications are after their fees have been deducted.

E) Past Due Accounts and Termination of Agreement

MFS reserves the right to stop work on any account that is more than 35 days overdue. In addition, MFS reserves the right to terminate any financial planning engagement where a client has willfully concealed or has refused to provide pertinent information about financial situations when necessary and appropriate, in MFS's judgment, to providing proper financial advice. Any unused portion of fees collected in advance will be refunded within 30 days.

Item 6 - Performance-Based Fees

A) Sharing of Capital Gains

Fees are not based on a share of the capital gains or capital appreciation of managed securities.

MFS does not use a performance-based fee structure because of the potential conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk to the client.

Item 7 - Types of Clients

A) Description

MFS generally provides investment advice to individuals, pension and profit sharing plans, trusts, estates, or charitable organizations, corporations or business entities.

Client relationships vary in scope and length of service.

B) Account Minimums

MFS does not adhere to account minimums.

Item 8 - Methods of Analysis, Investment Strategies and Risk of Loss

A) Methods of Analysis

Security analysis methods may include charting, fundamental analysis, technical analysis, and cyclical analysis.

The main sources of information include financial newspapers and magazines, inspections of corporate activities, research materials prepared by others, corporate rating services, timing services, annual reports, prospectuses, filings with the Securities and Exchange Commission, and company press releases.

Other sources of information that MFS may use include Morningstar, resources offered by the firm's custodian Charles Schwab/TD Ameritrade and the World Wide Web.

B) Investment Strategies

The primary investment strategy used on client accounts is strategic asset allocation utilizing a core and sector rotation. This means that we primarily use passively-managed index and exchange-traded funds as the core investments, and then add actively-managed and sector exchange traded funds and individual stocks where MFS believes there may be greater opportunities to enhance performance. Portfolios are globally diversified to control the risk associated with traditional markets. For fixed income, MFS predominately uses individual issues vs. bond funds.

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The client may change these objectives at any time.

Other strategies may include long-term purchases, short-term purchases, and trading. MFS does engage in short sales, margin transactions, or option writing.

C) Risk of Loss

All investment programs have certain risks that are borne by the investor. Our portfolios may be adversely affected by general economic and market conditions such as interest rates, inflation rates and geopolitical circumstances. These factors may affect the level and volatility of security pricing and the liquidity of an investment. Trading in the portfolios may affect investment performance, particularly through brokerage costs and taxes.

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** When any type of inflation is present, a dollar today will not buy as much as a dollar next year, because purchasing power is eroding at the rate of inflation.
- **Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- **Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.
- **Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.

- **Financial Risk:** Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.
- **Equity Risk:** The value of equities may fluctuate in response to many factors, including the activities of the issuer, general market and economic conditions, prevailing interest rates, industry changes and geopolitical events.
- **Mutual Funds:** An investment in mutual funds involves risk including the loss of principal. Mutual fund shareholders are subject to the risks stemming from the individual issues of the fund's underlying portfolio securities. Such shareholders are also liable for taxes on any fund level capital gains, as mutual funds are required by law to distribute capital gains in the event they sell securities for a profit that can not be offset by a corresponding loss. Shares of mutual funds are generally distributed and redeemed on an ongoing basis by the fund itself. The net asset value of each fund is calculated at the end of each business day. The actual value fluctuates with intraday changes to the market value of the fund's holdings.
- **Exchange Traded Funds:** An investment in Exchange Traded Funds (ETF's) involves risk including loss of principal. ETF's are designed to track the performance of an industry or market sector or market benchmarks. However, the performance may not exactly match due to expenses and transaction costs incurred in the ETF, supply and demand in the market for the ETF and/or the securities held by the ETF may cause the ETF to trade at a premium or discount to the actual net asset value of the securities owned by the ETF. ETF's may hold domestic and/or international equities. ETF's tracking a specific sector of the market may have greater volatility or risk related to political uncertainty and market and economic events. Clients should be aware that to the extent they invest in ETF securities, they will pay two levels of advisory compensation – the advisory fees charged by Millenium Financial Services plus any management fees charged by the issuer of the ETF. This may cause a higher advisory cost (and potentially lower investment returns) than if the client held the ETF directly. The ETF typically embeds expenses that may reduce the fund's net asset value and therefore directly affect the fund's performance and indirectly affect a client's portfolio performance or an index benchmark comparison.

Item 9 - Disciplinary Information

A) Legal and Disciplinary

The firm and its employees have not been involved in legal or disciplinary events related to past or present investment clients.

Item 10 - Other Financial Industry Activities and Affiliations

A) Financial Industry Activities

MFS is Not registered as a securities broker-dealer, or a futures commission merchant, commodity pool operator or commodity trading advisor.

B) Affiliations

- i) MFS uses Charles Schwab a securities brokerage (and broker/dealer) firm to custody client assets. We are an independent investment advisor and only provide investment advisory services. We are not engaged in any other business activities and offer no services except those described in this brochure. However, while we do not sell products or services other than investment advice, our advisor representatives may sell other products outside of their investment advisory roles with us.
- ii) Richard Karlen, President and sole employee of MFS is licensed to sell insurance products (life, health, disability, long term care and fixed annuities). Mr. Karlen is not in the employ or an agent any insurance company. Mr. Karlen is an independent broker with no specific obligations to any product or company. Mr. Karlen is licensed with insurance companies including, but, not limited to Guardian Life, American Equity, Mutual of Omaha and Protective Life. Mr. Karlen receives sales commissions on insurance products sold. Clients are advised that there may be a conflict of interest by offering insurance products. Mr. Karlen receives compensation from insurance products he sells. There may be other insurance products that may be suitable to you that maybe more or less costly. Advisory clients are under No obligation to purchase insurance products from Mr. Karlen.

Item 11 - Participation or Interest in Client Transactions and Personal Trading & Code of Ethics

A) Participation or Interest in Client Transactions

MFS and its employees may buy or sell securities that are also held by clients. Employees may not trade their own securities ahead of client trades. Employees comply with the provisions of the MFS *Compliance Manual*.

B) Personal Trading

The Chief Compliance Officer of MFS is Richard Karlen. He reviews all employee trades each quarter. The personal trading reviews ensure that the personal trading of employees does not affect the markets, and that clients of the firm receive preferential treatment. Since most employee trades are small mutual fund trades or exchange-traded fund trades, the trades do not affect the securities markets.

C) Code of Ethics

MFS has adopted a Code of Ethics for all employees of the firm describing its high standards of business conduct and fiduciary duty to its clients. The Code of Ethics includes provisions relating to the confidentiality of client information, a prohibition of insider trading, and personal securities trading procedures among other things. All employees must comply with the Code of Ethics and are expected to minimize any conflicts of interest that may arise. Clients or prospective clients may request a copy of the firm's Code of Ethics by contacting our Chief Compliance Officer Richard Karlen at rkarlen@mill-financial.com.

Item 12 - Brokerage Practices

A) Selecting Brokerage Firms

MFS uses Charles Schwab to custody its client accounts and assets. MFS places all trade orders for securities transactions on behalf of client accounts solely with Charles Schwab, with whom clients must open brokerage accounts if they are to become MFS advisory clients.

MFS *DOES NOT* receive any compensation, fees or commissions from its custodial arrangement with Charles Schwab.

Item 13 - Review of Accounts

A) Periodic Reviews

Account/portfolio reviews are performed quarterly by Richard Karlen. Account reviews are performed more frequently when market conditions dictate.

B) Review Triggers

Other conditions that may trigger a review are changes in the tax laws, new investment information, and changes in a client's own situation.

C) Regular Reports

Clients receive quarterly in-house produced portfolio performance reports as produced by MFS. Clients still receive their regular account reports from Charles Schwab/TD Ameritrade. Clients have the ability to tie in-house reporting valuations to their Charles Schwab/TD Ameritrade client account statements.

Item 14 - Client Referrals and Other Compensation

A) Incoming Referrals

MFS has been fortunate to receive many client referrals over the years. The referrals came from current clients, estate planning attorneys, accountants, employees, personal friends of employees and other similar sources. The firm does not compensate referring parties for these referrals.

B) Referrals Out

MFS does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

Item 15 - Custody

A) Account Statements

All assets are held at qualified custodians, which means the custodians provide account statements directly to clients at their address of record at least quarterly.

B) Performance Reports

Clients are urged to compare the account statements received directly from their custodians to the performance report statements provided by MFS.

Item 16 - Investment Discretion

A) Discretionary Authority for Trading

MFS does not have discretionary authority to manage securities accounts on behalf of clients. MFS does not have the authority to determine, without obtaining specific client consent, the securities to be bought or sold, and the amount of the securities to be bought or sold. MFS consults with the client prior to each trade to obtain concurrence if a blanket trading authorization has not been given.

The client approves the custodian to be used and the commission rates paid to the custodian. MFS does not receive any portion of the transaction fees or commissions paid by the client to the custodian on certain trades.

Discretionary trading authority facilitates placing trades in your accounts on your behalf so that we may promptly implement the investment policy that you have approved.

B) Limited Power of Attorney

A limited power of attorney is a trading authorization for this purpose. You sign a limited power of attorney so that we may execute the trades that you have approved.

Item 17 - Voting Client Securities

A) Proxy Votes

MFS does not vote proxies on securities. Clients are expected to vote their own proxies.

Item 18 - Financial Information

Financial Condition

MFS does not have any financial impairment that will preclude the firm from meeting contractual commitments to clients.

A balance sheet is not required to be provided because MFS does not serve as a custodian for client funds or securities, and does not require prepayment of fees of more than \$600 per client, and six months or more in advance.

Item 19 - Business Continuity Plan

A) General

MFS has a Business Continuity Plan in place that provides steps to mitigate and recover from the loss of office space, communications and internet services.

B) Disasters

The Business Continuity Plan covers natural disasters such as snow storms, hurricanes, tornados, and flooding. The Plan covers man-made disasters such as loss of electrical power, Internet outage, etc. Electronic files are backed up on a regular basis and archived offsite.

C) Alternate Offices

MFS does not have any alternate offices.

D) Loss of Key Personnel

MFS is owned and operated by Richard Karlen. Loss of Mr. Karlen would result in each client gaining control of their account directly from Charles Schwab/TD Ameritrade. MFS has no agreement with another financial advisory firm to support MFS in the event of Richard Karlen's serious disability or death.

Item 20 - Information Security Program

A) Information Security

MFS maintains information security programs to reduce the risk that your personal and confidential information may be breached.

B) Privacy Notice

MFS is committed to maintaining the confidentiality, integrity and security of the personal information that is entrusted to us.

The categories of nonpublic information that we collect from you may include information about your personal finances, information about your health to the extent that it is needed for the financial planning process, information about transactions between you and third parties, and information from consumer reporting agencies, e.g., credit reports. We use this information to help you meet your personal financial goals.

With your permission, we disclose limited information to attorneys, accountants, and mortgage lenders with whom you have established a relationship. You may opt out from our sharing information with these nonaffiliated third parties by notifying us at any time by telephone, mail, fax, email, or in person. With your permission, we share a limited amount of information about you with your brokerage firm in order to execute securities transactions on your behalf.

We maintain a secure, security alarmed office to ensure that your information is not placed at unreasonable risk. We employ a firewall barrier, data encryption techniques and authentication procedures in our computer systems.

We do not provide your personal information to mailing list vendors or solicitors. We require strict confidentiality in our agreements with unaffiliated third parties that require access to your personal information, including financial service companies, consultants, and auditors. Federal and state securities regulators may review our Company records and your personal records as permitted by law.

Personally identifiable information about you will be maintained while you are a client, and for the required period thereafter that records are required to be maintained by federal and state securities laws. After that time, information may be destroyed.

Unsubscribe or Opt-Out

All clients have the option to discontinue receiving communications from us by way of Email. To discontinue or unsubscribe from our email, please contact Richard Karlen at 978-697-1674 or rkarlen@mill-financial.com. If you wish to unsubscribe or opt-out from any third party websites, you must go to their specific website to unsubscribe or opt-out. Millenium Financial Services will continue to adhere to this policy with respect to any personal information previously collected.

We will notify you in advance if our privacy policy is expected to change. We are required by law to deliver this *Privacy Notice* to you annually, in writing.

Millenium Financial Services

Form ADV Part 2B (Brochure Supplement)

January 2024

This brochure provides information about the qualifications of Millenium Financial Services personnel. If you have any questions about the contents of this brochure, please contact Richard B. Karlen at 508-647-8316 or rkarlen@mill-financial.com. The information in this brochure has not been approved or verified by any securities authority.

Millenium Financial Services is a Registered Investment Advisor. Registration of an investment advisor does not imply any level of skill or training. Additional information about Millenium Financial Services is also available at the SEC's website www.advisorinfo.sec.gov. The firm's CRD/IARD number is: 120210.

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Millenium Financial Services
Form ADV Part 2B (Brochure Supplement)

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Item 2 - Education and Business Standards

Millenium Financial Services seeks advisors that can demonstrate knowledge of financial planning, investments and insurance. Examples of coursework MFS seeks in its employees include: an MBA, a CFP®, a CFA, a ChFC, CLU, CASL or CPA. Additionally, advisors should have work experience that demonstrates their aptitude for financial planning and investment management.

Item 3 - Richard Karlen, President of MFS, MBA, ChFC, CLU, CASL**A) Personal Background:**

Born: Brooklyn, NY – 1963

Daughters: Melissa (1989) & Monica (1991)

B) Education:

Graduated Blind Brook High School - 1981

Graduated Northeastern University – BS in Business Admin – 1986

Graduated Northeastern University – MBA in Finance - 1986

C) Professional Designations:

Chartered Financial Consultant* (ChFC) - 2002

Chartered Life Underwriter* (CLU) – 2004

Chartered Advisor to Senior Living* (CASL) – 2009

** For more information on the qualifications of these designations, please see the attached appendix.*

D) Business Experience:

1999– Present: Millenium Financial Services, Natick, MA – (President)

1994– 1998: Essex Securities, Danvers, MA – (Registered Representative)

1986 – 1994: Mass. Financial Services, Boston, MA – (Corp Accounting)

E) Other Business Activities:**i) Investment Related Activities**

Richard Karlen is not engaged in any other investment related activities. He does not receive commissions, bonuses or other compensation on the sale of securities or other investment products or services.

ii) Non Investment Related Activities

Richard Karlen is licensed to sell insurance products including Life, Health, Disability and Long Term Care. These products are sold on commissions paid by the insurance companies. Mr. Karlen is independent and is not in the employ of any specific insurance company. Clients are advised that there may be a conflict of interest by offering insurance products. There may be other insurance products that may be suitable to you that may be more or less costly. Advisory clients are under no obligation to purchase insurance products from Mr. Karlen.

F) Additional Compensation:

Richard Karlen does not receive any economic benefit from any non-advisory clients for the provision of advisory services.

G) Disciplinary Information:

Richard Karlen has no reportable disciplinary history.

H) Arbitration Claims:

Richard Karlen has no reportable arbitration claims.

I) Self-Regulatory Organization or Administrative Proceeding:

Richard Karlen has no reportable SRO or administrative proceedings.

J) Bankruptcy Petitions:

Richard Karlen has no reportable bankruptcy petitions.

K) Supervision:

Richard Karlen is the President, Chief Compliance Officer and sole employee of Millenium Financial Services. Richard Karlen 508-647-8316 or rkarlen@mill-financial.com.

Item 4 - Appendix

Employees have earned certifications and credentials that are required to be explained in further detail.

Chartered Financial Consultant (ChFC): Licensed through the American College, the Chartered Financial Consultant® (ChFC) designation program focuses on the comprehensive financial planning process as an organized way to collect and analyze information on a client's total financial situation; to identify and establish specific financial goals; and to formulate, implement, and monitor a comprehensive plan to achieve those goals. The ChFC program provides financial planners and others in the financial services industry with in-depth knowledge of the skills needed to perform comprehensive financial planning for their clients.

ChFC certification requirements:

- Bachelor's degree from an accredited college or university.
- American College education requirements include completion of nine courses, each course requiring between 50-70 hours of study.
- Candidates must meet experience requirements and ethical standards, including three years of business experience immediately preceding the date of use of the designation.
- Successful completion of the ChFC Certification Exam.
- 30 hours of continuing education every 2 years.

Chartered Life Underwriter (CLU): Licensed through the American College, The Chartered Life Underwriter® (CLU) designation is the professional credential for persons involved in the protection, accumulation, preservation, and distribution of the economic values of human life.

CLU certification requirements:

- Bachelor's degree from an accredited college or university.
- American College education requirements include completion of eight courses, each course requiring between 50-70 hours of study.
- Candidates must meet experience requirements and ethical standards, including three years of business experience immediately preceding the date of use of the designation.
- Successful completion of the CLU Certification Exam.
- 30 hours of continuing education every 2 years.

Chartered Advisor for Senior Living (CASL): Licensed through the American College, the Chartered Advisor for Senior Living (CASL) designation is the professional credential for persons working with the unique needs of senior clients. This designation provides advisors with the comprehensive skills to address the main concerns of this demographic, covering such items as financial, health, psychological and sociological issues.

CASL certification requirements:

- Bachelor's degree from an accredited college or university.
- American College education requirements include completion of five courses, each course requiring between 50-70 hours of study.

- Candidates must meet experience requirements and ethical standards, including three years of business experience immediately preceding the date of use of the designation.
- Successful completion of the CASL Certification Exam.
- 15 hours of continuing education every 2 years.