



CARVER
FINANCIAL SERVICES

440.974.0808

CarverFinancialServices.com

Your Vision.
Our Priority.

ANNUAL
REPORT



The information contained in this Annual Report does not purport to be a complete description of the securities, markets, or developments referred to in this material. The information has been obtained from sources considered to be reliable, but we do not guarantee that the foregoing material is accurate or complete. Any information is not a complete summary or statement of all available data necessary for making an investment decision and does not constitute a recommendation. Any opinions are those of Randy Carver and not necessarily those of RJFS or Raymond James. Investments mentioned may not be suitable for all investors. Past performance may not be indicative of future results. Raymond James does not provide legal or tax services. You should discuss any tax or legal matters with the appropriate professional. Keep in mind that individuals cannot invest directly in any index, and index performance does not include transaction costs or other fees, which will affect actual investment performance. Individual investor's results will vary. Be sure to contact a qualified professional regarding your particular situation before making any investment or withdrawal decision. Diversification and asset allocation does not ensure a profit or guarantee against a loss. Investing involves risk and you may incur a profit or loss regardless of strategy selected. There is no guarantee that these statements, opinions or forecasts provided herein will prove to be correct. Rebalancing a non-retirement account could be a taxable event that may increase your tax liability.

A Clear Path for Your Future.

Your vision and goals are unique. Together, we create a clear path for your future. More importantly, our team will evaluate and update the plan with you as both your needs and the world change. You are working with an enduring firm with a team who has the experience and compassion to simplify your life while enhancing your lifestyle. We are here for you as you navigate your personal journey along a path that is uniquely yours. Your success is our guiding star – and our top priority.

Our Difference. Your Advantage.

While many firms focus on model portfolios and market activity, we start with you and your vision. This commitment shapes everything we do. As our client, you have access to a full team, not just an individual advisor, that draws upon their collective experience to craft a plan that's right for you. Most importantly, we make investment planning easier on you. We leave industry jargon at the door and deliver clear, personalized investment advice that aligns with your goals – and your goals only.

CARVER

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Welcome to this years Annual Report

Dear Clients and Friends,

As we reflect on the events of 2024, it's clear this year has been marked by significant challenges and remarkable resilience. Amid economic uncertainty and geopolitical tensions, we've navigated a formidable "wall of worry."

Despite these obstacles, we've witnessed incredible adaptability and personal growth. Our team remains committed to empowering you through sound financial planning, guiding you through volatility with informed strategies and unwavering support. Together, we continue to rise above uncertainties, reinforcing our belief that, even in adversity, opportunities can emerge.

This annual report highlights our achievements in 2024 and looks forward to 2025 and beyond. We'll discuss the innovative approaches we've adopted to help you achieve your goals in an ever-changing environment and share our plans for the future.

This year, we saw a significant increase in the adoption of new technology, particularly generative AI. While many firms may use this technology to reduce human interaction, we see it as a means to enhance our relationships. Our focus remains on expanding our team rather than replacing them with technology, as we believe personal connections are essential to providing the best service. We introduce you to some new team members here.

Since founding Carver Financial Services Inc. in 1990, our mission has been to make lives better—for our clients, our community, and our team. We are dedicated to helping individuals become the best versions of themselves, recognizing that financial planning is just one piece of the puzzle. By offering personalized support, education, and resources, we

empower you to achieve your goals and enhance your overall well-being.

As we look ahead to 2025, we acknowledge that the road may be uncertain and potentially challenging. Economic fluctuations, market volatility, and global events can create unpredictability. However, we want to assure you that we are here for you every step of the way. Our commitment to your financial well-being remains steadfast, and we are dedicated to providing the guidance and support you need to navigate whatever lies ahead.

At Carver Financial Services, planning for the future is as crucial for us as it is for you and your family. Our robust succession plan is regularly reviewed to ensure it meets your evolving needs. This year, we made significant updates to both our emergency continuity plans and our succession plan, ensuring you feel confident in the consistency and continuity of service from our organization. We have more details in this report and are always happy to discuss our succession planning with you.

We are also excited to share our plans for 2025, which include events, new trips, and the release of my upcoming book, *Limitless: Master Your Mind, Defy the Odds, and Achieve the Impossible*.

We are here for you, your family, and your friends. We have helped clients this year with everything from finding a baby sitter to chartering a private flight. Please don't hesitate to reach out to me personally or anyone on our team whenever we can assist you. We look forward to being your partner and sharing in your life's journey. Wishing you a healthy, happy, and prosperous 2025!

Best, *Randy Carver*

New Team Members

Please help us in making
our new team members
feel welcome!



Welcome to
the team **Julie
Joy!** Julie joined
us as a **Client
Concierge.**



Welcome to
the team **Alex
Waldron!** Alex
joined us as a
**Client Service
Associate.**



Welcome
to the team
Dani Franco!
Dani joined
us as a **Client
Concierge.**



Welcome to the
team **Hunter
Schmeltzer.**
Hunter joined us
as a **Registered
Associate.**

Team Accomplishments



Alex Waldron obtained
his Series 7 license.



Nicole Remesik,
ChFC® Sr. Registered
Associate, obtained
her ChFC designation
and her Notary
Public License



Danielle Ramirez was
promoted to Client
Services Associate.

Awards & Recognition

2024



BARRON'S

Randy Carver Ranked #20 Among **Barron's 2024 Top 100 Independent Financial Advisors**
October 2024



BARRON'S

Randy Carver Ranked #68 Among **Barron's 2024 Top 100 Financial Advisors**
May 2024



Forbes

Randy Carver named to **America's Top Wealth Advisors in 2024 by Forbes**
April 2024



BARRON'S

Randy Carver Secures Prestigious Rank as the **Third Top Financial Advisor in Ohio on Barron's Top 1,200 List for 2024**
March 2024



Forbes

Carver Financial Services named to **Forbes' 2024 Best-In-State List of Top Wealth Management Teams**
April 2024

At Carver Financial, we have received both national and regional recognition for the quality of our work.

* Disclosures listed on back page.

To see a full list of awards and disclosure information from current and past years, please visit CarverFinancialServices.com click on the **About Us** and then navigate to **Awards & Recognition**.

Blocked Emails



Important update regarding our email communications.

Recently, Raymond James has implemented enhanced security measures to safeguard your information and ensure the integrity of our communications. As a result, we have observed that some incoming emails to Carver Financial Services containing links and attachments are being blocked by Raymond James as a precautionary measure.

Please note that this action is taken to protect you from potential security threats such as phishing attacks and malware. While we understand that this may cause inconvenience, we assure you that we are aware of this issue and that we are working on a solution.

In the meantime, if you attempt to send us an email and we do not respond in a timely manner, we kindly request you contact our office directly via phone. We are here for you and will always respond when we receive emails.

We apologize for any inconvenience this may cause and appreciate your understanding and cooperation as we work to maintain the highest standards of security and service.

Should you have any questions or concerns regarding this matter, or whenever we may be of service, please do not hesitate to contact us.

Thank you for your continued trust and partnership.

Randy's Winter Schedule



11.16.24 – 11.30.24

Miami Office

12.1.24 – 12.20.24

Mentor Office

12.21.24 – 1.11.25

Miami Office

1.12.25 – 2.5.25

Mentor Office

2.6.25 – 2.22.25

Miami Office

2.23.25

Mentor Office

As in past years, Randy will split time between our Mentor, Ohio office and Miami, Florida.

While in Miami, Randy works a full schedule and is available to meet via phone, video conference or in person. He can also participate in video meetings for anyone who would like to come to the Mentor office.

As always, our full team is here in Mentor to serve you. Thanks to all the great technology, your access to Randy and the team does not change.

Upcoming Events

2025

Please **Save the Date** for next years upcoming events.

In 2024, we hosted over 15 client events including:

- 28th Annual Resource Breakfast with special guest speaker, Liz Koehler, CFA
- Costa Rica Client Trip Meet & Greet with guest speaker and travel agent, Trish Schlacht
- Navigating Intergenerational Friction with Special Guest & Author, Chris DeSantis
- Meet, Mix, & Mingle Event
- 27th Annual Tim Groves Memorial Golf Outing; Over \$10,000 raised and donated to Mentor Rotary and The New Beginning Initiative
- 35th Annual Client Appreciation Event; Partnered with End 68 Hours of Hunger to collect food for over 3,200 meals
- Unlocking Access to Healthcare with guest speakers Dr. Rich Berry and Kathy Carvin
- Election Insights: Exclusive Update with Political Expert, Peter Lefkin
- CPE Update with speaker Jason Keller, Senior Wealth Planning Specialist
- Jamaica Client Trip Meet & Greet with guest speaker and travel agent, Trish Schlacht

Save these Dates



Saturday, January 18

Annual Resource Breakfast with speaker and Senior Economist, Jeremy Siegal

Time: 8:00 AM Registration
9:00 AM Presentation

Location: Mentor Fine Arts Center

Tuesday, March 4

Business Owners Event with special guest Dr. Richard Berry and Paul Rupert, CPA and Partner at Martinet Reccia

Time: 8:00-10:00 PM

Location: Carver Financial Services

Friday, March 28

Singer/Songwriter Event

Time: 7:00 PM

Location: Mentor Fine Arts Center

Monday, June 9

28th Annual Tim Groves Memorial Golf Outing

Time: 10:00 AM - Shot Gun Start

Location: Little Mountain Country Club

29TH ANNUAL

Save the Date

RESOURCE BREAKFAST



TO REGISTER FOR THE FREE EVENT

Call the office at (440) 974-0808, email us at carverfinancialservices@raymondjames.com, or scan this QR code to register online.

In this rare personal appearance, you will benefit from hearing Professor Siegel's outlook for the global economy, interest rates, inflation and where to invest next.

Special Guest Speaker

Jeremy Siegal – *WisdomTree Senior Economist*

Event Details & Location

Saturday January 18, 2025 | Breakfast Served at 8:00 AM | Presentation at 9:00 AM
Mentor Fine Arts Center - 6477 Center St., Mentor, OH 44060

Tired of All the Paper?



You can reduce or eliminate the amount of mail you receive from Raymond James by electing electronic delivery for some or all documents through the Client Access Portal.

Go paperless with Form ADV disclosure documents.

These documents provide important information about Raymond James and the investment advisory services being provided to you, but they are lengthy – some are hundreds of pages. To avoid an over-stuffed mailbox, you can elect electronic delivery and receive these ADV disclosure documents through Client Access.

If you'd like to receive ADV disclosure documents electronically, follow these simple steps:

1. Log in to your account at raymondjames.com/clientaccess and select **Account Services** then **Client Tools**.

2. Elect e-delivery for the "Other Communications" category. You may also contact our office and we can initiate this change on your behalf.

If you do not have Client Access and would like to enroll and receive ADV disclosure documents electronically, follow these simple steps:

ONE / Visit clientaccess.rjf.com/enroll.

TWO / After completing registration, you'll be prompted to select e-delivery for various document categories. You may also contact our office and we can initiate this change on your behalf.

Raymond James at a glance

Raymond James has delivered **147 consecutive quarters of profitability**. We credit much of this performance to the firm's client-first perspective and adherence to its founding core values of **professional integrity, advisor independence and a conservative, long-term approach to investing**.

BY THE NUMBERS

- ▶ Approximately **8,800** financial advisors
- ▶ Approximately **\$1.57 trillion** in total client assets
- ▶ More than **2x** required total capital ratio
- ▶ Stable outlook credit ratings of **A-**, **A-** and **A3** from Fitch, S&P and Moody's

DID YOU KNOW?

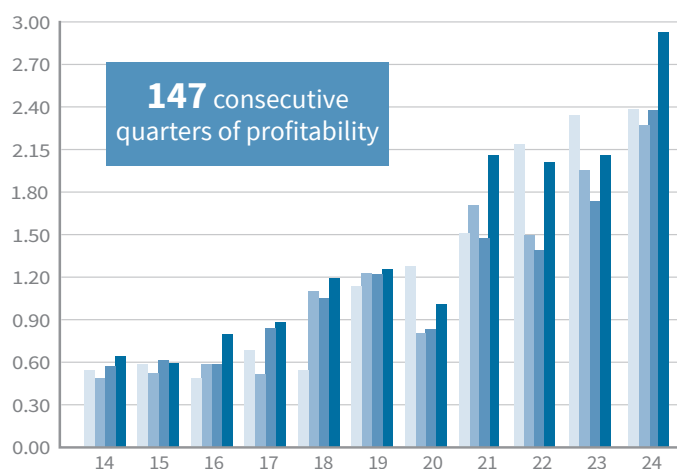
Continuing its tradition of giving back, Raymond James and its associates donated to charitable organizations in 2023, including **\$6.9 million** to the United Way.

The firm also celebrated **13 years** of Raymond James Cares Month. More than **3,300 associates** volunteered over **8,300 hours** benefiting **269 charitable organizations** across **120 communities**.

Raymond James was the first in the nation to publish its Client Bill of Rights, setting the standard for the industry.

STRENGTH AND STABILITY¹

Earnings Per Share (Basic)

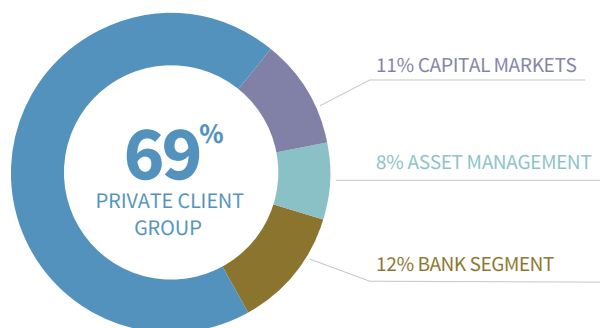


¹During our fiscal fourth quarter of 2021, the Board of Directors approved a 3-for-2 stock split, effected in the form of a 50% stock dividend, paid on September 21, 2021. All share and per share information has been retroactively adjusted to reflect this stock split.

A DIVERSIFIED SET OF BUSINESSES²

Total net revenues of \$12.82 billion

Total net revenue for fiscal year ending Sept. 30, 2024



²Pie chart is intended to show relative contribution of each of the firm's four core business segments. The chart does not include intersegment eliminations or the "Other" segment. "Other" includes the firm's private equity investments, interest income on certain corporate cash balances, as well as certain corporate overhead costs of Raymond James Financial including the interest cost on our public debt, losses on extinguishment of debt and certain acquisition-related expenses.

As of 9/30/2024. Past performance is not an indication of future results. The information provided is for informational purposes only and is not a solicitation to buy or sell Raymond James Financial stock. A credit rating of a security is not a recommendation to buy, sell or hold securities and may be subject to review, revisions, suspension, reduction or withdrawal at any time by the assigning rating agency. Raymond James Bank is an affiliate of Raymond James & Associates, Inc., and Raymond James Financial Services, Inc. © 2024 Raymond James & Associates, Inc., member New York Stock Exchange/SIPC. © 2024 Raymond James Financial Services, Inc., member FINRA/SIPC. Investment products are: not deposits, not FDIC/NCUA insured, not insured by any government agency, not bank guaranteed, subject to risk and may lose value. 24-BDMKT-6697 JPR 10/24

Welcoming New Clients in

2025

In 2025, we are intentionally welcoming a select few new clients, each personally referred. Why limit our growth? Because we value quality over quantity. Our commitment extends beyond managing assets—we focus on building meaningful relationships and helping clients realize their personal vision. To do this effectively, we dedicate the necessary time and attention to each client, offering the bespoke service they deserve.

We're grateful for the trust you've placed in us, and we look forward to assisting your family and friends who may benefit from our services. There's no cost or obligation for an initial conversation to explore if we're a good fit.

Our standard minimum for investable assets is \$500,000; however, this is waived for family members of existing clients. If you have friends who don't meet our minimum but could use our help, we're happy to speak with them—even if they're just seeking a second opinion. Simply ask them to mention your name when they contact us.

We also recognize the importance of preserving family legacy. That's why we're always available to meet with your heirs, even if they aren't current clients. A family meeting can ensure everyone is aligned on your financial vision, goals, and needs.

We are humbled by the referrals we've received, which reflect your confidence in our Personal Vision Planning® process. Each referral is a vote of trust, and we deeply appreciate it.

Our entire team is here to serve you, your family, and your friends. When you refer someone to us, all they need to do is mention that you sent them.

We're not just your financial advisors—we're your partners, your sounding board, and your advocates. We're honored by the trust you've placed in us and look forward to assisting family and friends.



Philanthropy in

2024

At Carver Financial, giving back is integral to the work we do. Our team champions a number of causes and campaigns that make a vital difference in people's lives.

Carver Financial Services understands that its impact can be amplified by partnering with established philanthropic organizations. The company actively seeks partnerships with organizations that share its values and mission. These partnerships often result in joint initiatives that make a significant difference in the lives of individuals and communities.

Carver Financial Services has partnered with Crossroads Health, Deepwood Foundation, End 68 Hours of Hunger Lake County, Humane Society (Rescue Village), Lake County Council on Aging Foundation, Torchlight (formerly Big Brothers Big Sisters of Lake/Geauga County), Mentor Rotary Foundation in 2023.

Carver Cares at a Glance

As of 11/11/2024 ???



History

1990



Launched our cornerstone food drive program. In 32 years, the initiative has provided more than 600,000 meals to families in need.

1997



Founded the Annual Tim Groves Memorial Charity Golf Event. To date, the event has raised more than \$350,000 for local charities.

2013



We began an initiative called Carver Cares, to highlight and support local charitable organizations.

2024



For the last few years, a food drive has been held as part of our Client Appreciation Event at the Lake County Captain's baseball game.

Please visit <https://carverfinancialservices.com/about-us/carver-cares/> for more on how we give back.

New Beginning Initiative

Carver Financial Services was founded with the vision of making people's lives better. Since 1990, we have donated more than 600,000 meals and \$448,000 to those in need, locally. Your support in this effort has been amazing. In 2022, we formally launched our participation in the New Beginning Initiative, which is focused on permanently eliminating hunger and homelessness in Lake County by helping individuals who want to help themselves.



The New Beginning Initiative is working to eliminate hunger and homelessness while improving the lives of those who want to help themselves by working in Lake County. The focus is on those who are working to help themselves rather than asking for public assistance. This ambitious project will serve as a proof of concept for other places in the United States. While there are programs to support those who choose to not work or cannot work, this effort is solely focused on helping those who want to have gainful employment. We are doing so by addressing the four largest challenges - affordable childcare, transportation, marketable skills and affordable housing.



This is a collaborative effort between several non-profit organizations, local government and local business. The initiative formally launched in June (2022), with initial programs to help folks with car repairs, gas, transportation and childcare.

There are several ways that you can help!

If you know of someone who wants to work but is having a challenge with transportation or childcare please direct them to the folks listed. If you know of an employer looking for good employees, you can reach out as well. You can also donate either cash or assets; in the case of the later you can avoid the capital gains on appreciation and get a tax write-off. We are happy to assist with charitable donations that can benefit you and also this initiative!



Carver Financial Services hopes to serve as an example that goes beyond profit margins and invests in the betterment of society. Through our dedication to education, community development, philanthropic partnerships, and employee engagement, we have created a lasting legacy of positive change in the communities we serve. Carver Financial Services stands as a beacon of hope, demonstrating that the principles of corporate social responsibility and philanthropy can indeed coexist with financial success.

For More information and/or to help, you can contact the following:

- **Carrie Dotson** - 440.354.2148, ext. 224
carried@lclifeline.org
- **Donna Bullis** - 440.357.2008
donna.bullis@use.salvationarmy.org
- **Alma Riley** - 440.354.3774
alma.riley@use.salvationarmy.org



Since its inception, the New Beginning Initiative has helped over 20 families in Lake County.

Raymond James is not affiliated with the above independent organizations and/or charitable causes.

New Beginning Initiative

Success Stories



Carver Financial Services hopes to serve as an example that goes beyond profit margins and invests in the betterment of society. Through our dedication to education, community development, philanthropic partnerships, and employee engagement, we have created a lasting legacy of positive change in the communities we serve. Carver Financial Services stands as a beacon of hope, demonstrating that the principles of corporate social responsibility and philanthropy can indeed coexist with financial success.



NBI Client, Annie, was referred to us from Job & Family Services. Annie had been receiving childcare assistance through JFS. Annie took a great paying job in her city. Yet, unfortunately before she even received her first paycheck, JFS informed her that she would no longer be receiving childcare assistance because she was making too much money to qualify. Job and Family Services stopped paying for her childcare the week she started her new job even though she was not able to afford it on her own just yet. She was then referred to the NBI program by her JFS caseworker.

When Annie came to NBI for the first time, she was not hopeful that she would be able to keep her new job. She was a single mother and depended on her daughter's before and after school care so she could work.

Annie joined the New Beginning Initiative in January of 2024. NBI paid for her before and after school care costs for her daughter for the remainder of the school year while she started working her new job.

During that time, Annie maintained her job and has been able to build a small savings account. She is now able to pay for her daughter's childcare for the new school year, along with her own expenses.

Annie says that the New Beginning Initiative program gave her the "peace of mind that she could work and not have to worry about choosing between paying childcare or quitting her job." Annie is now completely off of government assistance, is thriving at her new job, and is paying for her daughter's childcare and her own expenses.



NBI Client, Jonah, came to the program seeking assistance with rent. Jonah would frequent the Salvation Army's Red Shield Day shelter when he was homeless, and had seen different advertisements for programs while he was there. He remembered seeing a flier and talking to the Red Shield Coordinator about a newer program called The New Beginning Initiative, and that is what prompted him to seek assistance.

Jonah had been in his apartment and off the streets for 2 years. He fell ill early this spring and was unable to work for most of April and fell behind on his rent. Jonah was in the process of re-establishing visitations with his daughter. One of those requirements is that he has and maintains stable housing. Jonah was fearful that he would not only lose his housing and be homeless again, but he would lose his visitation time with his daughter.

The NBI program was able to help Jonah get back on track by paying the 1 month of back rent that he owed, and the current month that he would soon need to pay. Jonah was relieved and thankful that he was caught up on rent and healthy enough to work again. His landlord was no longer threatening eviction and he was able to continue his visitations with his daughter.

Today, because of the New Beginning Initiative, Jonah has maintained his housing and now has increased his visitation with his daughter, including overnight visits.



THE NEW BEGINNING INITIATIVE
Helping those who want to help themselves.

We are Here for You

Our Succession Plan

As a valued client of Carver Financial Services, you understand the significance of future planning. Change is an inevitable part of life, often unannounced, whether through market fluctuations or unexpected life events.

At Carver Financial Services, planning for the future is as crucial for our firm as it is for you and your family. We are committed to enduring as a firm that will support you and future generations, irrespective of any changes to our team or leadership. Our succession plan has been in place for years, and we regularly review and refine it to help ensure it meets the evolving needs of our clients. This topic frequently arises in discussions with our clients, and it is my priority that you feel confident in the consistency and continuity of

service from our organization, no matter what the future holds.

I have no plans to retire as my passion for the business, our team, and our clients remains unwavering. You need to know that we have a comprehensive, written succession plan designed to ensure the seamless continuation of our services in the event of any unforeseen circumstances affecting me or any of our advisors. Our firm is committed to being here for you, your family, and future generations, regardless of what may happen. We have also taken proactive steps to ensure our operations can continue smoothly despite any natural or man-made disruptions or personnel changes.

WE ARE PREPARED FOR ALL CHALLENGES.

Team of Dedicated Professionals



Multigenerational Approach



Since founding Carver Financial Services, Inc. in 1990, my vision has always been to create a distinctive practice centered on helping clients achieve their personal goals while simplifying their financial lives. To provide the concierge-level service we are known for, I have built a team of highly dedicated professionals committed to the long-term success of our clients and our firm. Our leadership team has progressively taken on more significant roles in the daily operations, ensuring that every key function has a reliable backup.

In contrast to other firms that may reduce hiring, we continue to expand our team, bringing in younger advisors who will maintain the same

high standard of service that Carver Financial is renowned for. This multigenerational approach is fundamental to ensuring continuous, high-quality service for you and the generations that follow.

Please be assured that our formal succession plan is with the ongoing success and stability of your financial future as a top priority. While we always strive for the best outcomes, it is essential to prepare for all possibilities. Should you have any questions about our succession and continuity planning, please do not hesitate to reach out to me or any member of our team. We are here to support you, now and in the future.

Client Trips 2025

We are still in the process of finalizing details on our 2026 client trips. Once details are confirmed we will send out information.

Dunn's River Falls Jamaica – Sandals All Inclusive

January 22-27, 2025

This five-star all-inclusive experience will include Unlimited watersports, Golf, PADI-certified SCUBA, unlimited premium liquor, butler service, 10 world-class restaurants and a private offshore island.



Mekong River Trip – Vietnam & Cambodia

May 2025

Begin your adventure in Hanoi, where centuries-old architecture is a wonderful nod to the past and the Old Quarter strikes a fine contrast with its many temples. Cruise the emerald waters of Halong Bay in a traditional junk boat, learn of Ho Chi Minh City's fascinating war history and embark on a once-in-a-lifetime river cruise along the Mekong. Enjoy a Tuk-Tuk tour in Phnom Penh and finish your adventure in the Cambodian city of Siem Reap, where you'll witness Angkor Wat and attend a circus performance. We plan on traveling aboard the new Emerald Harmony which offers guests Asian-inspired luxury in a contemporary custom-built design. With just 42 staterooms and suites, spacious decks, a wellness area and a pool, you will enjoy a yachting experience on board.

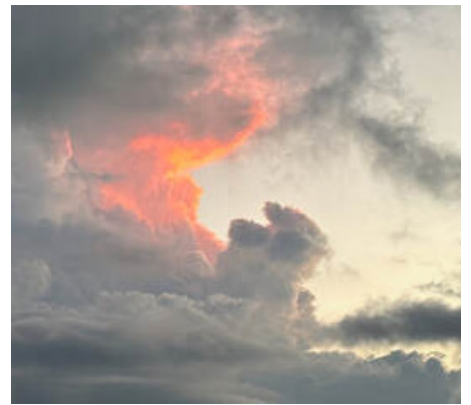


Visit <https://carverfinancialservices.com/experiences/client-getaways/> for more info!

* Raymond James is not affiliated with and does not endorse the services of Bright Wishes Travel or Martiz Global Events.



2024 Client Trip Costa Rica



Randy Carver has been offering the opportunity for clients, their family and friends to join him on once-in-a-lifetime VIP excursions since he began the practice back in the late 80's. These trips have taken him and his guests to exotic and breathtaking locations such as the Amazon, Alaska, Africa, Europe and the Orient.

As the team has grown, he's created more opportunities to getaway for fun and relaxation. He works with some of the industry's top travel experts, who are dedicated to the type of high-end service our clients have come to expect from Carver Financial. Each trip has been planned down to the most minute detail, to allow clients the opportunity to enjoy their travels and not have to worry about all the ins and outs of international travel.

Preserving the Human Touch: Carver Financial Services Stands Apart in an Era of Tech-Driven Change

We have always been committed to using state-of-the-art technology and in 2023 made our largest commitment to updating our tech stack. In an era marked by rapid technological advancement, many businesses are embracing automation and artificial intelligence as they seek to reduce costs and streamline operations. Part of this effort involves replacing human interaction with automation. Amid this shift toward tech-driven efficiency, Carver Financial Services chooses a different path — one that prioritizes personal connections. We are committed to preserving the invaluable human touch in our client interactions.



The Technological Revolution

The integration of technology into worldwide business operations has yielded undeniable benefits. Automation, chatbots, algorithms and data analytics have optimized processes, improved response times and enhanced overall efficiency. While these advancements have their merits, they also raise concerns about the erosion of genuine human interactions. We believe that state-of-the-art technology can be used to enhance and support the personal interaction but should never replace it.

Many businesses are opting for a tech-driven approach that minimizes or, in some cases, completely replaces human interaction with automated systems. **Here are some common examples:**

1	Chatbots and automated customer service: Automated chatbots are often used for routine inquiries and support, reducing the need for human agents.
2	Self-service portals: Many companies encourage clients to use self-service portals for tasks like account management, reducing the need for direct human involvement.
3	Robo-advisors: In the financial industry, robo-advisors are becoming increasingly popular, providing automated investment advice and portfolio management.

Carver Financial Services: A Different Approach

Carver Financial Services recognizes the potential benefits of technology but firmly believes in preserving the human touch in client interactions. [Here's why:](#)



1. Human interaction builds trust and relationships:

The financial industry is built on trust and relationships. Carver understands that personal

connections and individualized attention are essential for fostering trust, which is the cornerstone of successful financial advisory services. We believe all planning must be based on your personal goals, needs and core beliefs. This means getting to know you at a level a computer cannot.



2. Human intuition and compassion are needed to guide clients in making complex financial decisions:

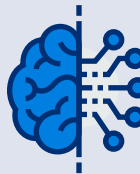
Financial decisions are often intricate and emotionally charged. Clients appreciate the empathy, understanding and expertise that only a human advisor can provide when navigating complex financial landscapes.



3. Human experience and expertise are needed to create tailored financial planning:

At Carver Financial Services, we believe financial

planning should be highly personalized. Human advisors take into account each client's unique goals, risk tolerance and life circumstances to create tailored strategies.



4. Human Advisors Embrace Technology Mindfully:

While the Carver team values and prioritizes personal interaction, we also embrace

technology to enhance efficiency and provide clients with a seamless experience. We use technology to support advisors, not replace them, allowing them to focus on meaningful client interactions

In a world where technology-driven solutions are becoming increasingly prevalent, Carver Financial Services remains committed to the fundamental importance of the human touch. By prioritizing genuine human interaction, trust and personalized service, Carver distinguishes itself in the financial industry. While technology can undoubtedly improve efficiency, we recognize that when it comes to the financial well-being and confidence of our clients, there is no substitute for the warmth, understanding and expertise that only human beings can provide.

We have continued to increase our team and plan on doing so again in 2025 so we can provide personal and human attention supported by technology — not replaced by it.

10 Common Scams and How to Avoid Them

Familiarize yourself with these common swindles, often targeting retirees.

As we age, we may become more susceptible to fraudsters who make a living preying on retirees. This can be especially true for widows and widowers who are making decisions alone and may be particularly trusting of friendly strangers. In order to protect ourselves and those we love, it's important to be aware of the most common scams older Americans fall for.



ONE Lottery Scam

You get an unsolicited phone call or email saying you've won a large prize. All you need to do is send money to pay for shipping, taxes or some ancillary fee. You send the money, but the fictional prize never arrives.



TWO Grandchild Scam

Your grandchild calls to confess her troubles. Or so you think. It's not uncommon for someone posing as your grandchild to call and, preying on your compassion, claim to be in a crisis situation and need money urgently. They may also beg you not to call their parents (which would give the scam away).



THREE Computer Scam

Someone calls pretending to be from a major company, such as Microsoft, and says he can see that your computer has a virus. He offers to help you get rid of it by asking you to log into a website that lets him control your computer – then steals your ID information.



FOUR Charity Scam

You donate to one charity and end up being on every charity list. That's because they sell your name, phone number and email to other nonprofit and commercial organizations. These could include companies with similar names to charities you support – but they exist solely to scam donations.



FIVE Timeshare Scam

If you own a timeshare, you may get a call from someone claiming they're authorized to sell it for you, for a fee. After paying, however, you never hear from them again.



SIX Homeowner Scam

A man comes to your door and offers to clean your gutters or trim your trees, which sounds like a good idea. Until he asks for prepayment and never completes the job.



SEVEN Medical Scam

You get an unsolicited call about a discounted price for some kind of medical equipment (i.e., heart monitor, wheelchair or bathtub bench). You're asked for a deposit and your personal information or Medicaid number to send the equipment, which never arrives.



NINE Caregiver and Sweetheart Scam

These predators claim to care deeply for you or your well-being, but after winning your trust, they gain access to your accounts to steal money or identity information.



TEN Title Company Scam

Before purchasing or closing on a new property, a scammer intercepts an email from your real estate agent or title company. You're then sent fraudulent payment instructions to complete the transaction. Red flags include last-minute changes to instructions, a change in tone or word choice from prior emails, a new sender address and multiple payment requests.



EIGHT Foreclosure Scam

You're approached by a "professional" who claims your home is under threat of foreclosure and offers to pay off your mortgage or taxes if you sign over the deed to the property. With your deed, the fraudster can then refinance the mortgage for the full value of your home and take the money. Keep in mind, even if you sign over a deed to someone, you are still liable for your mortgage obligations.

These scams are common and widespread. But speaking with trusted loved ones or your financial professional before making decisions can help you avoid these traps.

Additionally, keep in mind these tips for staying safe:

- **Don't pay for things you don't remember ordering.**
- **Don't give your personal information to unknown third parties.**
- **Work with financial institutions that use fraud protection to safeguard your credit card and banking information.**
- **Don't click links in the body of suspicious emails, especially if they claim to come from your bank, credit card company, real estate agent or title company. Instead, log in to the company's official website or call them directly to verify.**
- **Don't let strangers into your house. Instead, ask for a business card and say your spouse, kids or lawyer will be in touch.**
- **Be wary of caregivers and suitors, especially if you notice signs of substance abuse or other red flags.**
- **Limit the purchases and donations you make by check, which may list your home address or other key data.**

If you suspect you've fallen victim to a scam or that your identity has been compromised, it's time to act. Report the incident to your advisor right away to help protect your accounts, and consult [identitytheft.gov](https://www.identitytheft.gov) to see the Federal Trade Commission's recommendations for critical next steps. Additionally, reporting cybercrime incidents to the FBI can help federal agencies respond quicker and more effectively to threats.

Resources for You

Since 1990, Carver Financial Services Inc. has been driven by a singular mission: to enhance the lives of our clients and community. We believe that financial planning is just one part of a larger picture, and we are dedicated to helping individuals grow into the best versions of themselves.

Raymond James' resources go beyond finances, offering customized lending options, concierge medical access, and referrals for many needs in your life. Our goal is to nurture personal growth and fulfillment in every area. Please reach out to your advisor whenever we can be of assistance.

Lending*

- Securities Based Lines of Credit for individuals & business and Standby Letters of Credit

Mortgages**

- Adjustable rate, Interest only, fixed rate, jumbo
- Pledged securities mortgage
- Home Equity Line of Credit (HELOCs)
- Differentiators / Unique strategies:
 - Non-occupant co-borrower
 - Asset-based income calculation
 - Technical refinance

Tailored Lending*

- Liquidity solutions for concentrated equity positions or private shares
- Loans with unique collateral pledged, illiquid assets
 - Hedge Funds
 - ADRs
 - Cash surrender value of life insurance

Commercial Real Estate Lending**

- Use cases: Multifamily, retail, industrial, medical office buildings, hospitality, data centers, self-storage, senior housing

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PinnacleCare - Health Care Concierge*

PinnacleCare will be your guide through health care needs – reducing potential delays and costs from inappropriate and unnecessary procedures that could slow down their progress.

Specialty Insurance Review***

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Clients have access to private aviation via our special relationship with Jet Linx.

For one-time charters or regular jet cards

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Trust Company Services****

Raymond James Trust, N.A. offers full Trust services ranging from serving as a Corporate Trustee to settling an estate.

Please reach out to your advisor with any needs. If we do not have an immediate solution we can refer you to someone who does. We are here for you!

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