



## Client Relationship Summary (Form CRS)

Walker Financial Advisors, Inc. (WFA) is a wealth management and investment advisory firm registered with the Securities and Exchange Commission. The firm was founded by Scott Walker in 1986 with a mission to provide objective unbiased advice for a fee. We are an independent fee-only fiduciary advisor. We have chosen Schwab Advisor Services to provide custody and brokerage services for our client accounts.

*Brokerage and investment advisory services and fees differ, and it is important that you understand these differences. Free and simple tools are available to research firms at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisors, and investing.*

**(Please note: The italicized text in this document represents S.E.C. mandated language and conversation starters.)**

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

**Private Client Asset Management** is our primary service offering to investors that meet our relationship minimum of \$500,000. Once we get to know you and your financial position, we design and implement a custom-tailored portfolio comprised of individual common stocks, bonds, and select equity and fixed-income exchange-traded funds (ETF's). Clients authorize us to manage the account on a discretionary basis based upon a mutually agreed upon asset allocation target. Scott Walker, CFP®, Warren Isenberg, CFP®, & Nick Walker CFP® monitor accounts on a regular basis, with security-specific news and prices monitored daily. We hold many of the same securities for our client accounts that we hold in our own retirement accounts, so our interests are closely aligned. Ancillary financial planning advice is provided at no additional cost, as is access to eMoney, a secure portal to your personal financial website.

**Financial Planning / Advice** is our secondary service offering for those not meeting our minimum or those who desire advice on a one-time or stand-alone basis. Specialty Plans address a specific issue or concern regarding investment management, tax planning, retirement planning, estate planning, or risk management (insurance). Under the terms of this service, investment management is non-discretionary whereby we provide asset allocation advice and typically make the initial investments, but no on-going monitoring or supervision is provided.

*Ask your financial professional: 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?

Under our **Private Client Asset Management Agreement**, your management fee is based on an annual percentage of the total assets in your account and is calculated and billed quarterly in advance. The annual fee for new accounts is as follows:

First \$1,000,000	-	1.00%
Next \$4,000,000	-	0.75%
Next \$5,000,000	-	0.50%
Over \$10,000,000	-	0.25%

Each client is subject to a minimum fee of \$1,250 per quarter. All accounts are aggregated per client to qualify for fee discounts. Qualified prospective clients under this service are entitled to an initial one-hour courtesy consultation.

There are no account maintenance fees or brokerage commissions to buy or sell exchange-traded securities through Schwab. There is a \$15 prime broker fee charged by Schwab when a municipal bond is purchased on the

secondary market through a third-party brokerage firm. This Prime broker relationship is only utilized when the bonds being considered are not available through Schwab. When ETF's and mutual funds are held in an account, clients do pay a fund management fee in addition to our advisory fee. We endeavor to minimize these costs and favor lower expense ratios.

Under our **Financial Advisory Agreement**, hourly rates for professional advice are \$250 for Nick Walker, \$350 for Mr. Isenberg, and \$450 for Scott Walker. Flat fees for specialty plans or new account set up and implementation range from \$1,000 - \$5,000. The fee for a comprehensive financial plan will range from \$5,000 - \$10,000.

*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. Help me understand how these fees and costs might affect my investments. If I give you \$500,000, 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 must act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what that means:*

1. Our investment management fee would decrease when you make withdrawals.
2. Our investment management fee would increase when you make deposits.

As your investment advisor we must always act in your best interest in a fiduciary capacity and not put our interest ahead of yours. Our fee-only compensation method removes conflicts of interest that other advisors have when they accept brokerage and insurance commissions.

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

We receive a salary, bonuses based on asset growth, company retirement plan contributions, and other fringe benefits.

### **Disciplinary History - Do you or your financial professionals have legal or disciplinary history?**

No.

Visit [Investor.gov/CRS](https://investor.gov/CRS) for a free search tool to research us and our financial professionals.

### **Additional Information**

For additional information on our advisory services and to request a copy of the relationship summary, please call (949)367-1961, or visit our web site: <https://www.walkerfinancial.com/>. Our complete disclosure document, Form ADV, Part 2A may be accessed via the following link [here](#).

*Ask your financial professional: Who is my primary contact person? Is he or she a representative of WFA? Who can I talk to if I have concerns about how this person is treating me?*