

Scott Smith Financial, Inc. - Client Relationship Summary

Scott Smith Financial, Inc. ("our," "we," or "us") is an investment adviser registered with the U.S. Securities and Exchange Commission ("SEC"). **Brokerage and investment advisory services and fees differ and it is important for you to understand the differences.**

Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker dealers, investment advisers, and investing.

Throughout this Form CRS you will see red text boxes like this one. These contain questions that might be helpful for you to ask us.

WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

Services

We offer personalized advisory services to retail investors by giving you continuous advice and making investments for your account based on your individual investment goals. Investment management services are provided either through a wrap fee asset allocation program or through a traditional investment management account. While our investment management services includes elements of financial planning, we also offer financial planning as a stand-alone service. In addition, we offer retirement plan consulting.

Monitoring

We monitor the investments in your portfolio on an ongoing basis. We will contact you (by phone or email) at least annually to discuss your portfolio and to see if there are any changes in your financial circumstances and investment guidelines. Based on what we learn, your accounts will be rebalanced to meet your changing needs, stated goals and objectives. Typically, no monitoring or formal reviews will be conducted for financial planning clients.

Investment Authority

When clients establish a wrap fee account, they give us limited discretionary authority to place orders through custodians, select investments in their model, reallocate assets and rebalance accounts in accordance with their investment objectives. For traditional investment management services, we only offer our services on a discretionary basis which means you allow us to buy and sell investments without asking you in advance.

Account Minimums

In order for you to establish an investment management relationship with us, we require a minimum account size of \$25,000, although we may waive this requirement under certain circumstances. There are no account minimums for our financial planning services.

YOU CAN FIND ADDITIONAL INFORMATION ABOUT OUR ADVISORY SERVICES IN ITEMS 4 AND 7 OF OUR [FORM ADV PART 2A](#).

Some questions that may be helpful for you to ask us about our services:

- 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?

FEES, COSTS, CONFLICTS, AND STANDARD OF CONDUCT

What fees will I pay?

Wrap fee clients pay an asset-based fee, quarterly in arrears, based on the value of the investments in your account. The wrap fee includes most transaction costs and fees to a broker-dealer that has custody of these assets. Investment management clients pay an asset-based fee quarterly in arrears. *In regard to our asset-based fees, the more assets that are in your account, the more you will pay in fees and therefore, we may have an incentive to encourage you to increase the assets in your account.* Fees will be automatically deducted from your advisory account, but in rare cases, we will agree to send you invoices rather than automatically deduct our fees from your advisory account. Financial Planning is offered for a flat fee.

In addition to our advisory fees, you may be responsible for paying some or all of the following types of fees:

- Fees paid to the custodian that holds the assets in your account
- The fees paid to managers of the mutual fund(s) that are selected for your account
- Transaction fees when an investment is bought or sold for your account

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 investment over time. Please make sure you understand what fees and costs you are paying.

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YOU CAN FIND INFORMATION ABOUT THE COSTS ASSOCIATED WITH OUR ADVISORY SERVICES IN OUR [FORM ADV PART 2A](#).

A question that may help you understand how these fees and costs might affect your investments:

- If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we have to 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. Our advisors have an economic incentive to encourage you to invest money through them, since this increases their compensation (because they are paid in part based on the assets they manage). While we do not believe this is a material conflict, you should be aware of this. Our firm's financial professionals include licensed insurance agents who sell insurance products for a commission. They have an incentive to recommend insurance products to you in order to increase their compensation, but you are under no obligation to purchase these products through them.

YOU CAN FIND ADDITIONAL INFORMATION ABOUT CONFLICTS OF INTEREST ASSOCIATED WITH OUR ADVISORY SERVICES IN ITEM 10 OF OUR [FORM ADV PART 2A BROCHURE](#).

A question that may help you understand our conflicts of interest:

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

How do your financial professionals make money?

Our financial professionals are compensated based on the amount of client assets that they service, and the time and complexity required to meet client's needs.

DISCIPLINARY HISTORY

Do you or your financial professionals have legal or disciplinary history? Yes No

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Some questions that may be helpful for you to ask us about our disciplinary history:

- As a financial professional, do you have any disciplinary history and, if yes, for what type of conduct?

Additional Information

Additional information about us is also available on the SEC's website at www.adviserinfo.sec.gov. You can search this site by a unique identifying number known as a CRD number. The CRD number for our advisory firm is **138393**. Please contact us at (248) 946-4515 if you would like a copy of, or if you have any questions about, the contents of this Client Relationship Summary.

Some questions that may be helpful for you to ask us about contacting us or making a complaint:

- Who is my primary contact person?
- Is he or she a representative of your advisory firm?
- Who can I talk to if I have concerns about how this person is treating me?