

FORM CRS - Form ADV Part 3

Financial Decisions, Inc. is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing. This document is a summary of the services and fees we offer to "retail" investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

What investment services and advice can you provide me?

We offer the following investment advisory services to retail investors: **Portfolio Management Services; Retirement Planning Services; Pension Consulting Services; Selection of Other Advisers.** For a description of each service listed above, refer to our Form ADV Part 2A disclosure by clicking the following link [Form ADV Part 2A](#). Refer to Items 4, 7, 8, 13 and 16.

Account Monitoring: If you open an investment account with our firm, as part of our standard service we will monitor your investments on a continuous basis, with an internal review conducted at least quarterly.

Investment Authority: We manage investment accounts on a discretionary basis whereby we will decide which investments to buy or sell for your account. We have discretion to select, retain or replace third-party managers to manage your accounts. You may limit our discretionary authority (for example, limiting the types of securities that can be purchased or sold for your account) by providing our firm with your restrictions and guidelines in writing. We also offer non-discretionary investment management services whereby we will provide advice, but you will ultimately decide which investments to buy and sell for your account. You have an unrestricted right to decline to implement any advice provided by our firm on a non-discretionary basis.

Investment Offerings: While we provide advice on various types of investments, we primarily offer advice on Corporate and Municipal Bonds, no-load Mutual Funds, Exchange Traded Securities, and Certificates of Deposit. However, our services are not limited to a specific type of investment or product. Refer to our Form ADV Part 2A Items 4 and 8 for additional disclosures on this topic by clicking this link [Form ADV Part 2A](#).

Account Minimums and Requirements: In general, we require a minimum account size of \$250,000 to open and maintain an advisory account, which may be waived in our discretion.

Key Questions to 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?

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services. For detailed information, refer to our Form ADV Part 2A, Items 4, 5 and 6 by clicking this link [Form ADV Part 2A](#).

- **Asset Based Fees** - Payable quarterly either in advance or in arrear. Since the fees we receive are asset-based (i.e. based on the value of your account), we have an incentive to increase your account value which creates a conflict especially for those accounts holding illiquid or hard-to-value assets;
- **Hourly and Fixed Fees** - A deposit of 50% of the total estimated fee will be due in advance and the remainder will be due as invoiced upon completion of the services rendered.
- **Other Advisory Fees** - Advisory fees charged by third party money managers, which are separate and apart from our fees.
- Clients may also pay additional fees and/or expenses. Common fees and costs applicable to our clients are: Custodian fees; Account maintenance fees; Mutual fund and ETF fees; Transaction charges when purchasing or selling securities; and other product-level fees associated with your investments

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.

Key Questions to Ask Your Financial Professional

- **Help me understand how these fees and costs might affect my 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. Here are some examples to help you understand what this means.

- **Third-Party Payments:** Persons providing investment advice on behalf of our firm are licensed as independent insurance agents. These persons will earn commission-based compensation for selling insurance products. Insurance commissions are separate and in addition to our advisory fees. This practice presents a conflict of interest because they have an incentive to recommend insurance products to you for the purpose of generating commissions rather than solely based on your needs.
- Because our revenue is derived from asset-based fees, we have an incentive to grow your account as much as possible. This could cause us to take overly aggressive positions in conflict with your interests in an attempt to grow your account, or could incentivize us to inflate the valuations of illiquid investments held in your account.
- We exclusively refer clients to Fred M. Lee Financial Corp. d/b/a Financial Decisions for pension administration services as we are under common control and ownership Fred M. Lee Financial Corporation. The d/b/a Financial Decisions exclusively refers clients to our firm for investment advisory services. The fees for these services are separate and in addition to our advisory fees. There is an inherent conflict of interest given the affiliation of the firms and the companies believe their fees are competitive, clients are advised that lower fees for comparable services may be available in the marketplace and clients are under no obligation to use the services of either company.

How do your financial professionals make money?

Our Company and the financial professional servicing your account(s) are compensated by Salary and bonus. Financial professionals' compensation is based on the revenue the firm earns from the person's services or recommendations.

Refer to our [Form ADV Part 2A](#) Items 4, 5, 10, 11, and 12 to help you understand what conflicts exist.

Key Questions to Ask Your Financial Professional

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

Do you or your financial professionals have legal or disciplinary history?

No, our firm and our financial professionals currently do not have any legal or disciplinary history to disclose.

Visit Investor.gov/CRS for a free and simple research tool.

Key Questions to Ask Your Financial Professional

- **As a financial professional, do you have any disciplinary history? For what type of conduct?**

You can find additional information about your investment advisory services and request a copy of the relationship summary at 209-957-7413 or click the link provided [Form ADV Part 2A](#).

Key Questions to Ask Your Financial Professional

- **Who is my primary contact person?**
- **Is he or she a representative of an investment adviser or a broker-dealer?**
- **Who can I talk to if I have concerns about how this person is treating me?**