

## Relationship Summary (Form CRS)

April 23, 2020

### Introduction

Blankinship & Foster, LLC is registered with the Securities and Exchange Commission as an Investment Adviser. Brokerage and investment advisory services and fees differ among advisors and it is important for you to understand the differences. The SEC offers free and simple tools to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/crs) which also provides information tailored to educate retail investors about financial professionals.

### Relationships and Services

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

Our firm offers the following principal investment advisory services to retail investors:

- Investment portfolio management
- Financial planning
- Wealth Management (the combination of Investment portfolio management and financial planning)

For additional information including minimum investment amounts, please see [www.bfadvisors.com](http://www.bfadvisors.com) or <https://www.adviserinfo.sec.gov/IAPD/default.aspx> for our Form ADV, 2A brochure (Items 4 and 7 of Part 2A or Items 4.A. and 5 of Part 2A Appendix 1).

#### **Conversation starters.** *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?*

### Fees, Costs, Conflicts and Compensation

#### **What fees will I pay?**

Blankinship & Foster charges quarterly investment management fees and may charge financial planning fees. Our fees are disclosed in our Form ADV Part 1A, Item 5.E. and more fully described in our Form ADV Part 2A, Items 5.A., B., C., and D. Fees may create a conflict of interest described below and in more detail in our Firm's Part 2A.

Other fees you may pay include transaction fees charged by custodians or operating expenses charged by mutual funds. Blankinship & Foster does not earn any revenue from these fees.

#### **Additional Information:**

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.

For more detailed information about our fees and costs please review our Form ADV, Part 2A brochure (specifically Items 5.A., B., C., and D.) which can be found at [www.bfadvisors.com](http://www.bfadvisors.com) or <https://www.adviserinfo.sec.gov/IAPD/default.aspx>.

**Conversation starters.** 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?**

We are obligated by our fiduciary duty to act in your best interest and not put our interest ahead of yours.

We do not make money in any other way than the Investment management or financial planning fees paid by our clients. The way we do make money may create a potential conflict with your interests. For example, when we charge you asset based fees, more assets in the account will cause you to pay more in fees and therefore we may have an incentive to encourage you to increase the amount of money invested in those accounts. You should understand and ask us about this conflict because it can affect the investment advice we provide you.

**Conversation starters.** Ask your financial professional:

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

For more detailed information about our fees and costs please review our Form ADV, Part 2A brochure (specifically Items 5.A., B., C., and D.) which can be found at [www.bfadvisors.com](http://www.bfadvisors.com) or <https://www.adviserinfo.sec.gov/IAPD/default.aspx>.

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

We pay our professionals a base salary and bonus based on the firm's overall revenue. They do not have the opportunity to earn more when opening more accounts, increasing assets or investing in riskier investments.

**Disciplinary History**

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

Our firm has no disciplinary history. Visit <http://Investor.gov/CRS> for a free and simple search tool to research our firm and our financial professionals.

**Conversation Starters.** Ask your financial professional:

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

**Additional Information**

You can find additional information about our services and request a copy of the relationship summary by visiting [www.bfadvisors.com](http://www.bfadvisors.com); emailing at [bf@bfadvisors.com](mailto:bf@bfadvisors.com) or calling us at 858-755-5166.

**Conversation Starters.** 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?