

## Client Relationship Summary (Form CRS)

November 17, 2022

### Introduction

Blankinship & Foster, LLC is registered with the Securities and Exchange Commission as an Investment Adviser. Brokerage and investment advisory services and fees differ, 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?*** Blankinship & Foster, LLC offers financial planning, investment portfolio management, wealth management, and other consulting services to retail investors. Our investment management services are provided on a discretionary basis, which allows us to buy and sell investments in your account without asking for your approval in advance. This discretionary authority is provided via our advisory agreement you execute, and we maintain this discretion until it is revoked (*e.g.*, by termination of our agreement or upon written instruction from you). Clients are allowed to impose reasonable restrictions on the types of securities, sectors and/or industries they do not want to be included in their portfolio. Such restrictions must be communicated to us in advance and documented in writing. Generally, the minimum investment amount to open an investment management account with us is \$1,000,000 but we may accept smaller portfolios at our discretion. We monitor your investment management account on a periodic basis, which can be triggered by certain events, such as additions or withdrawals, asset allocation changes, and/or changes in client objectives. We typically do not limit the types of investments that we recommend. For our financial planning services, we gather information from you and assist with developing a strategy for managing income, assets, and liabilities in order to meet your overall financial objectives. With our financial planning services, you retain absolute discretion over all implementation decisions and are under no obligation to act upon any of our recommendations; the ultimate decision regarding the purchase or sale of investments lies with you. Our wealth management services include both financial planning and investment management services. Our consulting services are project based, such as an evaluation of a specific venture or investment a client wants to consider.

**For additional information** about our services and advice, please read Items 4, 7, and 8 of our Form ADV, 2A disclosure brochure. Click [here](#) for a copy or call us at (858) 755-5166.

**Conversation starters.** *Ask one of our financial professionals the following questions:*

- *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?***

For investment management services, Blankinship & Foster charges fees in one of two ways. You may pay a flat quarterly fee in an amount agreed in advance or an annual fee, which is based on a percentage of the fair market value of your assets under our management. The fee percentage is tiered and begins at 1% or a minimum of \$10,000 for assets up to \$1 million, with the last tier being 0.40% for assets in excess of \$5 million. Our minimum annual fee is \$10,000, so if your managed assets with us are less than \$1 million, your fee will equal more than 1%. Charging asset-based fees creates a conflict of interest since the more assets you have with us, the more fees you will pay, which gives us an incentive to encourage you to increase the amount of your assets that we manage. We also offer a special fee program to early career physicians, which provides for a lower minimum fee of annual \$6000 until the account assets exceed \$600,000, at which time the tiered fee schedule will apply. Tiered fees are applied at a household level where family accounts (as defined in our advisory agreement) are aggregated together to apply the fee tier. All fees are billed on a quarterly-basis in advance.

For financial planning services, Blankinship & Foster charges fees in one of three ways. You may pay an hourly fee at a rate of \$300.00 per hour. Support staff time may be billed at a lower rate where appropriate. Or you may pay a flat fee and make a

deposit against the fee as agreed in advance. Lastly, you may pay an hourly rate, subject to a maximum total fee as agreed upon in advance. Billing for financial planning services and other consulting services is quarterly in arrears or upon completion.

All our fees are negotiable. Also, you will pay additional fees to third parties in connection with your managed account. These can include (as applicable), custodian fees, transaction charges, mutual fund 12b-1 fees, distribution fees, deferred sales charges, IRA fees, and/or other account administrative fees.

*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 other costs, along with applicable conflicts, please review Items 5, 10, and 14 of our Form ADV, Part 2A disclosure brochure. Click [here](#) for a copy or call us at (858) 755-5166.

**Conversation starters.** Ask one of our financial professionals the following:

- 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 affect the investment advice we provide you. Here is an example to help you understand what this means. Blankinship & Foster recommends Schwab Advisor Services to serve as custodian to our clients. As part of their custodian platform, Schwab provides us with certain products and services at no cost that benefit us but do not benefit our clients. Certain of these products and services assist us in managing and administering our clients' accounts and others help us develop our business. The receipt of such creates a conflict of interest as it gives us an incentive to have clients custody their assets with Schwab.

**Conversation starters.** Ask one of our financial professionals the following:

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

For more detailed information about our conflicts of interest, please review Items 4, 10, 11, 12, and 14 of our Form ADV, Part 2A disclosure brochure. Click [here](#) for a copy or call us at (858) 755-5166.

### **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. In addition, they do not get compensation based on the types of investment products we invest/recommend for clients.

### **Disciplinary History**

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

No. Please visit <http://Investor.gov/CRS> for a free and simple search tool to research our firm and our financial professionals.

**Conversation Starters.** Ask one of our financial professionals the following:

- 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 one of our financial professionals the following:

- 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?

# Exhibit A

Form CRS – Client Relationship Summary  
Blankinship & Foster  
November 17, 2022

## Summary of Material Changes

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

Expanded the description of the financial planning and investment management services we offer, including adding information on our minimum account amount, our discretionary authority, and how we monitor client accounts.

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

Expanded information on the types and amount of fees we charge for our financial planning and investment management services and updated the disclosures on third party fees that a client can be charged.

### ***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?***

Updated to include disclosures regarding the benefits received by Blankinship & Foster when clients use Schwab as their custodian.

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

Add language that our financial professionals do not get compensated based on the types of investment products we invest/recommend for clients.