



## Form ADV, Part 3 (Form CRS) Client Relationship Summary

### Item 1. Introduction

Walker Financial Advisors, Inc. (WFA) is registered with the Securities and Exchange Commission as an investment advisor. Our firm was founded by Scott Walker in 1986 as Walker Financial Consultants, with a mission to provide unbiased advice for a fee. The firm was incorporated with the current name in 1998. We are an independent fee-only fiduciary advisor that has chosen Schwab Institutional to provide custody and brokerage services for our clients. Brokerage and investment advisory services and fees differ, and we believe it's important that you understand those differences.

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

### Item 2. Relationships and Services - What investment services and advice can you provide me?

**Asset Management** is our primary service offering to retail investors that meet our relationship minimum of \$500,000. Once we gather data and get to know you, we provide a custom-tailored portfolio comprised of individual stocks and bonds, along with select exchange-traded funds (ETF's) and actively managed mutual funds. Clients authorize us to manage the account and act on a discretionary through a limited power of attorney. Scott Walker, CFP® and Warren Isenberg, CFP® monitor accounts on a regular basis, with security prices monitored daily. We purchase many of the same securities for our client accounts that we hold in our own individual accounts, so our interests are closely aligned. Ancillary financial planning advice is provided at no additional cost under this service.

*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.*

**Financial Planning / Advice** is our other 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). Regarding investment management, this is a non-discretionary service where we provide asset allocation advice and typically make the initial investments. However, there is no on-going monitoring or supervision under this service.

*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?*

### Item 3. Fees, Costs, Conflicts, and Standard of Conduct

*What fees will I pay?* Under our **asset management agreement**, your management fee is based on an annual percentage of assets managed and is calculated and billed quarterly in advance. The annual fee for new accounts is as follows:

First \$500,000	- 1.00%
Next \$500,000	- 0.75%
Over \$1,000,000	- 0.50%
Over \$5,000,000	- 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 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. We pay a \$15 transaction fee to Schwab to buy/sell the lowest expense share class with mutual funds. There is also a \$15 prime broker fee charged by Schwab when a municipal bond is purchased from Stifel and allocated into the client's Schwab account. This outlet is only utilized when the bonds 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.

Under our **financial advisory agreement**, hourly rates vary from \$250-\$300 per hour for professional advice. Fees for specialty plans range from \$1,000 - \$5,000. The fee for a comprehensive financial plan will range from \$5,000 - \$10,000.

*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, as our fee increases based on the amount of money you deposit. You should understand and ask us about these conflicts because they can affect the investment advice we provide you.*

*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. What impact will fees and costs have on 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? How might your conflicts of interest affect me, and how will you address them?*

*How do your financial professionals make money? They receive a salary, retirement plan contributions, bonuses based on asset growth, and other fringe benefits. As a fee-only fiduciary advisory firm, we do not accept product commissions.*

#### **Item 4. Disciplinary History**

*Do you or your financial professionals have legal or disciplinary history? Yes. For what type of conduct?*

An administrative oversight caused WFA's registration to lapse when a legislative mandate necessitated a change from SEC registration to the CA Department of Corporations in 2012. WFA entered into a settlement agreement with the CA Commissioner of Corporations on 2/16/2013 under which it agreed to pay a fine. No further action was taken. Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free search tool to research us and our financial professionals.

#### **Item 5. 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: <https://walkerfinancial.com/storage/documents/636518.pdf>

*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?*

**Please note: The italicized text represents S.E.C. mandated language, that is intended to be conversation starters.**