

**YHB Investment Advisors, Inc.**  
**Client Relationship Summary Form CRS**  
**June 24, 2020**

**Introduction: Is an Investment Advisory Account Right for You?**

YHB Investment Advisors (YHB) is registered with the Securities and Exchange Commission (SEC) as an investment adviser. **We are an investment adviser and provide advisory accounts and services rather than brokerage accounts and services.** There are different ways you can get help with your investments. Investment advisory and brokerage services and fees are different. It is important for retail investors to understand the differences.

Free and simple tools are available to research firms and financial professionals at the SEC website [Investor.gov/CRS](https://www.investor.gov/CRS) which also provides educational information about investment advisers, broker-dealers, and investing. You should carefully consider which types of accounts and services are right for you.

This document gives you a summary of the types of services we provide and how you pay. Please ask us for more information.

**Relationships and Services: What Investment Services and Advice Can You Provide Me?**

***Given my financial situation, should I choose an investment advisory service? Why or why not?***

Our firm and its employees act as fiduciaries on your behalf. We offer advisory services for **discretionary accounts** that allow us to buy and sell investments in retail investors' accounts without asking you in advance. We discuss your investment goals with you to design and document a strategy to achieve those objectives. Portfolio managers review all portfolios at least quarterly, and often much more frequently, as part of our standard service. We manage accounts for individuals, families, corporations, non-profits, trusts, estates, municipalities, retirement plans and charitable endowment accounts.

Upon request we help with retirement planning, college savings and other financial needs. YHB has no proprietary investments. We do not generally invest in limited investment offerings (e.g., IPOs), but we do attempt to make such investments available upon request. The firm has no minimum account size or investment amounts.

***How will you choose which investments to recommend to me?***

YHB is independent and employee owned. We sell no products and are unbiased in the investments that we purchase for your portfolios. To optimize your investment success, our objective is to minimize expenses and taxes, and therefore favor using individual stocks and bonds where appropriate vs. funds. We have access to many resources for research to analyze securities for consideration for investment.

***What is your relevant experience, including licenses, education and other qualifications? What do these qualifications mean?***

All portfolio managers have university B.S. or B.A. degrees. Some have master's degrees including MBAs (Master of Business Administration). All have met the qualifications to be registered with the SEC. Several have the designation of CFA (Certified Financial Analyst) charter holders or CFP (Certified Financial Planner). Two have passed the CPA (Certified Public Accountant) exams and have relevant experience.

## **Fees, Costs, Conflicts and Standards of Conduct**

### ***What Fees Will I Pay?***

For our services we will receive an ongoing, asset-based *advisory fee*, assessed quarterly on the investments and any cash in the advisory account. Our incentives are aligned with clients in that as your assets increase, your management fee also increases. This could lead to a potential conflict of interest to encourage clients to increase assets under management. Custodians and brokers may charge for certain transactions including some trades, Fed wire transfers, and margin loans. Mutual funds and exchange-traded funds charge for the management and administration of their funds. More details are available in Form ADV 2A, Item 5. 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 the fees and costs you are paying.

### ***Help me understand how these fees and costs might affect my investment. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?***

Portfolios with individual stocks and bonds could cost as low as \$101 per \$10,000, or 1.01% in fees with \$9,899 for investment. Accounts with more funds vs. individual securities can trend higher to approximately \$121 per \$10,000 or 1.21% in fees with \$9,879 in investment.

### ***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?***

When we act as your investment advisor, we act in your best interest and do 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. For example, because our fees increase with higher assets under management, retirement account rollovers or new asset contributions to charitable endowment accounts may present a conflict of interest. Therefore, the firm may have an incentive to encourage a retail investor to increase their account assets.

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

When we discuss our services we identify the advantages and reasons why you might want professional management of your assets for a fee vs. non-management. We identify situations that might create conflicts of interest in the disclosure documents that we provide you.

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

YHB's sole source of income is from the management of investment assets with the insignificant exception of providing recordkeeping and file organization services to a small number of clients. Certain investment professionals serve as trustees and receive a trustee fee for the administration of the trusts. YHB does not serve as a trustee. Many investment professionals are stockholders in YHB and receive dividends on their ownership shares.

## **Disciplinary History: Do You or Your Financial Professionals Have Legal or Disciplinary History?**

No. The SEC website [Investor.gov/CRS](https://www.investor.gov/crs) provides information about YHB and our investment advisers.

## **Additional Information**

Retail investors can find additional information from the SEC ADV Part 2A and the Form CRS Relationship Summary on our website or by calling Mark W. Everette, CEO, at 860-561-7050.

***Who is my primary contact person? Is he or she a representative of an investment advisor?*** Every client has one or more investment advisors as a primary contact(s) who is (are) registered with the SEC.

***Who can I talk to if I have concerns about how this person is treating me?*** Mark W. Everette, Chief Executive Officer, 860-561-7050.