# Silver Oak Advisory Group, Inc. Customer Relationship Summary (CRS) / ADV Part 3 May 2020



#### Introduction

Silver Oak Advisory Group, Inc. ("Silver Oak", "we", "our", "us") is registered as an investment adviser with the Securities and Exchange Commission (SEC).

Brokerage and investment advisory services and fees differ and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at <a href="Investor.gov/CRS">Investor.gov/CRS</a>, which also provides educational material about broker-dealers, investment advisers, and investing.

# What investment services and advice can you provide me?

Silver Oak provides Portfolio Management and ad hoc Financial Planning services to individuals, trusts, estates, and charitable organizations. Services may include determination of financial objectives, identification of financial issues, cash flow management, tax planning, insurance planning, investment management, education funding, retirement planning, and estate planning.

Portfolio Management services are offered on a discretionary or non-discretionary basis according to the authority you provide in an investment advisory agreement with us. When you grant us discretionary authority you provide us with authority to determine the investments to buy and sell in your account on an ongoing basis. You may impose reasonable restrictions on our discretionary authority, which must be provided to us in writing and accepted by us. If you do not provide us with discretion, then we will make recommendations and you will have the final decision regarding whether we purchase or sell investments on your behalf. As part of portfolio management services, we will continuously monitor your investments and provide advice. We require a minimum annual fee for portfolio management services.

Ad hoc Financial Planning services are provided on an hourly or flat-fee engagement. We do not monitor your investments and you make the ultimate decision regarding the purchase and sale of investments and implementation of the financial plan.

Additional information about our services can be found in ADV Part 2A, Items 4 and 7.

## Questions to ask us:

- 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?

We charge a percentage of assets under management for portfolio management services. These fees are assessed on a quarterly basis, in arrears. You should be aware that the more assets there are in your account, the more you will pay in fees. This means we have an incentive to encourage you to increase the assets in your account. We also charge hourly and fixed fees for financial planning services. When you pay us only an hourly or fixed fee, it will not include fees for implementing recommendations made. This means we have an incentive to recommend additional advisory services to you for which additional fees are charged.

In addition to our fees, you may incur additional fees and costs related to the investments in your account, such as custodian fees, account maintenance fees, transaction costs, surrender charges, wire transfer and electronic fund fees, internal management fees of mutual funds and variable annuities, and other product related fees such as redemption 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.

Please refer to firm's ADV Part 2, Item 5 for additional information regarding our fees.

Questions to ask us: 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 providing recommendations 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.

Silver Oak allows our employees to purchase or sell the same securities that may be recommended to and purchased on behalf of Clients. Owning the same securities we recommend for you present a potential conflict of interest that, as fiduciaries, we must disclose to you and mitigate through policies and procedures.

Questions to ask us: How might your conflicts of interest affect me, and how will you address them?

## How do your financial professionals make money?

Our financial professionals are primarily compensated with a fixed annual salary. Additional compensation can be based on the amount of client assets they service, the time and complexity required to meet a client's needs and the revenue the firm earns from advisory services. There is no compensation linked to the investments offered or from sales commissions.

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

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

Question to ask us: As a financial professional, do you have any disciplinary history? For what type of conduct?

#### **Additional information**

You may request more information about our services and a copy of ADV Part 3 (Form CRS) by calling us at (503) 242-1715 or sending an email to <a href="mailto:compliance@silveroak.net">compliance@silveroak.net</a>.

Questions to ask us: 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?