Lewis Financial Management, LLC is registered with the Securities and Exchange Commision as an investment adviser. Brokerage and investment advisory services and fees differ and it is important for you to understand the 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 materials about broker-dealers, investment advisers, and investing.

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

We offer investment advisory services to retail investors. Our services include personalized confidential Financial Planning. Advice is provided through consultation with you and includes determination of financial objectives, identification of financial problems, investment management, cash-flow planning, charitable trust design (if applicable), tax planning, insurance planning, retirement and financial independence planning, college education planning, and estate planning. We offer these services through continuing Financial Advisory Consultations or Comprehensive Financial Planning. For continuing Financial Advisory Consultations, we do not provide ongoing monitoring of your investments. For Comprehensive Financial Planning we provide ongoing monthly supervisory and management services of your investments based on your needs, investment objectives, and any restrictions you place on your account as part of our standard services. We do not take discretionary trading authority over your accounts. You make the final decision on investment selection. You always maintain investment control. We provide investment advice on stocks, bonds, mutual funds, U.S. government securities, real estate investment trusts (REITs), oil and gas limited partnerships, business development companies (BDCs), and other alternative investments. We do not provide advice on commodities, futures, or commercial paper. For continuing Financial Advisory Consultations, there are no account minimums but we do require a minimum of two hours per meeting. For Comprehensive Financial Planning, we require a minimum account of \$2,000,000. We may lower this minimum in certain instances. For additional information, see Item 4, 6, 7, 12, 13 and 16 of our Form ADV Part 2A brochure.

### **KEY QUESTIONS TO ASK:**

- Given my financial situation, should I choose an investment advisory service? Why or why
- 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?

The types of fee you pay will depend on the service you select. For Financial Advisory Consultations, we charge an hourly fee. For Comprehensive Financial Planning, we charge an initial fee based on a percentage of investable assets and an ongoing annual fee based on your assets under management. We offer two fee schedules for the ongoing annual fee, Fee-Only or Reduced-Fee/Fee Plus Commissions. The Fee-Only arrangement applies when you want to use your own stockbroker to implement our investment recommendations. The Reduced-Fee or Fee Plus Commission applies when, at the time of entering into our Advisory Agreement, you wish to implement your Financial Plan recommendations through our financial professionals, Douglas J. Lewis, CFP®, Linda P. Lewis, MS, or Deborah R. Lewis, CFP®, in their capacity as registered representatives of The Strategic Financial Alliance, Inc., an unaffiliated brokerdealer. As registered representatives of The Strategic Financial Alliance, Inc., Doug, Linda, and Deborah receive a portion of the commissions paid to The Strategic Financial Alliance, Inc. by you. They also receive 12b-1 fees as a result of investments in certain mutual funds held by you. At the time of investment, they also receive compensation from the distributor of mutual funds recommended. Since Doug, Linda, and Deborah receive securities commissions and 12b-1 fees, this poses a conflict of interest and gives Doug, Linda, and Deborah an incentive to recommend investment products based on compensation received rather than on your needs. Mutual funds recommended by us offer a variety of share classes which represent the same underlying investments, including some that do not pay 12b-1 fees and would not result in compensation to Doug, Linda, or Deborah. For Comprehensive Financial Planning, the more assets there are in your advisory account, the more you will pay in fees; thus, we have an incentive to encourage you to increase the assets in your account. You will pay brokerage commissions discussed and internal expenses for mutual funds and direct participation programs in addition to our advisory fee. 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 additional information, please see Item 5 of our <u>Form ADV Part 2A brochure</u>.

### **KEY QUESTIONS TO ASK:**

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? 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 can affect the investment advice we provide you. Here are some examples to help you understand what this means. Douglas J. Lewis, CFP®, Linda P. Lewis, MS, and Deborah R. Lewis, CFP® are registered representatives with The Strategic Financial Alliance, Inc, a FINRA/SIPC Broker-Dealer. Should you choose to have Doug, Linda, or Deborah implement securities transactions, they will do so through The Strategic Financial Alliance, Inc. and they will recommend securities that receive customary brokerage fees (e.g. commissions and 12b-1 fees) even if there are share classes representing the same investment available that do not pay such customary brokerage fees. As registered representatives of The Strategic Financial Alliance, Inc., Doug, Linda, and Deborah receive a portion of the commissions paid to The Strategic Financial Alliance, Inc. by you. They also receive 12b-1 fees as a result of investments in certain mutual funds held by you. At the time of investment, they also receive compensation from the distributor of mutual funds recommended. Since Doug, Linda, and Deborah receive securities commissions and 12b-1 fees, this poses a conflict of interest and gives Doug, Linda, and Deborah an incentive to recommend investment products based on compensation received rather than on your needs. Mutual funds recommended by us offer a variety of share classes which represent the same underlying investments, including some that do not pay 12b-1 fees and would not result in compensation to Doug, Linda, or Deborah. Commissions and 12b-1 fees are in addition to advisory fees and such compensation may exceed advisory fees paid by you in any particular quarter. We do not offset or rebate advisory fees for these additional costs.

## **KEY QUESTIONS TO ASK:**

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

For more information about our conflicts, please see item 5 and 9 of our Form ADV Part 2A brochure.

### How do your financial professionals make money?

Our financial professionals are compensated based on fees for advice paid by you and transaction-based fees paid through The Strategic Financial Alliance, Inc. by you. Since our financial professionals receive transaction-based fees, this poses a conflict of interest and gives our financial professionals an incentive to recommend investment products based on compensation received rather than on your needs.

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

Yes. A free and simple search tool to research us and our financial professionals is available at investor.gov/CRS.

### **KEY QUESTIONS TO ASK:**

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

Additional information about our investment advisory services and an up-to-date copy of the relationship summary is available by contacting us at (919) 872-7000.

### **KEY QUESTIONS TO ASK:**

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?

# **Summary of Material Changes**

This document highlights material changes to the Form CRS previously filed on March 25, 2021.

- We require a minimum account size of \$2,000,000 for Comprehensive Financial Planning.
- For Comprehensive Financial Planning contracts executed after March 27, 2023, the minimum quarterly fee will be \$1,675.