

Item 1 – Introduction

Kuhn Advisors, Inc. (“Kuhn Advisors”) is an SEC-registered investment advisor that provides advisory services. Brokerage and investment advisory services and fees can differ among investment advisers, and it is important for you as a potential consumer to understand the differences. Free and simple tools are available to research firms and financial professionals at investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

Item 2 – Relationship Services

What investment services and advice can you provide me?

Kuhn Advisors offers financial planning and investment advisory services to individual investors and provides investment management services in accordance with the objectives of each client. Financial planning is provided as a bundled service with investment advisory services only and not on a standalone basis. Kuhn Advisors continuously monitors the underlying securities within all advisory accounts and reviews the overall accounts themselves no less frequently than quarterly. We also measure clients’ investment returns against the appropriate benchmarks in each asset class for various relevant time periods going back to the inception of the client relationship. Material changes in variables such as the client’s individual circumstances, or the market, political, or economic environment may trigger more frequent account reviews. For those clients to whom Kuhn Advisors provides financial planning services, we conduct reviews on an as needed or agreed upon basis.

With regard to advisory clients, Kuhn Advisors generally has discretionary authority to make the following determinations without obtaining the consent of the client before transactions are effected: (1) which securities are bought and sold for the account and (2) the total amount of securities bought and sold. The client grants this discretionary authority through a clause in Kuhn Advisors’ Investment Advisory Agreement. Kuhn Advisors may also provide a limited amount of other services tailored to the client’s needs. If the client has not granted Kuhn Advisors discretion, Kuhn Advisors obtains consent from clients (verbally or via e-mail) regarding purchases or sales of securities in the client’s accounts prior to executing a trade.

Kuhn Advisors requires a minimum of \$1 million in managed assets for new advisory client relationships. At the sole discretion of Kuhn Advisors, account minimums may be waived. For additional information, see Items 4, 7, 13 and 16 of Kuhn Advisors’ [Form ADV Part 2A](#) (Brochure).

Key questions to ask:

- 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?

Kuhn Advisors charges an asset-based management fee for its advisory services. You pay this fee whether you make or lose money on your investments. Kuhn Advisors bills its clients quarterly in advance based on the market value of managed assets on the last calendar day of the prior quarter according to the client’s fee schedule. These fees are non-negotiable. Due to historical reasons, some clients pay different rates that are not available to new clients. For financial planning, Kuhn Advisors charges a one-time upfront fee of \$500 for investment advisory clients with portfolios under \$500,000. Thereafter, a fee of \$200/month for single individuals or \$250/month for couples is charged on a monthly basis. These charges are separate and distinct from the fees paid for investment advisory services and are non-negotiable. Once an investment portfolio reaches \$500,000, Kuhn will waive the financial planning fee and only charge a management fee for its advisory services. While we generally bill for consulting services at an hourly rate, the client agreement provides the fee schedule, which is determined based on the scope of work. All fees paid to Kuhn Advisors for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds to their shareholders, described in each fund’s prospectus. All fees paid to Kuhn

Advisors for investment advisory services are separate and distinct from transaction fees charged by broker dealers and service charges or account maintenance fees that may be charged by custodians. Fees and costs will reduce the return on your investments over time. Please make sure you understand what costs you are incurring. For additional information, please see Item 5 of Kuhn Advisors' [Form ADV Part 2A](#).

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?

As your investment adviser, we are required to act in your best interest. However, the way we are compensated could create some conflicts with your interests. For example, in a situation where a client wishes to use invested dollars to pay off debt, the amount of money under management with Kuhn Advisors would be reduced, which would result in lower fees paid by the client. Nevertheless, we always act in a fiduciary capacity, meaning that our recommendations are made with your best interests as our primary responsibility.

How do your financial professionals make money?

Kuhn Advisors employees are compensated through management fees paid by advisory and consulting clients and fees from financial planning. Although Kuhn Advisors receives other benefits and services from its custodians, Kuhn Advisors does not receive these pursuant to any formalized arrangement. Mr. Kuhn, a Certified Public Accountant (CPA), operates an affiliated accounting firm which earns fees for the accounting services it provides to advisory clients and to outside clients. When the accounting services of that firm are recommended to advisory clients, those clients are under no obligation to use those accounting services. A more detailed explanation of these benefits is included in Items 5, 10 and 12 of Kuhn Advisors' [Form ADV Part 2A](#).

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

Item 4 – Disciplinary History

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

No. Kuhn Advisors has not been part of any legal or disciplinary events since inception of the firm. A free and simple search tool to research us and our financial professionals is available at <https://www.investor.gov/CRS>.

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

Item 5 – Additional Information

Additional information about our investment advisory services and an up-to-date copy of the relationship summary is available by contacting us at (919) 493-3233 or contacting the Chief Compliance Officer, Mark A. Kuhn, at mark@kuhnadvisors.com.

Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Whom can I talk to if I have concerns about how this person is treating me?



Investment Counsel

Form CRS: Client Relationship Summary
February 29, 2024

Exhibit A

Form CRS – Summary of Material Changes

The following material updates have been made to the Form CRS since our last filing on May 13, 2021.

- **Item 2 – Relationship Services:** Added financial planning as a bundled service with investment advisory services only and not on a standalone basis.
- **Item 3 – Fees, Costs, Conflicts, and Standard of Conduct:** For financial planning services, Kuhn charges a one-time upfront fee of \$500 for investment advisory clients with portfolios under \$500,000. Thereafter, a fee of \$200/month for single individuals or \$250/month for couples is charged on a monthly basis. Once an investment portfolio reaches \$500,000, Kuhn will waive the financial planning fee and only charge a management fee for its advisory services. Financial planning fees may be paid out of pocket or debited from a designated investment account, as specified on the client's agreement.