### Form CRS – Client Relationship Summary

#### Introduction

Our firm, Andrews Advisory Associates, LLC, is an investment adviser registered with the Securities and Exchange Commission. We feel that it is important for you to understand how advisory and brokerage services and fees differ in order to determine which type of account is right for you. There are free and simple tools available to research firms and financial professionals at <a href="https://www.investor.gov/CRS">www.investor.gov/CRS</a>, which also provides educational materials about investment advisers, broker-dealers, and investing.

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

We are a registered investment adviser that offers investment advisory services to clients. Our advisory services include Investment Management, Investment Advisory and Financial Planning & Consulting. If you open an advisory account with our firm, we'll meet with you to understand your current financial situation, existing resources, goals, and risk tolerance. Based on what we learn, we'll recommend a portfolio of investments that is monitored at least quarterly, and if necessary, rebalanced to meet your changing needs, stated goals and objectives. We'll offer you advice on a regular basis and contact you at least annually to discuss your portfolio.

You can select in our agreement whether we are allowed to buy and sell investments in your account without asking you in advance ("discretion") or buy and sell investments in your account only after receiving your permission ("non-discretion"). If you select non-discretion, you make the ultimate decision regarding the purchase or sale of investments. Any limitations will be described in the signed advisory agreement. We will have discretion or non-discretion until the advisory agreement is terminated by you or our firm. We do not restrict our advice to limited types of products or investments.

Our firm generally requires a minimum account balance of \$250,000 to open and maintain an account for our Investment Management service. The requirement may be waived for friends, family, employees of existing clients, plan sponsor clients, or referrals from CPAs, attorneys or other professionals known to our firm's personnel.

Financial Planning & Consulting is also offered as a separate service for a flat fee or hourly fee. We do not monitor your investments for the Financial Planning & Consulting service. These services are available exclusively if you are an existing investment client; their children or other family members; and/or their employees. At the discretion of our firm, incidental financial planning services may be included as part of your fee for other services.

Additional information about our advisory services is in Item 4 of our Firm Brochure, which is available online at https://adviserinfo.sec.gov/firm/summary/118957.

### What fees will I pay?

You will be charged an ongoing quarterly fee based on the value of the investments in your account. Our Investment Management and Investment Advisory fee schedules ranges from 0.60% to 1.00% depending on the value of the investments in your account, and the type of investment. The more assets you have in your advisory account, the more you will pay us. We therefore have an incentive to increase the assets in your advisory account in order to increase our fees. Our fees vary and are negotiable. The amount you pay will depend, for example, on the services you receive and the amount of assets in your account. Our firm's fees will be automatically deducted from your advisory account, which will reduce the value of your advisory account. In rare cases, our firm will agree to send you invoices rather than automatically deduct our firm's fees from your advisory account.

Our maximum flat fee is \$10,000 and our maximum hourly rate is \$200 for our Financial Planning & Consulting service. We charge an upfront retainer when you sign an agreement and/or charge you when we provide a financial plan or consultation.

The broker-dealer that holds your assets charges you a transaction fee when we buy or sell an investment for you. The broker-dealer's transaction fees are in addition to our firm's fees for our Investment Management and Investment Advisory service. You may also pay charges imposed by the broker-dealer holding your accounts for certain investments and maintaining your account. Some investments, such as mutual funds, and exchange traded funds, charge additional fees that will reduce the value of your investments over time.

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.

Additional information about our fees is in Item 5 of our Firm Brochure, which is available online at <a href="https://adviserinfo.sec.gov/firm/summary/118957">https://adviserinfo.sec.gov/firm/summary/118957</a>.

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# 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:

Our recommended custodian is Schwab Advisor Services, Division of Charles Schwab & Co., Inc., Member SIPC ("CSI"). Our firm receives soft-dollar benefits that include certain research and brokerage services, including research services obtained by CSI directly from independent research companies, as selected by our firm (within specific parameters) for no additional cost, and have an incentive to recommend CSI to you.

Additional information about our conflicts of interest is in Item 10 of our Firm Brochure, which is available online at <a href="https://adviserinfo.sec.gov/firm/summary/118957">https://adviserinfo.sec.gov/firm/summary/118957</a>.

# How do your financial professionals make money?

Our financial professionals are compensated based on the revenue our firm earns from their advisory services or recommendations, the amount of client assets they service, and the time and complexity required to meet a client's needs.

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

No, our firm and financial professionals do not have any legal and disciplinary history to disclose. Visit Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

### **Additional Information**

You can find additional information about our firm's investment advisory services on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a> by searching CRD #118957. You may also contact our firm at 808-521-4015 to request a copy of this relationship summary and other up-to-date information.

## **Questions to Ask Your Financial Professional:**

- 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 those qualifications mean?
- Help me understand how these fees and costs may 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?
- How might your conflicts of interest affect me, and how will you address them?
- As a financial professional, do you have any disciplinary history?
- For what type of conduct?
- 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?