

Item 1 Introduction

FAI Advisors, Inc. is registered with the Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. There are free and simple tools available to research firms and financial professionals at <https://www.investor.gov/CRS>, which also provides educational materials about broker-dealers, investments advisers, and investing.

Item 2 Relationships and Services***What investment services and advice can you provide me?***

Our firm offers investment advisory services, which are fully described in our Form ADV Part 2A. Our services include consulting and investment management services for individuals, pension and profit sharing plans, trusts, estates, charitable organizations, corporations and other business entities. As part of our standard investment management services, we monitor the investments that we manage on a continuous and ongoing basis and there are no material limitations on such monitoring. Consulting recommendations are not actively monitored. We typically manage accounts on a discretionary basis. This means we have authority to buy and sell investments in your account without asking you in advance for approval. Clients sign an agreement giving us this authority. We offer advice on exchange listed securities, mutual funds shares, and selection of sub-advisers. We do not have a stated minimum portfolio size or investment amount. Each client relationship is evaluated on an individual basis.

For additional information about our advisory services, including minimum investment amounts, please see <https://www.adviserinfo.sec.gov/> for our Form ADV, 2A brochure (Items 4, 5, and 7).

Conversation starters. 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 these qualifications mean?*

Item 3 Fees, Costs, Conflicts and Standard of Conduct***What fees will I pay?***

We offer our services on a fee basis. We charge a fixed fee for consulting and a fee based upon assets under management for investment management services. For ongoing services, the annual fee is charged in arrears at the end of each calendar month.

In addition to the advisory fees paid to us, you also incur certain charges imposed by other third parties, such as broker-dealers, custodians, etc. These additional charges can include fees charged by sub-advisers, custodial fees, charges imposed directly by a mutual fund or ETF in the account, which are disclosed in the fund's prospectus (e.g., fund management fees and fund expenses), wire transfer fees, and other fees and taxes on brokerage accounts and securities transactions.

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 more detailed information about our fees and costs please review our Form ADV, Part 2A brochure, including Items 5 and 6, which can be found at <https://www.adviserinfo.sec.gov/>.

Conversation starters. Ask your financial professional:

- *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 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 examples to help you understand what this means.

- Our supervised persons or affiliates receive compensation when acting in their individual capacities as insurance agents of various insurance companies. This results in an incentive for our supervised persons or affiliates to recommend those products.
- The more assets there are in your advisory accounts, the more you will pay in fees. This creates an incentive to encourage you to increase the assets in your account, including by transferring or rolling over assets from other accounts.

Conversation starters. *Ask your financial professional:*

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

For additional information about conflicts of interest please review our Form ADV, Part 2A brochure, including Item 5, Item 10, Item 12 and Item 14, which can be found at <https://www.adviserinfo.sec.gov/>.

How do your financial professionals make money?

- We pay our professionals in many ways including cash in the form of a base salary and bonus and therefore they have the opportunity to earn more when opening more accounts, increasing assets and investing in riskier investments to increase their overall performance.
- Our professionals are compensated based on the amount of assets they service and therefore earn higher compensation for investing more of your money.
- In their individual capacities as insurance agents of various insurance companies, our financial professionals earn commissions on products sold. This results in an incentive to sell these products.

Item 4 Disciplinary History

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

No. Visit Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Conversation Starters. *Ask your financial professional:*

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

Item 5 Additional Information

You can find additional information about our investment advisory services in our Form ADV Part 2A and on our website at <http://www.faiadvisors.com/>. You may request up-to-date information and/or a copy of our relationship summary by calling Sherry Hanford at 248-482-3600.

Conversation starters. *Ask your financial professional:*

– 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?