

Baker & Yoest Investment Advisers, Inc.

Client Relationship Summary (Form CRS)

Baker & Yoest Investment Advisers, Inc. (referred to as “we” or “us”) is registered with the U.S. Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ, and it’s important for you to understand the differences. Learn more information about the differences in these short [informational videos](#). If viewing a paper version of this form, please visit [Investor.gov/CRS](#) for links to these videos.

This relationship summary will explain the various services we offer, how we charge for those services, and conflicts of interest that exist when we provide our services. To help you research firms and financial professionals, you can access free and simple tools at [Investor.gov/CRS](#), which also provides educational materials about broker-dealers, investment adviser, and investing.

What investment services and advice can you provide me?

We offer investment advisory services to retail investors (“you”). The services we offer are:

- **INVESTMENT MANAGEMENT.** Our Investment Management services include accounts managed by our firm and designed to meet your investment goals while taking into consideration your risk tolerance and time horizon. We generally provide advice on individual stocks, bonds, CDs, mutual funds, ETFs and Fixed and Variable Annuities. We monitor your investments on an ongoing basis and offer continuous advice regarding the investment of your funds based on your investment goals.
 - We will manage your account on a non-discretionary basis, which means you are required to preapprove each investment transaction that we recommend for you. You make the ultimate decision regarding the purchase or sale of investments.
- **FINANCIAL PLANNING.** We analyze your financial situation including your present and future anticipated assets and liabilities, insurance, savings, investments, retirement benefits, among other things, to deliver a financial plan with a recommended course of action to help you reach your financial objectives. You may implement our investment recommendations through our investment management service, or you may take our recommendations to another investment adviser or broker of your choice. You are not obligated to open an investment management account with us.
- **CONSULTING.** We can also offer you advice on tax and budgetary planning, estate planning, insurance and other non-securities matters.

► 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?**

More information about our advisory services can be found in our [ADV Part 2 Brochure](#). If viewing a paper version of this form, please visit <https://adviserinfo.sec.gov/firm/summary/149115> for a link to this document.

What fees will I pay?

► For investment management, we generally charge an annual fee of 1.00% of assets under management and typically require a minimum account size of \$500,000. You pay this annual fee on a quarterly basis even if you don’t buy or sell investments. The more assets you have in your account, the more you’ll pay us in dollars. This creates an incentive for us to encourage you to increase your account size, including by transferring or rolling over assets from other accounts. ► We typically charge a or fixed fee for financial planning and consulting services. In some cases, we may charge an hourly fee. Our fixed fee typically ranges from \$1,000 - \$5,000 and depends upon the complexity of your circumstances. If we charge an hourly fee, the rate is \$250 per hour.

Other Fees and Costs

Depending on the type of account and/or type of investment purchased, you may pay a transaction fee when we buy and sell an investment for you and you may also pay custodial fees to a broker-dealer that will hold your assets. In addition to our quarterly fee, you may also incur charges for management and operating expenses of mutual funds and ETFs, 12b-1 fees, wire transfer fees, and interest charges on margin loans or securities backed lines of credit. With the exception of 12b-1 fees, we do not receive any portion of these fees. As a matter of policy, we discount our advisory fee for any 12b-1 fees we earn from mutual funds purchased or held in your advisory account.

Additional Information

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.

► QUESTION TO ASK US:

- **Help me understand how these fees and costs might affect my investments. If I give you \$500,000 to invest, how much will go to fees and costs, and how much will be invested for me?**

More information about advisory fees can be found in our [ADV Part 2 Brochure](#). If viewing a paper version of this form, please visit <https://adviserinfo.sec.gov/firm/summary/149115> for a link to this document.

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: ► The more assets in your account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account; ► If we recommend that you roll over your retirement plan assets into an account to be managed by us, such a recommendation creates a conflict of interest since we will earn an advisory fee on the rolled over assets.

► QUESTION TO ASK US:

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

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How do your financial professionals make money?

As an independent firm, our firm's Principal's income is directly correlated to the firm's net income. Our Professionals receive a salary and an annual bonus that is not based on your account size, fees you pay or new business generation. We are legally required to act in your best interest and do not put our interests ahead of your own. Also, our Professionals are licensed broker-dealer representatives for Cetera Financial Specialists and, as such, have the ability to receive commissions for certain brokerage services. Please also see Item 10 of our [ADV Part 2 Brochure](#). If viewing a paper version of this form, please visit <https://adviserinfo.sec.gov/firm/summary/149115> for a link to this document.

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

No. Visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research our firm 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

Additional information about our firm is also available on our website at <https://www.bakeryoest.com> and on the SEC's website at www.adviserinfo.sec.gov. You can search the SEC's website by our firm's CRD number 149115. You may request a copy of this relationship summary by calling us at (847) 504-1455 or by email to lisa.yoest@ceterafs.com.

► QUESTION 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?**