



Oak Capital Advisors

Advisor Client Relationship Summary (Form CRS)

Scott Hancock does business as Oak Capital Advisors, a sole proprietorship, and is registered with the Securities Exchange Commission (www.sec.gov) as an investment adviser.

The services provided by an investment advisor and other financial services providers, like a broker-dealer, will differ, as well as the fees charged by such providers. It's important to understand who can provide you with the level of financial services and investment support you need at a price reasonable to you. The SEC makes free and simple tools and educational materials available to research firms and financial professionals at investor.gov/CRS.

What investment services and advice can you provide to me?

I offer investment advisory services to retail investors. This means I learn from you your investment goals and how you react to the swings in the value of your portfolio and the time horizon for holding your investments. Based upon our first and ongoing conversations, I will recommend a mix of investments comprising stocks, bonds and cash that intends to meet your goals and risk tolerance. When your investments deviate from the plan due to market movement, I will rebalance your account to return to our target asset allocation.

If you retain my services, I will monitor your portfolios continuously, provide quarterly investment reports (the custodian – a brokerage firm – will provide monthly statements and online access), regularly review your investment performance and verify your financial goals on a regular basis.

If you retain my services, you will give me a limited power of attorney to place buy or sell orders in your custody account that meet our agreed-upon asset allocation targets, and you will give me permission to deduct from your account my quarterly asset management fee (always calculated after the quarter has ended) based upon the value of your account on the last business day of each quarter.

For your investments, I only recommend the purchase securities that are listed on a stock exchange or, in the case of bonds, trade in a nationally recognized over-the-counter marketplace. I do not offer proprietary or other limited partnership-type investments to you. I may suggest individual stocks and bonds, but generally I use low-cost exchange traded funds (ETFs) such as those offered by Vanguard – but not necessarily only Vanguard funds. I have no account minimums.

Conversation Starters: Consider these questions prior to engaging a financial service provider. Please call 214-443-0571 to discuss.

- 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?

What fees will I pay?

I charge an annual fee of 27 basis points (0.27%) collected quarterly in arrears on the value of your account(s). For example, if your account is valued by the custodian at \$100,000, my fee would be \$100,000 times 0.27% divided by 4 or \$67.50. In addition, your investment in ETFs or other funds pay a fee to the firm that manages the fund. These internal fees vary widely, but will be disclosed to you before you invest. Generally, the Vanguard ETFs I recommend have very low internal costs. Your custodian is a broker, and while there are no custody fees, the broker charges a commission on securities bought and sold. Currently that commission is \$6.95 per transaction. The broker may also sell to a third party the right to execute your order. This is known as payment for order flow, and is a significant cost in the aggregate. You should ask me how this payment system works and what its impact would be on your account.



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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.

Conversation Starters: Help me understand how these fees and costs might affect my investments? If I give you \$100,000 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 advisor? How else does your firm make money and what conflicts of interests do you have?

When I act as your investment advisor, I have to act in your best interest and put your interests ahead of mine. However, the way I make money creates some conflict with your interests. You should ask me about these conflicts because they can affect the investment advice I give to you.

How do you make money?

My only source of income is the investment advisory fee I charge you each quarter of each year.

Do I have legal or disciplinary history?

I have one disclosure from my time at Goldman Sachs, and nothing since. Please go to www.investor.gov There you will find a simple tools to look up any financial professional. My CRD number is 861860. You can also ask me to give you a copy of my Form ADV to see more detailed information about me and my firm.

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

Your contact person is me, Scott Hancock. I have no other employees. If you have questions or concerns about your custodian – a broker/dealer – please first raise them with me. Generally I can solve those issues, too. Similarly, if some part of my business or process is unsatisfactory, please let me know. Being a sole practitioner gives me great flexibility in delivering the service you expect.

My office telephone is 214-443-0571

My cell phone is 214-952-0898

My email is shancock@oakcap.net