Item 1: Introduction

Summit Financial Wealth Advisors, LLC is registered with the United States Securities and Exchange Commission as an investment advisor. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences between them. 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.

<u>Item 2</u>: What investment services and advice can you provide me?

<u>Conversation Starters. Ask your financial professional</u>

"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: What fees will I pay?

<u>Conversation Starters. Ask your financial professional</u>

"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?" We offer investment advisory services to retail investors. Under our principal service, portfolio management, we offer a personalized assessment, wealth planning and advisory services, and invest your assets in accordance with your investment objectives, risk tolerance and financial circumstances. We typically invest client assets in individual equity securities, open-end mutual funds, exchange-traded funds and individual bonds on a discretionary or nondiscretionary basis. We also offer investment management in accordance with our proprietary model portfolios, with automated monitoring and rebalancing, using the Schwab Intelligent Portfolios. We are the sponsor of a wrap program that is closed to new clients. If you utilize our investment management services, you will typically give us discretionary authority to trade the assets in your account through a limited power of attorney contained in your client agreement with us. We will monitor the holdings and performance of the investments we make for you on an ongoing basis and will provide you with periodic reports about the performance and holdings of your account. We generally require new clients to have account minimum of \$50,000, though we reserve the right to waive or lower such minimum in our discretion. For clients utilizing the Schwab Intelligent Portfolio, the minimum account size is \$5,000. We also offer Business Management Services and Divorce Financial Consulting Services on a standalone basis. When we provide consulting services, we do not take discretion over your investments or monitor the holdings and performance of your investments on an ongoing basis. For additional information, please refer to our ADV Part 2A brochure, especially Item 4, Item 10, Item 13 and Item 16.

For our portfolio management services, we charge an investment advisory fee which is based on a percentage of the value of the assets in your managed portfolio account. Our annual portfolio management fee is billed and payable, quarterly in advance, based on the average daily balance for the previous calendar quarter. The more assets there are in your account and the higher the value of those assets, the more you will pay in fees. For our Business Management Services, we generally charge fixed fees. For Divorce Financial Consulting Services with charge an hourly rate based on the service provided. In addition to our fees, you will be responsible for other fees and expenses associated with the investment of your assets. These other fees and expenses may include, brokerage commissions and other transaction costs, fees charged by your custodian, exchanges, and taxes. Your account will also pay the fees and expenses associated with investment advice provided by third parties, including fees and expenses of mutual funds and exchange-traded funds in which you invest. Our fees are listed in our client agreements. Fees and expenses clients are responsible for are described in greater detail under Item 5 of our Form ADV Part 2A brochure. We charge a higher fee rate for client assets invested in equities than we do in fixed income investments. Charging a different rate for client investments based on the asset class the client is invested in gives us an incentive to allocate client assets to equities where we receive higher fees. We mitigate this conflict by disclosing it to you and by adhering to our duty to make asset allocation decisions that are in your best interests.

Our wrap program clients pay a single fee for our investment advice, execution through the wrap program broker and custody. The wrap program fee is therefore higher than the fee clients would pay for our investment advice on a standalone basis. Wrap program client accounts will pay the fees and expenses associated with investment advice provided by third parties, including fees and expenses of mutual funds and exchange-traded funds in which their accounts invest. For additional information, wrap program clients should refer to Item 4 of the wrap program brochure.

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.

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:

<u>Conversation Starters. Ask your</u> financial professional

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

We receive certain benefits from Schwab, a custodian we recommend to hold your account assets, such as access to research and a trading platform, have entered into a client benefit agreement with Schwab and participate in the Schwab Referral Network, which is an adviser referral program. Thus, we will have an incentive to recommend that client accounts be held in custody at Schwab. We have entered into an agreement with Schwab to receive a reimbursement of technology expenses when we transfer client accounts from other custodians to Schwab. We therefore have an additional incentive to encourage clients to transfer assets to our firm. The technology services for which we are reimbursed will generally be used in servicing all clients' account.

Certain of our Firm's advisory personnel are also registered representatives of Purshe Kaplan Sterling Investments, ("PKS"), and in this capacity they are compensated for the sale of brokerage products. The receipt of brokerage compensation by advisory personnel presents a conflict of interest because registered representatives have an incentive to recommend securities transactions for the purpose of being compensated for product sales rather than solely based on a client's needs. We seek to recommend brokerage transactions for brokerage customers who are also our advisory clients only when we believe that by doing so, the total cost to the client will be less than if the investment were held in an advisory account. Our Company's advisory personnel do not charge both advisory fees and brokerage compensation and advisory compensation on the same client assets (e.g., they do not "double dip").

Certain of our Firm's personnel are licensed as independent insurance agents. These persons will earn commission-based compensation for selling insurance products, including insurance products they sell to you. This practice presents a conflict of interest because insurance agents have an incentive to recommend insurance products for the purpose of generating commissions rather than solely based on your needs. You are under no obligation, contractually or otherwise, to purchase insurance products through any person affiliated with our Company.

We and our affiliates refer clients to third-party service providers and are eligible to receive additional compensation for those referrals. This presents a conflict and incentive for the financial professional to recommend certain products or services offered by our affiliates.

For additional information about these conflicts and how we address them, please refer to <u>Item 4</u>, <u>Item 5</u>, <u>Item 10</u> and <u>Item 12</u> of our Form ADV Part 2A brochure.

Our firm and Associated Persons receive compensation as a result of your participation in our wrap program which may exceed the cost if you paid separately for investment advice, brokerage, and other services. For additional information, please refer to Item 4 of our Wrap Brochure.

How do your financial professionals make money?

Our Firm's financial professionals are compensated through salary and bonus. The factors primarily driving the salary and bonus for each financial professional include the amount of client assets serviced by the financial professional and the revenue the firm and/or our affiliates generate from the professional's services or recommendations. Partners also share in the Firm's profits. In addition, some financial professionals may receive additional compensation by our indirect parent company, Focus Financial Partners, LLC (or one of its affiliates), based on the firm's revenues or earnings. For additional information, please refer to Item 5 of your financial professional's ADV Part 2B Brochure Supplement, as well as Item 5, and Item 10 of our Form ADV Part 2A brochure.

<u>Item 4</u>: Do you or your financial professionals have legal or disciplinary history?

No for our firm. Yes, for our financial professionals. You can go to Investor.gov/CRS for free and simple search tool to research our firm and our firm's 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

For additional information about our investment advisory services, and to request a copy of Form CRS, please contact Suzette Broussard, our Chief Compliance Officer, at (337) 232-1141 or via email at suzette@summit-financial.com.

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?"

Summit Financial Wealth Advisors, LLC d/b/a: Summit Financial Wealth Advisors March 14, 2024

Exhibit to Form CRS

Summit Financial Wealth Advisors is required to update its Form CRS when information in the Form CRS becomes materially inaccurate. Our Form CRS dated March 14, 2024 was revised to disclose that certain advisory personnel are registered representatives of Purshe Kaplan Sterling Investments.