

## Customer Relationship Summary

Selkirk Wealth Advisors, LLC is an investment adviser registered with the Securities and Exchange Commission. Investment advisory services and fees differ from brokerage services and fees and it is important for you to understand the differences. [Investor.gov/CRS](https://investor.gov/CRS) is a website providing free and simple tools to research firms and financial professionals, and which provides educational materials about investment advisers, broker-dealers, and investing. We encourage you to ask us questions and have provided suggested conversation starters, “Questions to ask us,” throughout this Customer Relationship Summary.

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

We offer portfolio management and financial planning services. We first meet with you to gain an understanding of your current financial situation, your short- and long-term goals, and your risk tolerance. We use this information to recommend an investment portfolio specific to your investment objectives and needs.

Our investment advisor representatives work together to review and set the firm’s overall investment philosophy and underlying mix of asset classes. We monitor client portfolios as part of an ongoing process with regular account reviews conducted on at least an annual basis. Reviews are also triggered by material market, economic or political events, or by changes in your financial situation (such as retirement, termination of employment, physical move, or inheritance).

Our services are tailored to meet the investment and financial planning needs of clients whose investment assets under our management total \$750k and greater.

#### 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?*

We manage portfolios on a discretionary basis. When you grant us discretionary authority, this means we don’t need to call you before buying or selling securities in your

account. We obtain discretionary authorization through our signed advisory agreement with you. We offer advice on different types of securities. We do not impose a minimum account size.

***For more detailed information about our services, please request a copy of our Form ADV, Part 2A brochure. Our brochure can also be found here:***  
<https://adviserinfo.sec.gov/firm/summary/173605>

### What fees will I pay?

We charge an hourly or fixed fee for financial planning services, and an asset-based fee for portfolio management. Our hourly rate for financial planning services is \$375 and our typical fixed fee is \$3,000. Our portfolio management fee is based on your total assets under management with us. Our annual fee ranges from 0.40% to 1.20%, depending on the amount of assets we are managing for you.

The percentage amount we charge goes down as your assets grow. We bill our fee quarterly in advance. Our fees are negotiable. Because our fees are based on the amount you have under management with us, the more assets we manage, the more you’ll pay in management fees. We therefore have a financial incentive to encourage you to increase the amount of assets we manage for you.

#### Questions to ask us:

- *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?*

In addition to our advisory fees, you will pay fees charged by third parties for other services provided to you, including fees charged by a third-party money manager and your account custodian and broker-dealer. We do not receive any portion of these fees or charges; we are compensated only through our own advisory fees.

***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. Our [Form ADV, Part 2A \(Item 5 and Item 12\)](#) contains more detailed information about fees and costs.***

## 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.

### Questions to ask us:

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

Our receipt of asset-based fees creates a conflict. For example, if you asked us for a recommendation about paying down outstanding debt or making charitable contributions, versus keeping those funds in your accounts with us, we will always make the recommendation that we believe is in your best interest. At the same time, we have a conflict of interest in making the recommendation because we earn more advisory fees when you keep more assets in your account.

The only direct revenue we receive is from the advisory fees you pay to us. However, we have an incentive to recommend our clients use Charles Schwab & Co., Inc. ("Schwab") as custodian because we receive other benefits, such as access to research, technology services, and seminars through our relationship with Schwab.

**Our [Form ADV, Part 2A](#) contains detailed information about our conflicts of interest. Contact us to request a copy.**

## How do your financial professionals make money?

Our financial professionals receive variable compensation related to the number of clients served and total advisory fees generated. This creates a financial incentive to solicit and retain clients.

## Do 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.

### Questions 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?

***For more detailed information about our investment advisory services, or to request another copy of this Relationship Summary, please contact us at (509) 270-2886. You may also visit the SEC's public disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).***

## Summary of Material Changes

We have raised our hourly rate for financial planning services to \$375 from \$250 and noted that our typical fixed fee for a financial plan is \$3,000, rather than reflecting a typical fixed fee range.