

Sacks & Associates, LLC
March 31, 2021
Customer Relationship Summary

Item 1. Introduction

We are registered with the U.S. Securities and Exchange Commission (SEC) as an investment advisor. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at Investor.org/CRS, which also provides educational materials about broker-dealers, investment adviser, and investing.

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

We offer discretionary and non-discretionary investment management services, financial and retirement planning to retail investors. We provide ongoing and continuous investment advice to a client based on the client's investment objectives and financial situation. We do so by having a series of personal meetings to assess the client's financial situation, risk tolerance and investment objectives to develop a retirement plan that will establish general parameters for the firm's investment management services.

Monitoring

As part of our services client accounts will be reviewed on a regular or continuous basis. Each client account will be monitored by the client's adviser and reviewed whenever significant economic events, changes in the market conditions or important new developments concerning a security affect any individual account. If warranted, Firm personnel will take appropriate action consistent with the goals and objectives of each account.

Investment Authority

It is expected that the majority of the activities of the company will involve individual investment advice provided to the individual clients. Generally, this advice will be discretionary, which means that Sacks will be authorized to determine the securities and the amount of the such securities to be bought or sold for the client's account(s). However, we may also provide investment advice on a non-discretionary basis (where we need to secure your specific approval for each recommendation we make) and in such case you make the ultimate decision regarding the purchase or sale of investments. Nonetheless, Sacks, in response to a client request, or where it determines necessary, will communicate its investment recommendation and/or advice. Each client may request reasonable limitations be placed on Sacks' discretionary authority, such as securities-based limitations. Any such limitations shall be presented to the company for considerations in writing, and client's may change/amend those limitations, in writing, as the client requires. The client's written agreement with the company may grant discretionary authority to the company. The client's written agreement with the custodian also grants a limited power of attorney to the company relative to transactions in the client's custodial account. Where Sacks does not have discretionary investment management authority, Sacks may still have discretionary trading authority under client's agreement with the client's account custodian.

Account Minimums

We do not require an account minimum to open an account.

For additional information, please see Form ADV, Part 2A (Items 4 and 7).

CONVERSATION STARTER: 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, Cost, Conflicts, and Standard of Conduct *What fees will I pay?*

Fees are assessed depending upon the market value of the assets under management and is generally between 1.25% and .75% based on account value. Fees shall be payable quarterly, in advance, at the end of each calendar quarter based upon the quarter end market value of the assets in the client's account of the last business day of the previous quarter. For clients with multiple accounts, the Company, in its sole discretion, may combine the amount of assets in more than one account in determining the fee to be charged to that client for services on the

client's total amount of assets. Because our fee is based on the assets we manage for you, the more assets there are in your account, the more you will pay in fees, and therefore we may have an incentive to encourage you to either increase or not decrease the assets in your account.

For clients that don't have an account relationship we charge an hourly rate for financial advice. That fee for the company owner is \$400 and other supporting staff is \$250 per hour.

In addition to fees paid to us, your account will incur charges imposed by third parties including the custodian of your account, the broker-dealer executing transactions for your account, and fees and expenses that are imposed by investment management products and strategies. For example, if your assets are invested in a mutual fund, that mutual fund manager may impose fees and charges on your account. Another example might be if your assets are allocated to another investment manager, that investment manager will impose their fee and charges on your account. These vary by fund or investment manager and we encourage you to review the fund prospectus for specific fund expenses or the fee information for specific investment managers to which your assets are allocated.

You will pay fees and cost whether you make or lose money on your investments. Fees and cost 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 additional information, please see our Form ADV, Part 2A (Item 5).

CONVERSATION STARTER: 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 some examples to help you understand that this means. When we recommend a party to provide custody and brokerage services to your account, we may take into account the availability of products or services available from that party and not solely the cost of that party. We may also use any products or services for all of our clients which may benefit us, so this is a conflict that arises out of us providing our services to you.

CONVERSATION STARTER: Ask your financial professional:

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

For additional information, please see our Form ADV, Part 2A (Item 12, Item 14).

How do your financial professionals make money?

Our financial professionals are compensated based on the revenue our firm earns from their advisory services or recommendations and the amount of client assets they service.

Some of our firm's financial professionals are registered representatives of an unaffiliated broker-dealer, and they may offer you brokerage services through the unaffiliated broker-dealer or advisory services through our firm. Brokerage and advisory services are different. Registered representatives charge a transaction-based commission each time they buy or sell a security in a brokerage account. As a result, be advised that under these circumstances, there is the potential for more frequent trading in order to increase their compensation.

Item 4. Disciplinary History *Do you or your financial professionals have legal or disciplinary history?*

Yes. You can visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Item 5. Additional Information

If you would like additional, up-to-date information or a copy of this disclosure, please call 908-864-4950.

CONVERSATION STARTER: 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?*