



## Introduction

Our firm, Johnson Bixby & Associates, LLC dba Johnson Bixby, is an investment adviser registered with the Securities and Exchange Commission (SEC). We feel it is important for you to understand how advisory and securities brokerage services and fees differ to help determine which type of account is right for you. There are free and simple tools available to research firms and financial professionals at <https://www.investor.gov/CRS>, which also provides educational materials about investment advisers, broker-dealers, and investing.

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

We are a registered investment adviser that offers investment advisory services, including Asset Management and Financial Planning & Consulting to clients. If you use our advisory services, we'll meet with you to understand your current financial situation, existing resources, objectives and risk tolerance. Based on what we learn, we will recommend a portfolio of investments that is regularly monitored, and if necessary, rebalanced to meet your changing needs and goals. We'll offer you advice on a regular basis and contact you at least annually to discuss your portfolio.

We manage accounts on a discretionary basis. After you sign an agreement with our firm, we're allowed to buy and sell investments in your account without asking you in advance. Any limitations will be described in the signed Asset Management Agreement. We will have discretion until the Asset Management Agreement is terminated by you or our firm.

We do not restrict our advice to limited types of products or investments nor do we impose requirements for opening and maintaining accounts or otherwise engaging us.

Financial Planning & Consulting may also be included as part of our Asset Management service though we generally charge an initial Financial Planning & Consulting fee at the onset of these relationships. Financial Planning & Consulting is also offered as a separate service for a flat, hourly, or recurring fee. We do not monitor your investments for the standalone Financial Planning & Consulting services.

*Additional information about our advisory services is in Item 4 of our Firm Brochure, which is available online at [www.adviserinfo.sec.gov/firm/summary/310839](http://www.adviserinfo.sec.gov/firm/summary/310839).*

**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 those qualifications mean?

## What fees will I pay?

You will be charged an ongoing annual fee applied quarterly based on the value of the assets in your account. Our fee for Asset Management as a percentage of assets under management will not exceed 1.50%. The more assets you have in your advisory account, the more you will pay us. We therefore have an incentive to increase the assets in your advisory account to increase our fees. Our fees vary and are negotiable. The amount you pay will depend, for example, on the complexity of your situation, the services you receive and the amount of assets in your account. Our firm's fees will be automatically deducted from your advisory account, which will reduce the value of your advisory account. In rare cases, we will agree to send you invoices rather than automatically deduct our fees from your advisory account.

For Financial Planning & Consulting fees, our fee-paying arrangement depends on the nature and scope of the engagement. The specific fee-paying arrangements are determined on a case-by-case basis and will be detailed in the signed Asset Management Agreement. Our firm charges a maximum hourly rate of \$500. Our maximum one-time fee is \$7,500 and recurring fees will not exceed \$20,000 annually.

The custodian holding your assets, Charles Schwab & Co. Inc., may charge a transaction fee when we buy or sell an investment for you. The custodian's transaction fees are in addition to our firm's fees for our Asset Management service.

You may also pay charges imposed by the custodian holding your accounts for certain investments and



**Form CRS – Client Relationship Summary**

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maintaining your account. Some investments, such as mutual funds, index funds and exchange traded funds charge additional fees that will reduce the value of your investments over time.

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.

*Additional information about our fees is in Item 5 of our Firm Brochure, which is available online at [www.adviserinfo.sec.gov/firm/summary/310839](http://www.adviserinfo.sec.gov/firm/summary/310839).*

**Questions to Ask Us:** Help me understand how these fees and costs may 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 what this means:*

Some of our firm's financial professionals are registered representatives of Private Client Services, LLC ("PCS"), an unaffiliated broker-dealer. Your financial professional may offer you securities brokerage services through PCS or advisory services through our firm. Securities brokerage and advisory services are different, and the fees our firm and PCS charge for those 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, they have an incentive to trade to increase their compensation. You can learn more about PCS's securities brokerage services and fees at [https://files.brokercheck.finra.org/crs\\_120222.pdf](https://files.brokercheck.finra.org/crs_120222.pdf).

Our firm's financial professionals include licensed insurance agents who sell insurance products for a commission. They have an incentive to recommend insurance products to you to increase their compensation.

*Additional information about our conflicts of interest is in Item 10 of our Firm Brochure, which is available online at [www.adviserinfo.sec.gov/firm/summary/310839](http://www.adviserinfo.sec.gov/firm/summary/310839).*

**Questions to Ask Us:** How might your conflicts of interest affect me, and how will you address them?

**How do your financial professionals make money?**

Our financial professionals are W2 employees. Overall compensation is based on the revenue our firm earns from advisory services or recommendations.

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

Neither our firm nor our financial professionals have any legal or disciplinary history to disclose. Visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

**Questions to Ask Us:** As a financial professional, do you have any disciplinary history? For what type of conduct?

**Additional Information**

You can find additional information about our firm's investment advisory services on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching CRD #310839 under the "Firm" tab. You may also contact our firm at (360) 695-1795 to request a copy of this Form CRS - Client Relationship Summary and other up-to-date information.

**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?