

We are registered with the U.S. Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services fees differ and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at <http://investor.gov/crs>, which also provides educational materials about broker-dealers, investment advisers and investing.

What investment services and advice can you provide me?

Our firm offers investment advisory services, which are fully described in our Form ADV Part 2A (“Disclosure Brochure”) and Appendix 1 of Form ADV Part 2 (“Wrap Brochure”). Our services include financial planning, consulting, and investment management services.. As part of our standard services, we monitor investments that we manage on a continuous and ongoing basis. Financial planning and investment consulting recommendations are not actively monitored. There are no material limitations to our monitoring. We accept discretionary and/or non-discretionary authority to implement the recommended transactions in client accounts. The level of discretion is determined in our agreement and there are no material limitations on the authority. For non-discretionary services, you make the ultimate decision regarding the purchase or sale of investments. We do not offer advice only with respect to proprietary products. We offer advice on exchange-traded funds, individual debt and equity securities, and independent investment managers. Our services are not subject to a minimum fee or account size.

Additional information about our services can be found in Items 4, 5 and 7 of our Disclosure or Items 4A and 5 of our Wrap Brochure and available to all clients or by going here: <https://adviserinfo.sec.gov/>

Let’s 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?

We offer our services on a fee basis. We charge a fee based upon assets under management and a fixed fee for consulting and project-based services. For project-based services one half of the fees are due upon engaging us while the remainder is due upon delivery of the services. For ongoing services, the annual fee is prorated and charged monthly. For assets managed through our wrap program, the asset-based fees will include most transaction costs and fees paid to a broker-dealer or bank that has custody of the assets, and therefore our fee is higher than a typical asset-based advisory fee.

In addition to the advisory fees paid to us, you also incur certain charges imposed by other third parties, such as broker-dealers, custodians, etc. These additional charges include securities brokerage commissions, transaction fees, custodial fees, margin and other borrowing costs, charges imposed directly by a mutual fund or ETF in a client’s account, as disclosed in the fund’s prospectus (e.g., fund management fees and other fund expenses), deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions.

The more assets there are in your advisory accounts, the more you will pay in fees, so the firm may therefore have an incentive to encourage you to increase the assets in your account or manage them in a way where we charge higher 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. **Additional information about our fees can be found in Item 5 of our Disclosure or Items 4 our Wrap Brochure and available to all clients or by going here: <https://adviserinfo.sec.gov/>**

Let’s discuss... 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 what this means.

- **Third-Party Payments:** We and our supervised persons receive compensation from third parties when we recommend insurance products to you. This results in an incentive for us to recommend those investments and potentially more frequent purchases.
- **Third-Party Payments:** While we do not receive compensation from third parties when we recommend investments, our supervised persons or affiliates can do this in their individual capacities. This results in an incentive for our supervised persons or affiliates to recommend those investments and potentially more frequent purchases.
- **Support from Custodian:** We receive administrative support, computer software, related systems support, as well as other third party support from the custodian that we recommend. This results in an incentive to recommend that custodian because we do not have to produce or pay for the products or services provided.
- **Affiliated Bank Services:** We are under common control with WaFd Bank, Member FDIC. In the event a client requires banking services, we will likely recommend WaFd Bank. The banking services include, but are not limited to, traditional bank services such as deposit accounts and loans. In addition, certain of our principals are given loans by WaFd Bank. Because of the common ownership, possible involvement of employees of both WaFd Wealth and WaFd Bank with the other company, and the loans, there exists a conflict of interest to the extent that either party (we or WaFd Bank) recommend the services of the other.
- **Affiliated Licensed Insurance Agency:** We are under common control and ownership with WaFd Insurance Group, Inc., a duly licensed insurance agency. There is also a conflict of interest where other insurance agents of WaFd Insurance Group, Inc. refer prospects to the us for investment advisory services. We have procedures in place whereby it seeks to ensure that all recommendations are made in its clients' best interest regardless of any such affiliations.

Let's discuss... How might your conflicts of interest affect me, and how will you address them?

Additional information about our conflicts of interest can be found throughout our Disclosure Brochure or Wrap Brochure and available to all clients or by going here: <https://adviserinfo.sec.gov/>

How do your financial professionals make money?

Our financial professionals are compensated based on the following factors and conflicts of interest:

- **Product sales commissions** in their individual capacity, while not earned as financial professionals of our firm, result in an incentive to sell certain investments and more frequently.
- **Salary.** This results in disincentive to ensure investment performance is maximized.

Additional information about our financial professionals can be found on their respective Form ADV Part 2 Brochure Supplements that you will be provided.

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

No, neither we nor our financial professionals have a legal or disciplinary history. You can visit <http://investor.gov/crs> for a free and simple search tool to research us and our financial professionals.

Let's discuss... As a financial professional, do you have any disciplinary history? For what type of conduct?

You can find additional information about our services in our Disclosure Brochure. To request a copy of this Relationship Summary and any of our other disclosure documents referred to in this document, please call us at (206) 467-2800 .

Let's discuss... 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?

