

## FORM CRS - CUSTOMER RELATIONSHIP SUMMARY

### Introduction

Karagosian Financial Services, Inc. ("KFS") is registered with the SEC as an investment adviser. References below to we, us and our are a reference to KFS as the context dictates. 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.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

### Advisory Services

Advisory services are available through Karagosian Financial Services, Inc. Our advisory services include, but are not limited to, discretionary and non-discretionary investment advisory services (including investment portfolio management, monitoring, financial counseling, review of accounts, and securities research), and financial planning. We are given authority by the account holder to buy and sell securities within discretionary account. In non-discretionary accounts, retail investors make the ultimate decision regarding the purchase and sale of investments.

When providing advisory services, we are held to a fiduciary standard that covers our investment advisory relationship with you. As fiduciaries, investment advisers are required to act in the best interest of their clients and not place their own interests ahead of their clients. However, at times our interests can conflict with your interests. When we provide recommendations, we must eliminate, mitigate or inform you of these conflicts, depending on the nature of the conflict. When you use KFS for advisory services, you will pay an ongoing asset-based fee for our services. As part of these services, we will offer you advice on a regular basis, discuss your investment and overall financial goals, design a strategy to help achieve those goals, and regularly monitor your account. When you use us for financial planning and consulting, the fees will be agreed upon between you and your financial professional.

We do not offer any proprietary investment products. Our investment advice only covers investments that are allowed according to the terms of each advisory program, and some firms could provide advice on a wider range of choices, some of which might have lower costs. KFS does not have an account minimum.

### For Additional Information

Visit [www.toinvest.com](https://www.toinvest.com) or see KFS' Firm Brochure, Form ADV, Part 2A brochure and other applicable documents.

**Conversation Starters:** Given my financial situation, should I choose an investment advisory service? 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?*

Fees and costs affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.

### Advisory Services Fees

For most advisory services, you will pay an ongoing recurring fee based on the value of cash and investments in your advisory account. The more assets there are in your advisory account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account. The amount paid to KFS and your financial professional does not vary based on the type of investments we select on your behalf or recommend to you. The asset-based fee reduces the value of your account and in most cases will be deducted from your account. Some investments (such as mutual funds and Exchange Traded Funds) impose additional fees that will reduce the value of your investment over time. Additional fees may also include custodial, inactivity, or maintenance fees. For financial planning and consulting services, the fees will be agreed upon between you and your financial professional. Some fees vary and are negotiable. The amount

you pay will depend, for example, on the services you receive and the amount of assets in your account. For additional details on how fees are calculated, refer to your investment advisory agreement and the applicable disclosures specific to your advisory account. 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 is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?*

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***Conversation Starters:*** 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 providing recommendations 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. For example, a client may buy or sell an investment that is personally owned by the adviser.

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

Our financial professionals will disclose, when appropriate, any material conflicts of interest no later than at the time of a recommendation. Please go to [www.toinvest.com](http://www.toinvest.com) to request our ADV, Part 2A brochure.

*How do your financial professionals make money?*

The financial professionals at KFS are paid a salary and a discretionary bonus. Their compensation is influenced by the firm's assets under management, the number of accounts that are serviced and the firm's general profitability. KFS professionals are not given non-cash compensation.

*Do you or your financial professionals have legal or disciplinary history? No.*

Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

***Additional Information***

For additional information about our services, please visit Investor.gov, BrokerCheck (brokercheck.finra.org), our website (www.toinvest.com), and, if applicable, your account agreement. For additional information on advisory services, see our Form ADV brochure on IARD, on Investor.gov, or on our website (www.toinvest.com), and any brochure supplement your financial professional provides. Additionally, you can request up-to-date information and/or a written copy of Form CRS by calling KFS at 212-213-1898.

To report a problem to the SEC, visit Investor.gov or call the SEC's toll-free investor assistance line at (800) 732-0330. To report a problem to FINRA, call (301) 590-6500. If you have a problem with your investments, account or financial professional, contact us in writing at 1 Baltic Place, Suite 201D, Croton On Hudson NY, 10520.

Securities offered through Nationwide Planning Associates, Inc., broker-dealer and member of FINRA and SIPC. Advisory Services offered through Karagosian Financial Services, Inc.

***Conversation Starters*** *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?*