

Introduction

Bluestone® Financial Advisors, LLC is registered as an investment adviser with the U.S. Securities and Exchange Commission. Investment Advisory Services and Brokerage 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 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?

We offer services to retail and institutional clients. **Accounts:** We service retail nonqualified and qualified accounts as well as all manner of institutional accounts. **Investments:** We use mutual funds, exchange traded funds, stocks, bonds, separate accounts, hedge funds and/or similar private investment vehicles to construct portfolios. **Monitoring:** We monitor portfolios and securities in accounts on an ongoing basis. We also meet with you at least annually depending on your needs. **Investment Authority:** We provide our services on a perpetual discretionary and nondiscretionary basis as requested. We execute investment recommendations and specific transactions, in accordance with your investment objectives, with or without your prior approval, based upon discretionary or nondiscretionary account management status. Our engagement will continue until you notify us otherwise in writing. **Limited Investment Offerings:** We do not make available or offer advice with respect to proprietary products nor to a strictly limited menu of products or types of investments. **Account Minimums and Other Requirements:** We do not require an account or relationship size minimum in order for you to open/maintain an account or establish a relationship.

For more detailed information on our relationships and services, please see Item 4 – Advisory Services and Item 7 – Types of Clients of our Form ADV Part 2A.

Conversation Starters

- *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 advisory services in 2 different ways: (1) Project (“Financial Planning & Consulting”) and (2) Retainer (“Financial Advisory”). Project Fees do not include investment management services and range from \$5,000 to \$10,000 on a one-time basis. Retainer Fees include investment management services and range from \$1,000 to \$5,000 on a monthly fixed fee basis. Your fee will be based on the complexity of your circumstances and service needs, not the amount of assets we supervise for you. **Other Fees and Costs:** In addition to our advisory fee, you will also be responsible for custodian fees, account maintenance fees, fees related to mutual funds, and other transactional 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.

For more detailed information on our fees, please see Item 5 – Fees and Compensation of our Form ADV Part 2A.

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 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 interests 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 is an example to help you understand what this means: We will recommend that you open your account with a specific custodian, where we have an institutional relationship and receive certain benefits, like access to digital tools to assist with client management. However, you ultimately decide where to open your accounts. Choosing a different custodian may result in the loss of quality of service and/or ability to obtain favorable prices. Andrew S. Cosgrove is the Chief Investment Officer and a member of the Board of Directors of Bluestone Life Insurance Company (BLIC); therefore, a conflict of interest may arise to the extent that clients purchase life insurance policies from BLIC. Insurance premiums paid to BLIC are separate and distinct from our Project and Retainer fees. No Investment Adviser Representatives of Bluestone® Financial Advisors, LLC serve as insurance agents.

Conversation Starters

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

For more detailed information on conflicts of interest, please see Item 10 – Other Financial Industry Activities and Affiliations; Item 12 – Brokerage Practices; and Item 14 – Client Referrals and Other Compensation of our Form ADV Part 2A.

How Do Your Financial Professionals Make Money?

Our financial professionals are compensated based on an agreed upon annual salary and bonus based on company performance.

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

No. You can visit www.investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Conversation Starters

- *As a financial professional, do you have any disciplinary history? For what type of conduct?*

Additional Information

You can find additional information about our investment advisory services by visiting www.sec.gov/check-your-investment-professional and searching with our CRD # 146946 or by visiting <https://www.bfa-llc.com>. You can request up to date information and a copy of our Client Relationship Summary by contacting us at acosgrove@bfa-llc.com or 301-841-0203.

Conversation Starters

- *Who is my primary contact person? Is he or she a representative of an investment adviser? Who can I talk to if I have concerns about how this person is treating me?*

Form ADV Part 3 / Customer Relationship Summary
Summary of Material Changes
Bluestone® Financial Advisors, LLC
Effective Date: March 2024

Introduction

There have been no changes to this section.

What investment services and advice can you provide me?

There have been no changes to this section.

What fees will I pay?

There have been no changes to this section.

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

There has been a change to this section to reflect that neither our firm nor our financial professionals have any legal or disciplinary history.

Additional Information

There have been no changes to this section.