

Form ADV Part 3 Form CRS: Relationship Summary

Ostrofe Financial Consultants, Inc.

Item 1 Introduction

2/9/2024

Ostrofe Financial Consultants, Inc. is registered with the Securities and Exchange Commission as an Investment Adviser. Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. The SEC offers free and simple tools 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.

Item 2 Relationships and Services

What investment services and advice can you provide me?

Our firm offers the following principal investment advisory services to retail investors. Our firm provides investment discretion for the following services. If you invest on a discretionary basis, our firm will buy and sell investments in your accounts without requiring your pre-approval on an ongoing basis until you notify us in writing to switch.

- Financial planning—monitored continuously as part of our standard service.
- Retirement planning—monitored continuously as part of our standard service.
- Portfolio management—monitored continuously as part of our standard service.
- Buying and selling securities—monitored continuously as part of our standard service.
- Investment recommendations—monitored continuously as part of our standard service.

For additional information including minimum investment amounts, please see [ostrofefinancial.com](https://www.ostrofefinancial.com) for our Form ADV, Part 2A (Items 4 and 7).

We do not limit our advice and services to proprietary products or a limited menu of products or investments.

Ostrofe Financial Consultants, Inc. requires a minimum of \$250,000 in order to open an account. To reach this account minimum, clients can aggregate all household accounts. Exceptions are made for client referrals, family, friends, etc. Ostrofe Financial Consultants, Inc. may waive the minimum for any reason.

Conversation starters. 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, Costs, Conflicts and Standard of Conduct

What fees will I pay?

Description of Fees & Costs:

Fees and costs affect the value of your account over time and vary depending on certain factors. Please ask us to give you personalized information on the fees and costs you will pay. Our fees are billed quarterly, in advance, as a percentage of assets under management, and deducted from clients' assets. Our incentive is to increase the value of your account over time, which will increase our fees over time.

Certain investment adviser representatives of Ostrofe Financial Consultants, Inc. are also associated with LPL Financial as broker-dealer registered representatives ("Dually Registered Persons"). In their capacity as registered representatives of LPL Financial, certain Dually Registered Persons earn commissions for the sale of securities or investment products that they recommend for brokerage clients. This practice presents a conflict of interest and gives it or its supervised persons an incentive to recommend investment products based on the compensation received, rather than on a client's needs. They do not earn commissions on the sale of securities or investment products recommended or purchased in advisory accounts through Ostrofe Financial Consultants, Inc. In order to address the conflict, we tell clients they have the option of purchasing many of the securities and investment products we make available to them through another broker-dealer or investment adviser. However, when purchasing these securities and investment products away from Ostrofe Financial Consultants, Inc., you will not receive the benefit of the advice and other services we provide.

At Ostrofe Financial Consultants we take a "client first" approach to all conflicts of interest.

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.

Ostrofe Financial Consultants, Inc. often invests in open-end mutual funds in client portfolios. These funds charge fees to their shareholders, which are described in their respective prospectus and usually include a management fee, administrative and operations fees, and certain distribution fees (e.g., 12b-1 fees).

Conversation starters. 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 must 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 is an example to help you understand what this means.

Our financial professionals make money by offering products and services to you that we, in turn, earn money on and therefore have an incentive to sell these products to you. **In order to address the conflict, we tell clients they have the option of purchasing the securities, investment and insurance products we make available to them through another broker-dealer or investment adviser.**

Conversation starters. Ask your financial professional: How might your conflicts of interest affect me, and how will you address them?

Additional information:

For more detailed information about our conflicts of interest please review our Form ADV, Part 2A which can be found at ostrofefinancial.com.

How do your financial professionals make money?

Our financial professionals are compensated based on the revenue earned from advisory services they provide to you. This practice presents a conflict of interest and gives it or its supervised persons an incentive to recommend investment products based on the compensation received, rather than on a client's needs. Clients have the option of purchasing many of the securities and investment products we make available to them through another broker-dealer or investment adviser.

In addition, our financial professionals are also licensed insurance professionals. Implementations of insurance recommendations are separate from their role with Ostrofe Financial Consultants, Inc. As an insurance professional, those employees may receive customary commissions and other related revenues from the various insurance companies whose products are sold. They are not required to offer the products of any particular insurance company, and you are not obligated to purchase insurance products from any of our financial professionals..

Item 4 Disciplinary History

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

No. Our financial professionals and our firm have no disciplinary history to report. Visit Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Conversation Starters. Ask your financial professional: As a financial professional, do you have any disciplinary history? For what type of conduct?

Item 5 Additional Information

You can find additional information about our services and request a copy of the relationship summary by visiting ostrofefinancial.com; emailing at patty.lum@lpl.com or calling us at 530-273-4425.

Conversation starters. 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?

Disclosure Information:

Some of our financial professionals are registered representatives of LPL Financial ("LPL"), an SEC registered broker-dealer and investment advisor. Your financial professional may offer you brokerage services through LPL or investment advisory services through our firm. Brokerage services and investment advisory services are different, and the fees we, and LPL, charge for those services are different. It is important that you understand the differences. In particular, your financial professional may earn additional transaction-based compensation and have additional conflicts of interest as a result of providing brokerage services through LPL. You are encouraged to learn more about LPL by reviewing <https://www.lpl.com/disclosures.html> and having a discussion with your financial professional. You can also access free and simple tools to help you research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.