

### Item 1: Introduction

Blake-Shutter Wealth Advisors LLC is an investment adviser registered with the Securities and Exchange Commission ("SEC"). Brokerage and investment advisory services and 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 [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisers, and investing.

#### Terms to know:

- A broker-dealer is a firm that acts as an intermediary between buyers and sellers of securities for which they will usually receive a commission and may purchase or sell those securities in/out of their own account.
- An investment adviser is generally any person or group that provides investment advice or conducts securities analysis in exchange for a fee.

### Item 2: What Investment Services and Advice can you provide me?

We offer full-service discretionary and non-discretionary investment advice to retail investors, including offering securities recommendations, choosing third party money managers, providing financial planning and account monitoring services. We may act with discretion in advisory accounts, where your investment advisor makes the final determination on the purchase or sale of investments, if you provide approval for such a relationship. The discretion we exercise is limited to account management, we do not have discretion to withdraw cash or securities from your account, except for paying our advisory fees. We limit the types of investments that we recommend since not every type of investment vehicle is appropriate for all accounts. We have a stated account minimum of \$500,000, but each investment advisor may waive that minimum if they choose. Please see our ADV Part 2A for more detail on the services we offer.

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 these qualifications mean?

### Item 3: Fees, Cost, Conflicts and Standards of Conduct – "What Fees will I Pay"

You will pay investment advisory fees based on the total assets we manage in your account. These fees may be considered Wrap, where we charge a single fee and pay all brokerage and transaction fees on your behalf from our fees. You may pay more or less for this type of relationship depending on the rates we can negotiate with the custodian of your assets, therefore incentive may exist for the firm or your investment advisor to encourage you to leverage a Wrap relationship.

Some types of investments incur ongoing operational expenses which are directly or indirectly passed on to you.

You may also pay fees for operational services provided through your account, such as custodial fees and account maintenance fees. These fees are charged at least annually and may be waived under certain conditions. Additionally, these fees may be wrapped into the advisory fees as described above.

Applicable to financial plans only, this fee is mutually agreed upon between you and your advisor and varies depending on the scope of the plan and the planning areas to be addressed (e.g., education planning, retirement planning, and estate planning). These fees are generally paid in full upon delivery of the plan or in two installments.

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.

Questions to ask us: 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? How might your conflicts of interest affect me, and how will you address them?



**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 provide you with advice, we are acting as your fiduciary and have a legal and regulatory requirement to act in your best interest and put your interest ahead of ours. 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 may affect the recommendations, we provide for you. Here are examples to help you understand what this means.

Blake-Shutter Wealth Advisors receives an override on advisory business conducted at a chosen custodian: We have negotiated pricing at a qualified custodian and will make money on the difference between what is charged to you, in a Wrap relationship, and what we pay the custodian. In addition, the qualified custodian we negotiated pricing with provides certain services to us based on the total assets they receive from our clients.

Questions you might wish to ask: How might your conflicts of interest affect me, and how will you address them?

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

The firm's revenue generated from the advisory services provided to clients is calculated as a percentage of assets under management. This revenue may vary by client and custodians and are therefore incentivized to charge higher fees and direct accounts to certain custodians

**Item 4: Do you or your financial professional have legal or disciplinary history?**

Neither BSW or its investment advisors have any legal or disciplinary history. Visit <https://www.investor.gov/CRS> for a free and simple search tool to research us and our financial professionals.

Questions you might wish to ask: As a financial professional, do you have any disciplinary history? For what type of conduct?

**Additional Information?**

For additional information about our services, and/or offering materials provided by the firm please visit our website at [www.blakeschutter.com](http://www.blakeschutter.com). If you would like additional, up-to-date information or a copy of this disclosure, please call 937-956-7875.

**Ask your Financial Professional?**

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