

Introduction

We are CWS Financial Advisors, LLC, an investment adviser registered with the Securities and Exchange Commission. Investment advisory and brokerage 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. Our firm and financial professionals' registration information are also publicly available on the [Investor.gov](https://www.investor.gov) website.

Relationships & Services

What investment services and advice can you provide me?

We offer customized investment advisory and financial planning services to retail investors. We offer advice on a full suite of securities described in Item 8 of our Form ADV Part 2A ("**Disclosure Brochure**"), including equities, fixed income, mutual funds, Exchange Traded Funds (ETFs), and similar investments. Our services are generally provided on a discretionary basis, which means that we have the power to buy and sell securities for your account without your prior consent. This authority is usually unlimited and remains in effect until you revoke it. At your request, non-discretionary investment advice is provided, where we make investment recommendations to you and you decide whether to implement the recommendation. We do not give advice on any proprietary investment products.

We strive to conduct a full review of portfolios at least annually. We monitor accounts on a continuous basis and conduct ad hoc reviews as needed (for example, if you change your objectives or risk tolerance, upon significant market and economic events, or if we change our investment strategy).

We require a minimum household account size of \$500,000 in assets under management, which can be waived at the firm's discretion.

Other Questions You May Have

Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? 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?

Fees, Costs, Conflicts & Standard of Conduct

What fees will I pay?

Our quarterly asset-based fee will typically include financial planning services at no additional charge. In an asset-based fee relationship, our fees will rise and fall with the value of the assets we manage for you. We are economically incented to recommend that you place more assets in your account to increase the value of your portfolio. In addition to our fees, you may be charged transaction or asset-based fees by your custodian for its services. These fees vary depending on the custodian. Under a transaction fee arrangement, the more transactions effected in your account, the more fees you will pay, and high activity in your account does not assure positive portfolio performance. For custodians that charge their fees based upon a percentage of your assets, such fees may be more than would be the case if you are charged a transaction-based fee. Please be mindful of the effect of your portfolio size, the level of activity, and the rate of custodian asset-based pricing. Generally, large portfolios would be disadvantaged by paying an asset-based custodian fee versus a transaction-based fee. Some investment strategies employed by CWS carry additional costs, such as the expense ratio of mutual funds, ETFs, and any manager fees charged in sub-advised or third-party managed accounts.

In addition to advisory and transaction fees, there are additional fees such as postage and handling, transfer taxes, SEC fees for sales of securities, and similar fees. These additional fees are not material, but like advisory fees and custodian fees, they do have an adverse impact on the value of your portfolio over time. We also offer "financial planning only" engagements, and those fees can be charged at an hourly or fixed rate if agreed upon by you and the firm. Each client's fee rate is agreed upon in a signed client agreement at the onset of the advisory relationship. An electronic copy of this signed agreement can be requested from CWS at any time. You can find more information about our fees and costs under Item 5 of our Disclosure Brochure, available at [Investor.gov/CRS](https://www.investor.gov/CRS).

Other Questions You May Have

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 of interest. You should understand and ask us about these conflicts, because they can affect the investment advice we provide. Here is an example to help you understand what this means:

We are paid based upon the value of the assets in your accounts. Therefore, we have a conflict in that it is to our advantage to encourage you to hold your assets with us.

Other Questions You May Have

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

How do your financial professionals make money?

Our firm makes money solely from the fees charged to clients for our services. Our financial advisors are paid a percentage of the fees we collect from you. As a result, we are incentivized to recommend that you add additional assets to your account.

Disciplinary History

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

Yes, certain representatives of CWS Financial Advisors have disciplinary records, which can be found by accessing Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Other Questions You May Have

As a financial professional, do you have any disciplinary history? Is so, for what type of conduct?

Additional Information

You can find additional information about our investment advisory services at Investor.gov/CRS. You may also request a printed copy of this Client Relationship Summary by contacting us at 269-349-4600 or via email to cory@cwsfas.com.

Other Questions You May Have

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?