Introduction

Aznar Financial Advisors, LLC ("we" or "us") is registered with the Securities Exchange Commission ("SEC") as an investment adviser. Our services and compensation structure differ from a registered broker-dealer, and it is important for you to understand the differences between those structures. Free and simple tools are available to research firms and financial professionals at www.investor.gov/CRS. The site also provides educational materials about broker-dealers, investment advisers and investing. The "Questions to Ask" appearing below are intended to be "conversation starters" for you to have with us, as required by the instructions to Form CRS.

What investment services and advice can you provide me?

We provide fee-only, financial planning and investment management services to individuals, families, trusts, and estates ("you," or "clients"). We begin the process by analyzing clients' financial circumstances, including their investment asset composition, income and expenses, tax considerations, insurance, estate plan, and other factors pertaining to their financial objectives and concerns.

Based upon your goals, we create a financial plan, develop an Investment Policy Statement ("IPS"), and design an investment portfolio that we manage on a discretionary basis. We monitor the portfolio periodically and make changes to it as we deem necessary.

Because we manage your portfolio on a discretionary basis, we have the authority to buy and sell investments in your accounts without speaking to you before doing so. However, you can place reasonable restrictions on the securities that we buy by notifying us, in writing. We do not limit the type of securities we trade for our clients, but we generally construct and manage portfolios consisting primarily of passively managed mutual funds, exchange traded funds ("ETFs,") and cash/cash equivalents. We impose a minimum quarterly investment advisory fee of \$3,000, which we may waive or modify in our discretion. For more detailed information about our Advisory Business and the Types of Clients we generally service, please see Items 4 and 7, respectively in our Part 2A Brochure.

<u>Questions to Ask Us</u>: 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?

For investment advisory services, and with certain limited exceptions described in Item 5 of our Part 2A Brochure, the annual financial planning and investment management fee is based upon a percentage of market value of assets placed under our management, subject to a minimum quarterly fee. The annual fee rate begins at 1.00% and we reduce the rate based on the amount of assets you invest with us. The fee for the initial calendar year will be based on the fair market value of assets in your portfolio as of the ending month date closest to the date of your agreement and prorated as necessary for the remainder of the initial calendar year. Fees for each subsequent calendar year will be based on the fair market value of the assets in your portfolio as of the preceding December 31st. We either deduct our fees from one or more of your investment accounts or bill you for our services quarterly in advance.

Because our fee is based on the amount of your assets under our management, the more assets you designate to us for management, the more you will pay us for our services. Therefore, we have an incentive to encourage you to increase the amount of assets that you designate for our management. However, as the amount of assets under management increases, the applicable fee percentage decreases incrementally. *For more detailed information* about our investment advisory and other fees and expenses, please see Item 5 in our <u>Part 2A Brochure</u>.

Your account will be held with a qualified custodian. You will also be responsible for the fees and expenses charged by qualified custodians and imposed by broker dealers according to their fee schedules. Those fees and expenses include but are not limited to, transaction charges, wire transfer and electronic fund fees, and other fees and taxes on brokerage

accounts and securities transactions. If your assets are invested in mutual funds, ETFs, or other investment companies, you will bear your pro rata share of the investment management fees and other fees of the funds, which are in addition to the fees you pay us. These fees and expenses are described in each fund's prospectus or other offering documents.

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 about our fees and costs related to our management of your account, please see Item 5 in our <u>Part 2A Brochure</u>.

<u>Questions to Ask Us</u>: Help me understand how these fees and costs might affect my investments. If I give you \$1,000,000 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 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:

- * We may recommend that you engage a particular custodian from whom we receive trading and other support services. This presents a conflict of interest, because our receipt of their support makes us more inclined to continue using and recommending them.
- * We are compensated based on the amount of assets we manage. This means that we are incentivized to recommend that you increase the amount you invest with us or avoid taking action that could reduce our fees, such as paying off debt.

For more detailed information about our conflicts of interest, please review Items 4, 11, 12, and 14 of Part 2A Brochure.

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

How do your financial professionals make money?

Our financial professional is the equity owner of the firm, who receives the firm's profits. This structure presents a conflict of interest, as it can incentivize her to recommend that you place additional assets under our management. We mitigate that conflict by adhering to our duty to put your interests above ours and make investment recommendations consistent with your financial objectives.

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

No. We encourage you to visit www.Investor.gov/CRS to research our firm and our financial professionals.

Questions to Ask Us: As a financial professional, do you have any disciplinary history? If so, for what type of conduct?

Additional Information

Additional information about our firm is available on the SEC's website at www.adviserinfo.sec.gov. You may contact our Chief Compliance Officer or request a current copy of our Part 2A Brochure or our relationship summary. Our Chief Compliance Officer is available by phone at 973-540-8850.

<u>Questions to Ask Us</u>: 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?