

Introduction

We are registered with the United States 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 between them. 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.

What investment services and advice can you provide me?

We offer investment advisory services that include Wealth Management Services (a combination of financial planning and investment portfolio management), Investment Portfolio Management and Financial Planning Services offered on a standalone basis, and Wealth Accumulator, a limited automated investment program. In addition, we offer you the option of obtaining financial solutions from unaffiliated third-party financial institutions through our affiliates, Focus Treasury & Credit Solutions (“FTCS”) and Focus Risk Solutions (“FRS”). We do not limit our advice and services to proprietary products or a limited menu of products or investments. We implement investment advice for held-away accounts that are not held by our primary custodian(s). We start each client relationship with a consultative session to discuss your financial situation, focusing on your investment goals, your risk tolerance, your time horizon, any investment preferences you have, and our investment strategies. We then tailor a portfolio for you to match your investment objectives, risk tolerance, and financial circumstances.

As part of our Wealth Management, Investment Portfolio Management, and Wealth Accumulator services, we will monitor the holdings and performance of the investments we make for you on an ongoing basis, as part of our standard services. In these services, we manage accounts on a discretionary basis, which means we do not need to call you when buying or selling investments in your account. You will sign an investment management agreement and limited power of attorney giving us this authority. We also manage Investment Portfolio Management accounts on a non-discretionary basis, which means that you make the ultimate decision regarding buying or selling investments in your account.

For our Wealth Management and Investment Portfolio Management Services, we have an account minimum of \$100,000, which we may waive. Our minimum account size requirement for our Wealth Accumulator program is \$5,000. For additional information, please refer to our [ADV Part 2A brochure](#), especially [Item 4](#) (services), [Item 7](#) (types of clients), [Item 10](#) (other activities/affiliations), [Item 13](#) (review of accounts) and [Item 16](#) (discretion).

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?*

What fees will I pay?

For our investment advisory services, we charge an asset-based fee that is billed quarterly, which is a fee that is calculated based on a percentage of the total value of the assets in your account. We charge an asset-based fee for services provided to held-away accounts. Our incentive is to increase the value of your account(s) over time, which will increase our fees over time. We also charge fixed fees or hourly fees for standalone Investment Portfolio Management and Financial Planning Services. In a fixed fee arrangement, the amount of fees we charge you remains the same even if your assets increase or decrease in amount or value. Our fees are negotiable, but only at our discretion, and vary depending on certain factors. Our fees are listed in our client agreements and described in greater detail under [Item 5](#) (fees) of our Form ADV.

In addition to our fees, you will be responsible for other fees and expenses associated with the investment of your assets. Such other fees and expenses may include fees charged by your custodian, account maintenance fees, exchanges, and taxes. You will also pay the fees and expenses associated with investment advice provided by third parties, including advisory fees charged by third-party managers, management and performance fees

and expenses charged by private investment funds, and fees and expenses of mutual funds and exchange-traded funds in which you invest. 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 additional information, see [Item 5](#) (fees) of our Form ADV Part 2A.

Question 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?*

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. For example, we receive certain benefits from the custodians we recommend holding your account assets. In addition, a managing partner owns a minority interest in a trust company and our firm sometimes refers clients for trust, custody, and brokerage services. For additional information, please refer to our [ADV Part 2A brochure](#), especially [Item 4](#) (services), [Item 10](#) (other activities/affiliations), [Item 12](#) (brokerage practices) and [Item 14](#) (other compensation).

Our firm's revenue comes solely from the advisory fees we collect from our clients' accounts each quarter. The more assets there are in your advisory account, the more you will pay in fees, and this gives us incentive to encourage you to increase the assets in your account or recommend that you borrow money rather than liquidate some or all of your assets we manage.

Question 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 advisers are employees of our firm and are paid a fixed salary and could also receive a quarterly bonus of a portion of the advisory fees from the accounts they helped acquire. They do not receive any compensation from the sale of products. This potential for increased compensation provides an incentive for these financial advisers to encourage you to maintain and even increase the size of your investment account with us.

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

No for our firm. Yes for our financial professionals. Visit www.investor.gov/crs for a free and simple search tool to research our firm and our financial advisers.

Questions to Ask Us:

- *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 on the SEC's website www.adviserinfo.sec.gov by searching CRD #143617. You may also contact our firm at 714-282-1566 or contactus@bfsfg.com to request a current copy of our Form ADV Part 2 or up-to-date Form ADV Part 3 – this relationship summary. Furthermore, you can find answers to the questions presented in this relationship summary on our [website](#).

Questions to Ask Us:

- *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?*