

# Form ADV Part 3 – Client Relationship Summary

Date: 05/19/2020

## Item 1: Introduction

ACORN FINANCIAL ADVISORY SERVICES, INC. is an investment adviser registered with the Securities and Exchange Commission offering advisory accounts and services. Brokerage and investment advisory services and fees differ, and it is important that you understand the differences. This document gives you a summary of the types of services and fees we offer. Please visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for free, simple tools to research firms and for educational materials about broker-dealers, investment advisers, and investing.

## Item 2: Relationships and Services

***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 investment services and advice can you provide me? Our firm primarily offers the following investment advisory services to retail clients: portfolio management (we review your portfolio, investment strategy, and investments); financial planning (we assess your financial situation and provide advice to meet your goals); solicitor/selection of other advisers (we select a third party adviser for you to use). As part of our standard services, we typically monitor client accounts on a daily basis. Our firm offers both discretionary advisory services (where our firm makes the decision regarding the purchase or sale of investments) as well as non-discretionary services (where the retail investor makes the ultimate decision). We do *not* limit the types of investments that we recommend. Our minimum portfolio size is \$1,000,000. Individual Adviser Representatives of AFAS may utilize discretion to waive this minimum when appropriate. Please also see our Form ADV Part 2A ("[Brochure](#)"), specifically Items 4 & 7.

## Item 3: Fees, Costs, Conflicts, and Standard of Conduct

***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 fees will I pay? Our fees vary depending on the services you receive. Additionally, the amount of assets in your account affects our advisory fee; the more assets you have in your advisory account, the more you will pay us and thus we have an incentive to increase those assets in order to increase our fee. Should the value of your portfolio increase based on market appreciation, our fee would also increase. Therefore, we are incentivized to try and increase the value of your assets over time. For hourly fee arrangements, each additional hour (or portion thereof) we spend working for you would increase the cumulative planning fee. Our fixed fee arrangements are based on the amount of work we expect to perform for you, so material changes in that amount of work will affect the planning fee we quote you. Our planning fees are agreed to in advance and outlined in an a contract with you. Should

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the planning engagement require more time and work than originally anticipated, we will honor the documented fee. Investment advisory fees for portfolio management and ongoing planning services are based on an annual percentage rate and are assessed quarterly in advance. Financial Planning fees are charged half in advance and the remainder in arrears, typically after a period of 3-6 months depending on the breadth and scope of the engagement. Hourly fees are paid in arrears when all stated deliverables have been met. Subscription based fees for ongoing financial planning are paid monthly in advance. *Additionally, we have the following compensation structure: Other: A PERCENTAGE OF ASSETS MANAGED VIA A SUBADVISORY ARRANGEMENT* You pay our fees even if you do not have any transactions and the advisory fee paid to us generally does not vary based on the type of investments selected. Please also see Items 4, 5, 6, 7 & 8 of our [Brochure](#).

Some investments (e.g., mutual funds, variable annuities, etc.) impose additional fees (e.g., transactional fees and product-level fees) that reduce the value of your investment over time. The same goes for any additional fees you pay to a custodian. Additionally, you will pay transaction fees, if applicable, when we buy or sell an investment for your account. **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.** Please also see our [Brochure](#) for additional details.

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 are compensated can potentially create conflicts with your interests. We strive to be transparent and we encourage you to understand and ask us about how potential conflicts of interest could arise because they can affect the investment advice we provide you. Here are some examples to help you understand what this means (see heading immediately below).*

How do your financial professionals make money? Primarily, we and our financial professionals receive cash compensation from the advisory services we provide to you because of the advisory fees we receive from you. This compensation may vary based on different factors, such as those listed above in this Item. Our financial professionals also have the ability to receive commissions from clients if they are registered as a representative of a broker-dealer and therefore those registered persons may have an incentive to recommend products that provide them or us additional compensation over those that do not. Please also see Item 10 of our [Brochure](#) for additional details.

## Item 4: Disciplinary History

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

Do you or your financial professionals have legal or disciplinary history? We do not have legal and disciplinary events. Visit <https://www.investor.gov/> for a free, simple search tool to

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research us and our financial professionals. When entering into an agreement with us, you will receive a copy of your financial professional's ADV Part 2B, also known as their professional bio. Please reference this for additional details.

## Item 5: Additional Information

***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?***

For additional information on our advisory services, see our [Brochure](https://adviserinfo.sec.gov/firm/summary/116763) available at <https://adviserinfo.sec.gov/firm/summary/116763> and any individual brochure supplement your representative provides. If you have any questions, need additional up-to-date, or want another copy of this Client Relationship Summary, then please contact us at (703) 293-3100.

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## Exhibit A – Material Changes to Client Relationship Summary

This is the initial version of the Client Relationship Summary. There are no material changes.