

# Form ADV Part 3 – Client Relationship Summary

Date: 07/28/2023

## Item 1: Introduction

LAWLEY RETIREMENT ADVISORS 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 financial professionals, as well as 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 plan sponsors and participants: Our firm offers discretionary and non-discretionary services, and the plan sponsor makes the ultimate decision regarding the selection and/or replacement of investment options within the investment menu. We limit the types of investments that are recommended since not every type of investment vehicle is needed to create an appropriate portfolio, but do not limit these investments to proprietary products. Our firm does *not* have a minimum account size. As part of our standard services, at a minimum we review annually, but many of our plan sponsors choose to meet more frequently. 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. Typically, LRA charges its management fee based upon a percentage of the report market value of a client's retirement plan, as calculated by the client's custodian, as of the close of business on the last business day of the billing period. The actual percentage charged for these fees is based upon various plan demographics and characteristics, and typically ranges from 10 to 100 basis points. Our minimum fee is \$5000 annually and our fixed fees typically range from \$5,000 up to \$50,000. These fees will be indicated in the client's agreement. Our fixed fee arrangements are based upon the amount of work we expect to perform for you, so material changes in that amount of work will affect the advisory fee we quote you. LRA bills the client in arrears or in advance, with such fees being assessed on a periodic basis, which may occur monthly, quarterly, or semi-annually as memorialized in the client's agreement. 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. LRA fees are reviewed and discussed with clients on an annual basis. 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

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same goes for any additional fees you pay to a custodian. Additionally, if applicable, you will pay transaction fees, 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? How do your financial professionals make money?

LRA has a relationship with Osaic Wealth, Inc. (“OWI”), whereby associates of LRA are also dually registered. Certain persons associated with LRA are Registered Representatives (“RR”) and Investment Adviser Representatives (“IARs”) with OWI. In such a capacity they may provide advisory services and/or offer securities and receive normal and customary commissions and/or fees as a result of such activities. This presents an inherent conflict of interest to the extent that they may recommend that certain clients implement recommendations and/or invest in securities by utilizing the services of OWI, which would result in LRA receiving an indirect benefit and one or more of the firm’s employees receiving fees. In order to mitigate this inherent conflict of interest, it is LRA’s policy to disclose to clients when an investment recommendation will result in fees being paid to LRA and/or OWI. LRA clients are under no obligation to implement recommendations and/or invest in securities through OWI and should understand that lower fees and/or commissions for comparable services may be available from other sources. 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? No. Visit <https://www.investor.gov/> for a free, simple search tool to research us and our financial professionals.

## 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](#) available at <https://adviserinfo.sec.gov/firm/summary/282786> and any individual brochure supplement your representative provides. If you have any questions, need additional information, or want another copy of this Client Relationship Summary, then please contact us at 716-849-8219.