

Client Relationship Summary (Form CRS): A Client's Q&A 4/27/23

Item 1: Introduction: Who are you?

Answer: Educators Financial Services, DBA: EFS Advisors, an SEC-Registered Investment Adviser

It is important for you to understand the differences between brokerage and investment advisory services and fees. Visit [Investor.gov/CRS](https://www.investor.gov/crs) for free and simple tools to research firms, financial professionals, and for educational materials about broker-dealers, investment advisers, and investing.

Item 2: Services: What investment services and advice can you provide me?

Answer: We provide investment advisory services to retail investors through financial planning, portfolio management, and educational seminars, all covered under our fee schedule, discussed later in this document.

We offer account monitoring and monitor accounts no less frequently than annually. Per our Form ADV 2A and Investment Advisory Agreement, we will claim authority to buy and sell investments in your account without asking you in advance. We offer a proprietary EFS Advisor Choice program, but do not offer proprietary products. We impose no minimums for our EFS Advisor Choice 403(b) program or the SBG 403(b) program. Custodian or fund-driven minimums exist for certain investments held within our other product programs through TD Ameritrade and Fidelity; minimums vary and we do not determine them. **Further information about our services may be found in Items 4 and 7 of our Form ADV Part 2A.**

Other questions for the client to keep in mind:

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?

Item 3: What fees will I pay?

Answer: For ongoing asset allocation/investment management services, we charge a quarterly fee based on a percentage of the account value. We also offer an hourly financial consulting fee option for clients with shorter-term and one-time needs. These fees are described in further detail in Item 5 of our Form ADV 2A and Item 4 of our Investment Advisory Agreement. **These fee structures create conflicts of interest described in items 1 & 2 of the attached Conflicts of Interest Inventory. You also may pay fees associated with the underlying investments selected for your account or short-term redemption fees, some of which we receive, which creates a conflict of interest described in item 5 of the attached Conflicts of Interest Inventory.**

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. Make sure you understand what fees and costs you are paying.

Question for the client to keep in mind:

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?

Answer: 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 receive additional financial and non-financial payments from third parties beyond advisory or hourly fees we receive from you. These payments create conflicts of interest described in further detail in items 5, 6, and 7 of the attached Conflicts of Interest Inventory.**

Question for the client to keep in mind:

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

How do your financial professionals make money?

Answer: Our financial professionals receive a portion of the total advisory fee you pay us as disclosed in Item 5 of our Form ADV 2A and Item 4 of our Investment Advisory Agreement. A financial professional's portion of the advisory fee increases based on the amount of assets s/he manages. **This creates conflicts of interest described in item 1 & 10 of the attached Conflicts of Interest Inventory.** Additionally, each of our financial professionals is registered as broker/dealer agents with our affiliated Broker/Dealer, Advanced Advisor Group, and insurance sales agents, for which commissions are earned for product sales. **This creates a conflict of interest described in item 3 of the attached Conflicts of Interest Inventory.** Other various financial and non-financial compensation also is available to our financial professionals. **This creates conflicts of interest described in items 4, 5, and 8 of the attached Conflicts of Interest Inventory.**

Item 4: *Do you or your financial professionals have legal or disciplinary history?*

Answer: Yes. For exact, up to date information, visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Question for the client to keep in mind:

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

Item 5: *Where do I find additional information about you or request a copy of Form CRS?*

Answer: Additional information about us may be found at www.efsadvisors.com or by visiting the SEC's website www.adviserinfo.sec.gov. A Form CRS may be requested by contacting EFS Advisors at (877) 403-2374.

Question for the client to keep in mind:

Who is my primary contact person? Is s/he 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?