

## Introduction

Auxano Advisors, LLC (“Auxano” “we” “us” and “Advisor”) is registered as an investment adviser with the U.S. Securities and Exchange Commission. Investment Advisory Services and Brokerage fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://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?

Auxano offers a team approach dedicated to unsurpassed client service and relationship commitment. We offer investment advisory services to retail and institutional clients. Our goal is to support you and your family with a comprehensive understanding of your financial and personal world. We offer financial planning for complex situations through the integration of investments, estate planning, lifestyle planning and family office convenience. In addition to investment advisory services, we offer cash flow planning, estate planning review, tax coordination, and other special projects. **Accounts:** We service retail nonqualified and qualified accounts as well as all manner of institutional accounts. **Investments:** Our investment portfolios use a combination of mutual funds, exchange traded funds, stocks, bonds, Hedge Funds, Private Equity, Venture Capital, and Real Estate. We also use selected third-party investment managers for Separately Managed Accounts.

**Monitoring:** We will discuss your investment goals, design with you a strategy to achieve your investment goals and monitor portfolios and securities in your accounts on an ongoing basis. We also meet with you at least annually depending on your needs. **Investment Authority:** We provide our services on a perpetual discretionary and nondiscretionary basis as requested. We execute investment recommendations and specific transactions, in accordance with your investment objectives, with or without your prior approval, based upon discretionary or nondiscretionary account management status. Our engagement will continue until you notify us otherwise in writing. **Account Minimums and Other Requirements:** We do not have a strict account minimum, but most clients have at least \$1,000,000 under management with us.

For more detailed information on our relationships and services, please see Item 4 – Advisory Services and Item 7 – Types of Clients of our Form ADV Part 2A.

## Conversation Starters

- *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?

Auxano provides investment advisory services for a fee based on a percentage of assets under management. This fee will be collected at the end of each quarter and is calculated as a percentage of the value of the cash and investments in your account[s] that we manage. Note that the fee rate is on a sliding schedule and as your assets increase, your effective fee rate declines. **Conflicts of Interest:** The more assets you have in the advisory account[s], the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fee. **Other Fees and Costs:** In addition to our advisory fee, clients may be responsible for custodian fees, account maintenance fees, fees related to mutual funds, and other transactional fees. Some of our Investment Adviser Representatives also serve as insurance agents. Through their role as such they may sell, for commissions, various insurance products.

**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 on our fees, please see Item 5 – Fees and Compensation of our Form ADV Part 2A.

### Conversation Starters

- *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?**

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**When we act as your investment adviser**, we are required to act in your best interest and not put our interests ahead of yours. While our fee-only compensation structure seeks to remove many conflicts of interest, charging a percentage fee on assets under management can create circumstances which some investors may consider conflicts. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. We will recommend that you open your account with a specific custodian, where we have an institutional relationship and may receive economic benefits. However, you ultimately decide where to open your accounts. Choosing a different custodian may result in the loss of quality of service and/or ability to obtain favorable prices. As noted above, certain investment adviser representatives of our firm are also licensed insurance agents and may earn commissions on various insurance products. We have a conflict of interest in recommending these products to you because of the potential for additional revenue. We have a financial incentive to recommend that you rollover retirement plan assets into an IRA we manage; however, we seek to educate you on your options and the fees and benefits associated with each choice and then allow you to choose which you feel is in your best interest.

For more detailed information on conflicts of interest, please see Item 12 – Brokerage Practices and Item 14 – Client Referrals and Other Compensation of our Form ADV Part 2A.

### Conversation Starters

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

### **How Do Your Financial Professionals Make Money?**

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Auxano Advisors is a fee-only registered investment advisor. Our primary form of compensation comes from investment management fees paid directly from our clients. Our financial professionals are compensated with an agreed upon annual salary based on their level of experience, level of client responsibility, and ownership in the firm. Our financial professionals may also be eligible for a periodic bonus and a percentage of profits earned by the firm as a whole.

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

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No. You can visit [www.investor.gov](http://www.investor.gov) for a free and simple search tool to research our firm and our financial professionals.

### Conversation Starters

- *As a financial professional, do you have any disciplinary history? For what type of conduct?*

### **Additional Information**

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You can find additional information about our investment advisory services by visiting [www.sec.gov/check-your-investment-professional](http://www.sec.gov/check-your-investment-professional) and searching with our CRD #145179 or by visiting [www.auxanoadvisors.com](http://www.auxanoadvisors.com). You can request up to date information and a copy of our client relationship summary by contacting us at [peter@auxanoadvisors.com](mailto:peter@auxanoadvisors.com) or (425) 889-1261.

### Conversation Starters

- *Who is my primary contact person? Is he or she a representative of an investment adviser? Who can I talk to if I have concerns about how this person is treating me?*