

Approach Retirement Advisors, LLC
August 12, 2021

FORM CRS

Approach Retirement Advisors, LLC is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing. This Client Relationship Summary describes the services and fees we offer to "retail" investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

What investment services and advice can you provide me?

We offer the following investment advisory services to retail investors: Portfolio / Wealth Management Services; and, Financial Planning and Consulting Services. For a description of each service listed above, please refer to our Form ADV Part 2A (Items 4, 5, 7, 13 & 16, among others) by clicking the following link: [ADV Part 2A](#) (the full URL for the aforementioned hyperlink is: <https://adviserinfo.sec.gov/firm/brochure/166221>).

Account Monitoring: If you open an investment account with our firm, as part of our standard service we will monitor and review your accounts on a regular basis to ensure the advisory services provided to you and the portfolio mix are consistent with your current investment needs and objectives.

Investment Authority: We manage investment accounts on a **discretionary** basis whereby **we will decide** which investments to buy or sell for your account. You may limit our discretionary authority (for example, limiting the types of securities that can be purchased or sold for your account) by providing our firm with your restrictions and guidelines in writing. We also offer **non-discretionary** management services whereby we will provide advice, but **you will ultimately decide** which investments to buy and sell for your account. You have an unrestricted right to decline to implement any advice provided by our firm on a non-discretionary basis.

Investment Offerings: We provide advice on various types of investments, including, but not limited to: mutual funds; exchange traded funds (ETFs); and, equity securities (stocks). Our services are not limited to a specific type of investment or product.

Account Minimums and Requirements: In general, we require \$2,000,000 or more to open and maintain an advisory account.

Key Questions to Ask Your Financial Professional

- **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?

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services. For detailed information, please refer to our Form ADV Part 2 by clicking the following link: [ADV Part 2A](#)

- **Asset Based Fees** - Fees are typically payable quarterly in advance. Since the fees we receive are asset-based (i.e. based on the value of your account), we have an incentive to increase your account value which creates a conflict; and,
- **Hourly Fees** - Generally, fees are due upon completion of services rendered.

Examples of additional fees and costs that could possibly apply to our clients, but do not benefit our firm, may include:

- Custodian fees;
- Account maintenance fees;
- Fees related to mutual funds and exchange-traded funds;

- Transaction charges and related costs when purchasing or selling securities; and,
- Other product-level fees associated with your investments.

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.

Key Questions to Ask Your Financial Professional

- **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.

- Because our revenue is derived from asset-based fees, we have an incentive to grow your account as much as possible. This could cause us to take overly aggressive positions in conflict with your interests in an attempt to grow your account.

Please refer to our ADV Part 2 by clicking this link to help you understand what conflicts exist: [ADV Part 2A](#)

Key Questions to Ask Your Financial Professional

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

How do your financial professionals make money?

The financial professionals servicing your account(s) are compensated by salary and may receive a bonus. Financial professionals' compensation is based on the revenue the firm earns and ownership percentage.

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

No, our firm and our financial professionals do **not** have any legal or disciplinary history to disclose. Visit Investor.gov/CRS for a free and simple research tool.

Key Questions to Ask Your Financial Professional

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

You can request a copy of the Client Relationship Summary by calling 205-623-4697. You can find additional information about your investment advisory services by clicking the following link: [ADV Part 2A](#)

Key Questions to Ask Your Financial Professional

- **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?**

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Exhibit to Form CRS

Approach Retirement Advisors, LLC is required to update its Form CRS when information in the Form CRS becomes materially inaccurate. This Exhibit summarizes the following material changes to the firm's Form CRS:

- Our firm recently changed its legal and business name to Approach Retirement Advisors, LLC.
- Our firm now offers discretionary management services.
- Our firm generally requires \$2,000,000 or more to open and maintain an advisory account with our firm.
- Our firm may offer financial planning and consulting services on an hourly basis. We no longer offer services on a fixed fee basis.