

## Lutz Financial LLC – Client Relationship Summary (“Form CRS”)

### **Item 1 – Introduction**

Lutz Financial LLC (“Lutz Financial”, “we”, “our”, or “us”) is registered with the Securities Exchange Commission (“SEC”) as an investment adviser. Our services and compensation structure differ from a registered broker-dealer, and it is important for you to understand the differences between those structures. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS). The site also provides educational materials about broker-dealers, investment advisers and investing. The italicized sentences appearing in text boxes below are intended to be “conversation starters” for you to have with us, as required by the instructions to Form CRS.

### **Item 2 – Relationships and Services - What investment services and advice can you provide me?**

Lutz Financial may be engaged to provide discretionary or non-discretionary investment advisory services on a fee basis to individuals and high net worth individuals (our “retail investors” or “clients”). Prior to providing investment advisory services, an investment adviser representative will ascertain each client’s investment objective(s). Thereafter, we will allocate and/or recommend that the client allocate investment assets consistent with the designated investment objective(s). We do not limit the scope of the universe of securities that we use in managing client accounts, and may use equity securities, fixed income securities, annuities, mutual funds and exchange traded funds (ETFs). The client, however, may impose reasonable restrictions, in writing, on our services.

Investment Advisory Services: Lutz Financial provides investment advisory services specific to the needs of each client and will allocate or recommend that the client allocate investment assets consistent with their designated investment objectives. We provide ongoing monitoring and a review of account performance and asset allocation as compared to client investment objectives and may rebalance the account as necessary based on such reviews. Lutz Financial primarily recommends or uses various mutual funds (including the mutual funds sponsored by Dimensional Fund Advisors (“DFA”)), individual bonds and exchange-traded funds (“ETFs”), in managing client accounts based on the investment objectives of each client.

Financial Planning and Consulting Services: To the extent specifically requested by a client, we may provide financial planning or consulting services (including on investment and non-investment related matters, such as estate planning and insurance planning) on a stand-alone separate fee basis. If requested by the client, we may recommend the services of other professionals for implementation purposes, including the accounting services of Lutz Financial’s affiliate, Lutz & Company, PC. The client is under no obligation to engage the services of any such recommended professional. The client retains absolute discretion over all such implementation decisions and is free to accept or reject any recommendation from Lutz Financial or its representatives.

Lutz Financial does not generally require an annual minimum fee or asset level for investment advisory services. For more detailed information about our advisory business and the types of clients we generally service, please see Items 4 and 7, respectively in our [Form ADV Part 2A](#).

#### *Conversation Starters:*

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| <i>Given my financial situation, should I choose an investment advisory service? Why or why not?</i> |
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| <i>How will you choose investments to recommend to me?</i> |
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| <i>What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?</i> |
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### **Item 3 – Fees, Costs, Conflicts, and Standard of Conduct - What fees will I pay?**

Lutz Financial’s annual investment advisory fee is based upon a percentage (%) of the market value of the assets placed under our management. Our standard fee is 1% or less of assets per year, however we may negotiate lower fee arrangements for clients at our sole discretion. Our annual investment advisory fee shall be prorated and paid quarterly, in advance, based upon the market value of the assets on the last business day of the previous quarter. Our annual investment advisory fee includes investment advisory services, and, to the extent specifically requested by the client, financial planning and consulting services. If the client requires extraordinary planning or consultation services (to be determined in the sole discretion of Lutz Financial), Lutz Financial reserves the right to charge additional fees for these services. Lutz Financial may also provide financial planning and/or consulting services (including investment and non-investment related matters, including estate planning, insurance planning, etc.) on a stand-alone fee basis. Our stand-alone planning and consulting fees are negotiable, but generally range from \$2,000 to \$5,000 on a fixed fee basis, and from \$100 to \$400 on an hourly rate basis.

Custodial Fees: Your account will be held with a qualified custodian. The client is responsible for all custodial brokerage commissions and fees for effecting securities transactions. Our asset-based fee is separate and distinct from the custodial brokerage commissions and transaction fees. If your assets are invested in mutual funds or ETFs, you will bear your pro rata share of the investment management fees and other fees of the funds, which are in addition to the fees you pay us. These fees and A copy of our Part 2A is at <https://adviserinfo.sec.gov/firm/summary/117273>

expenses are described in each fund’s prospectus or other offering documents. If Lutz Financial determines that it would be beneficial to the client, individual transactions may be effected through broker-dealers with whom Lutz Financial and/or the client have entered into arrangements for prime brokerage clearing services, including effecting certain client transactions through the Custodians (in which event, the client shall incur both the transaction fee charged by the executing broker-dealer and a “tradeaway” fee charged by the Custodians).

Because our fee is based on the amount of your assets under our management, the more assets you entrust us to manage, the more you will pay us for our services. Therefore, we have an incentive to encourage you to increase the amount of assets that you entrust to us. Clients should note that similar advisory services may (or may not) be available from other investment advisors for similar or lower fees. You will pay fees and costs whether you make or lose money on your investments. Please make sure you understand what fees and costs you are paying. For more detailed information about our fees and costs related to our management of your account, please see Item 5 in 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?**

When we act as your investment adviser, we must act in your best interest and not put our interests 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 may affect the investment advice we provide you. Here is an example to help you understand what this means:

- \* We may recommend that you engage a particular custodian from whom we receive support services. This presents a conflict of interest, because our receipt of their support makes us more inclined to continue using and recommending them.
- \* We may recommend rollovers out of employer-sponsored retirement plans and into Individual Retirement Accounts that we manage for an asset-based fee. If we don’t currently manage your account held with your employer’s plan, this will increase our compensation.

For more detailed information about our *conflicts* of interest, please review Items 4, 6, 8, 10, 11, and 12 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?**

Our financial professionals are compensated on a salary basis and are eligible to receive discretionary bonuses. Additionally, in their separate individual capacities, some of our financial professionals are licensed insurance agents and will receive commissions on the sale of insurance products. You should discuss your financial professional’s compensation directly with your financial professional.

**Item 4 – Disciplinary History**

**Do you or your financial professionals have legal or disciplinary history?** No. We encourage you to visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS) to research our firm and our financial professionals. Furthermore, we encourage you to ask your financial professional: “*As a financial professional, do you have any disciplinary history? If so, for what type of conduct?*”

**Item 5 – Additional Information**

Additional information about our firm is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You may contact our Chief Compliance Officer, James P. Boulay, at any time to request a current copy of our [ADV Part 2A](#) or our relationship summary. Our Chief Compliance Officer may be reached by phone at (402) 827-2300.

*Conversation Starters:*

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