



Summit Financial, LLC ("Summit") is a SEC registered investment adviser and provides advisory accounts and services. Advisory and brokerage services each have different fee structures and are even governed by different rules and regulations. It is important for you to understand the difference (http://summitfinancial.com/Important-Client-Information.pdf) between advisory and brokerage fees. This document gives you a summary of the types of services Summit provides and how you are charged fees. Please ask us for more information. For additional free information, simple tools are available to research firms and financial professionals at investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

Table with 2 columns: 'Some possible questions to ask your financial advisor' and 'What investment services and advice can you provide me?'. The first column lists questions about investment advisory services. The second column lists services provided, including financial planning, investment advice, asset allocation, and ongoing monitoring.

Table with 2 columns: 'What fees will I pay?' and 'A possible question to ask your financial advisor'. The first column details various fees such as advisory fees, wrap fees, and program fees. The second column contains a question about how fees and costs might affect investments.

**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?**

A possible question to ask your financial advisor

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

- 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 in which 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:
 - Since some of our advisory programs and services allow for higher fees than others, financial advisors have an incentive to recommend one advisory program over another. We have procedures in place to monitor this conflict by verifying that the programs and products recommended are based on your financial circumstances and objectives.
 - Your financial advisor has an incentive to recommend other services and products that pay them compensation in addition to advisory fees and/or financial planning fees. Your financial advisor can earn compensation from assets not managed by Summit Financial, LLC that he/she recommends such as securities transactions through a brokerage firm or insurance products as an insurance broker or agent. You are under no obligation to act on your financial advisor's recommendations.
- In addition to our advisory business, we offer subadvisory services to unaffiliated investment advisor firms where we are compensated. We also receive referral fees from banks and other financial institutions if our clients do business with those firms. Our affiliated insurance company, Summit Risk Management, LLC, earns insurance commissions if you purchase insurance products through certain insurance firms. We have an affiliated broker dealer, named LS Securities, LLC, which has no retail clients, but receives referral fees for the brokerage services and products that your Summit advisor provides to you in their capacity as registered representatives of certain unaffiliated broker dealers. These affiliations create a conflict of interest since our affiliates earn revenue if you purchase products and/or services through these entities. You should understand and ask your financial advisor about these conflicts.
- For additional information about these conflicts and we mitigate them, please speak to your Financial Advisor or review our Form [ADV 2A](#) or [Wrap Brochure](#).

How do your financial professionals make money?

We compensate your financial advisors for providing investment advisory and related services. For example, a percentage of the advisory fee is paid to the financial advisors as compensation for the services they provide to you. The amount of this compensation varies depending on the advisor, which program you select, the assets under management in your account(s), the time and complexity to meet your needs and may be more than what the financial advisor would receive if (i) you engaged us for other investment advisory services, such as asset management in one of the non-wrap programs, or (ii) paid separately for investment advice, brokerage and other services.

- In addition to working as a financial advisor for the advisory business of Summit, your financial advisor may act as a registered representative of Purshe Kaplan Sterling Investments or other non-affiliated broker dealer and/or offer insurance products as a broker or agent through a number of insurance companies, including Summit Risk Management, LLC, an affiliated company, which is licensed to sell various insurance products. These roles create conflicts of interest as discussed above.

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

Yes, visit Investor.gov for a free and simple search tool to research our firm and our financial professionals.

A possible question to ask your financial advisor

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

Possible questions to ask your financial advisor

- 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?*

Additional Information

- For additional information on our advisory services, see our Form [ADV 2A](#) and [Wrap Brochure](#) on our website (www.SummitFinancial.com).
- For additional free information, simple tools are available to research our firm and financial professionals at Investor.gov/CRS
- For up-to-date information or to request a free copy of this relationship summary from the Compliance Department, please call 973-285-3600.
- To report a problem to the SEC, visit Investor.gov or call the SEC's toll-free investor assistance line at (800) 732-0330.
- If you have a problem with your investments, account or financial professional, contact us in writing at **4 Campus Drive, Parsippany, NJ 07054** or call the **Compliance Department at 973-285-3600**.