

## FORM CRS –RELATIONSHIP SUMMARY

Zhang Financial, LLC (“Zhang Financial”) is registered with the Securities and Exchange Commission as an investment adviser. We aim to benefit and enrich the lives of our clients by upholding what we believe to be the highest standard of care. We strive to be a nationally recognized, highly ranked independent financial services firm by offering our clients what we believe to be unparalleled financial advice, first-class service, and an open-architecture investment platform for a competitive price. Brokerage and investment advisory services and 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 <https://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?**

Zhang Financial provides fee-only financial planning, employee stock option planning, wrap fee programs, and consulting services to you regarding the management of your financial resources based upon an analysis of your current situation, goals, and objectives. Our asset management service is provided to individual retail clients on a discretionary basis and includes continuous and regular account supervision. Retail clients are required to execute a discretionary investment advisory agreement with our firm which sets forth any restrictions on the discretionary authority granted to us. We generally impose a minimum account balance of \$1,000,000 to open or maintain an account with us. *For additional information, see Form ADV, Part 2A brochure (Items 4, 7, 8, and 4.A. & 5 of Appendix 1) by visiting: <https://www.zhangfinancial.com/disclosures>*

### **Questions to ask before hiring an investment advisor:**

- 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?**

We only offer retail investors discretionary wrap fee programs for which we pay all trading costs associated with the transactions in your account. Our fees are billed on a pro-rata annualized basis, paid quarterly in advance based on the account value as of the last day of the previous quarter. Our fees range from .80% to 1% per annum based on the assets under management and are negotiable for accounts over 10 million. We generally require a minimum fee of \$3,000 per client. See: <https://www.zhangfinancial.com/fees>. All accounts you have with us will be combined to qualify for lowest rate regardless of the value of each individual account. Unlike many advisers who use tiered rates, which means you only receive the lower rates on a portion of your account, our rates are flat so you receive the lower rate on the entire value of your combined accounts. The wrap fee program allows you to pay a single fee for investment advisory services, portfolio management and the execution of transactions. In addition to the fees charged by Zhang, the custodian, some investments, such as mutual funds, annuities, and exchange traded funds, charge additional fees and expenses that impact your investment over time. Minimizing the impact of expenses on your investments is a core principal of our investment philosophy. We have an incentive to grow the value of your accounts over time which will result in larger fees for us. *You will pay fees and costs whether you make or lose money on your investments. Fees and*

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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 additional information about fees and costs, including our full fee schedule, please see Form ADV, Part 2A brochure (Items 5 and 6 of Part 2A) by visiting: <https://www.zhangfinancial.com/disclosures>

**Questions to ask before hiring an investment advisor:**

- 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 is an example to help you understand what this means. Lynn Chen-Zhang is the owner of Lynn Chen-Zhang, CPA, PLC, an entity that provides tax preparation services, as requested by the client, to a very limited number of clients under a separate engagement. No client is required to purchase these tax services. We do not believe that these associations pose a conflict of interest, as additional services requested are billed separately. In most cases we encourage clients to retain their existing outside tax preparers or refer them to unaffiliated third-party tax preparers. We work without conflicts of interest that arise from selling proprietary products, engaging in principal trading, third party payments, revenue sharing, receiving commissions, kick-backs, or soft dollars. For additional information about our conflicts of interest, please see our Form ADV 2A brochure (Items 10 & 11 of Part 2A) by visiting: <https://www.zhangfinancial.com/disclosures>.

**Questions to ask before hiring an investment advisor:**

- 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 employees of Zhang Financial who are paid annual salaries, bonuses and standard benefits. Financial professionals' earnings are generally based on overall firm growth, service provided to clients, work performance and bonuses in part based on the assets of the clients they serve. They are not based on the products they recommend and therefore do not create conflicts. No employees receive commissions.

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

No. Our firm and employees of our firm have no legal or disciplinary history to disclose. You may visit <https://www.investor.gov/CRS> for a free and simple search tool to research us and our financial professionals.

**Questions to ask before hiring an investment advisor:**

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

**Additional Information**

Please contact our office at **888-777-0126** or visit our website at <https://www.zhangfinancial.com> for more information about our advisory services, up-to-date information, or to request a copy of our Relationship Summary. You may also request a copy of our Relationship Summary through our website at <https://www.zhangfinancial.com/contact-us>.

**Questions to ask before hiring an investment 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?