

## Silver Oak Securities, Inc. (SOSI)

**FORM CRS, effective date May 20, 2022**

SOSI is registered with the Securities and Exchange Commission (SEC) as both a broker-dealer and an investment advisor and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). Brokerage and investment advisory services and fees differ, and it is important for the retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisors, and investing.

### ***What investment services and advice can you provide me?***

#### **Brokerage Accounts**

- Our **brokerage** services include buying and selling securities. All recommendations regarding your commission account will be made in a broker dealer capacity. When we make a recommendation to you, we will expressly tell you orally which account we are discussing.
- You can select investments, or we can recommend investments for your account, but the ultimate investment decision for your investment strategy and the purchase or sale of investments will be yours.
- We will deliver account statements to you at least quarterly in paper or electronically.
- We do not provide ongoing monitoring services of your brokerage accounts.
- By selecting a brokerage account, you understand that we are not acting as a fiduciary with respect to any recommendations in your account. We are acting in your best interest and are helping you pursue your objectives with suitable investments.
- We do not have limited investment offerings. We are a full service firm.
- We do not have a minimum account size or investment amount. Account minimums and other requirements are established by our clearing firm and/or are product specific. The minimum investment amount is disclosed in the respective ppm or prospectus for mutual funds, variable annuities, and alternative investments.

#### **Advisory Accounts**

- Our **investment advisory** services include fee-based advisory accounts, financial planning, and referrals to third-party money managers. All recommendations regarding your advisory account will be made in an advisory capacity. When we make a recommendation to you, we will expressly tell you orally which account we are discussing.
- Certain advisory accounts are discretionary, meaning you give your adviser authority, via your advisory agreement, to make investment selections, investment buys and sells on your behalf, with or without your prior approval. Other accounts are non-discretionary, meaning you must approve all investment selections, investment buys and sells in your account prior to any action being taken.
- We will offer you investment advice on a regular basis. We will discuss your investment goals and design a strategy with you to achieve your investment goals. We regularly monitor your account and will contact you via phone, mail, or email at a minimum annually.
- We believe that professional investment advisory programs can help investors pursue their investment objectives. However, the fees and expenses associated with advisory services will be higher than a brokerage account.
- We do not have limited investment offerings. We are a full service firm.
- We do not have a minimum account size or investment amount. Account minimums and other requirements are established by our custodians or product sponsors and will be disclosed at the time of account opening.

**For additional information, please see our Form ADV Part 2A brochure and our Best Interest Disclosure Document at [www.silveroaksecurities.com](http://www.silveroaksecurities.com).**

**Conversation Starters. Ask your financial professional—**

- **Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? 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?**

<i>Brokerage Account</i>	<i>Advisory Account</i>
<ul style="list-style-type: none"> <li>• Transaction-based fees. You will pay us a fee every time you buy or sell an investment. This fee, commonly called commission, is based on the specific transaction conducted and is not based on the value of your account. You will be charged more when there are more trades in your account; therefore we have an incentive to encourage you to trade more often. This is a conflict of interest.</li> <li>• Fees charged in a brokerage account consist of transaction (trading) fees, principal mark-up fees, custodial fees, and recordkeeping fees. Transaction fees are charged at the time of the transaction. Some of our fees are charged quarterly and some of our fees are charged annually. They will appear on your statement.</li> <li>• Our fees for brokerage accounts vary and are negotiable. The amount you pay will depend upon the features and type of brokerage account you choose. The maximum commission you will pay on government and municipal securities is 3%, and other securities are subject to FINRA's 5% guideline policy. The policy requires the firm to be fair and reasonable to you, considers the type of security involved, the availability of the security in the market, the price of the security, and the amount of money involved in the transactions. At no time will we enter into a transaction at any price which is not reasonably related to the current market price of the security.</li> <li>• Mutual funds, variable annuities, and alternative investments impose additional fees that reduce the value of your investments over time. With variable annuities you incur a charge when you surrender the investment during the surrender period.</li> </ul>	<ul style="list-style-type: none"> <li>• Asset-based fees. You will pay us an on-going fee on a pro-rata annualized basis monthly or quarterly in arrears or advance, based on the value of the cash and investments in your advisory account. The asset-based fee reduces the value of your account and will generally be deducted from your account directly.</li> <li>• Variable annuities, and alternative investments impose additional fees that will reduce the value of your investments over time. With variable annuities you incur a charge when you surrender the investment during the surrender period.</li> <li>• Our fees vary and are negotiable. The dollar amount you pay will depend on the services you receive and the amount of assets in your account. The maximum Advisor Fee is 2% of the assets in your account(s). Prior to March 2020, the maximum Advisor Fee was 2.50% of the assets in your account(s). Accounts established prior to that date with a maximum Advisor Fee above 2.50% will remain at a maximum Advisor Fee above 2% of assets in the account until such time as a new Agreement is executed.</li> <li>• You will pay a transaction fee when we buy and sell an investment for you. You will also pay additional fees such as custodian fees, account maintenance fees, third party money manager fees*, technology fees, variable annuity fees* and other transactional and product level fees.</li> </ul> <p>*We receive a portion of the additional fees.</p>

- Additional fees will be charged on your account and include custodian fees, account maintenance fees, 12b-1 fees, mutual fund fees, variable annuity fees and other transactional and product level fees. We receive a portion of the additional fees.
- The more transactions in your account, the more fees we charge you. From a cost perspective, you may prefer a transaction-based account if you do not trade often or if you plan to buy and hold investments for longer periods of time.

- The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fees. You will pay our fee even if you do not buy or sell, and even if you lose money. This is a conflict of interest.
- An asset-based account will cost more than a transaction-based account.

***Additional Information: 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 additional information, please see our Form ADV Part 2A brochure, our Best Interest Disclosure Document, and our custodian/clearing firm fee schedules located on our website at [www.silveroaksecurities.com](http://www.silveroaksecurities.com).***

**Conversation Starter. 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 providing recommendations as my broker-dealer or when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?**

*When we provide you with a recommendation as your broker-dealer or 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 recommendations and investment advice, we provide you. Here are some examples to help you understand what this means.*

Many of Silver Oak Securities, Inc. representatives serve as licensed insurance agents. When acting in this capacity, the representative will receive commissions for selling insurance products. This creates a conflict of interest when the representative recommends you purchase insurance products.

Silver Oak Securities, Inc. has an affiliated insurance agency, Vision Wealth Marketing, Inc. Silver Oak will receive compensation from the sale of insurance products through this agency. Our registered representatives will receive a commission for recommending you purchase insurance products from our affiliate, Vision Wealth Marketing, Inc. This revenue sharing and third-party payment is a conflict of interest.

***For additional information, please see our Form ADV Part 2A brochure and our Best Interest Disclosure Document located on our website at [www.silveroaksecurities.com](http://www.silveroaksecurities.com).***

**Conversation Starter: 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?**

***Brokerage Accounts***

- Registered Representatives and the firm make money every time you buy or sell an investment product.
- The fees earned on brokerage accounts varies, but includes compensation from product sales up front commissions, trailing commissions, the specific product sold, and the amount of assets purchased.

***Advisory Accounts***

- Financial Advisors and the firm make money on a percentage of assets you invest with us.
- The amount of money we charge is based on factors such as the amount of client assets, the time and complexity required to meet a client's needs, or the revenue the firm earns from the financial professionals' advisory services or recommendations.

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

Yes. Disciplinary information is in our Form ADV (Item 11 of Part 1A or Item 9 of Part 2A), and in our Form BD (Items 11 A-K), except to the extent such information is not released to BrokerCheck, pursuant to FINRA Rule 8312). Disclosures for any of our financial professionals is in Item 14 A-M on Form U4, or in Items 7A or 7C-F of Form U5, or on Form U6.

For information about these disclosures, as well as additional regulatory information about our firm and our registered persons, visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our Financial professionals. Disclosures are found in our Form ADV and are available upon request.

**Conversation Starter. Ask your financial professional—**

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

**Additional Information**

For additional information about our services, please visit [www.silveroaksecurities.com](http://www.silveroaksecurities.com), or call 800-610-6869, where retail investors can request up-to-date information and a copy of Form CRS.

**Conversation Starter: 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?**