

Our firm, Pinnacle Investment Advisors, is registered with the U.S. Securities and Exchange Commission as a Registered Investment Advisor. We offer investment advisory services for a fee which is different from the way brokerage firms are compensated. You should understand the difference. For more information about investment advisors, broker-dealers and investing, please visit [investor.gov/CRS](http://investor.gov/CRS).

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

We offer investment advisory services to retail investors with a minimum account size of \$250,000. We provide financial planning as an additional service for an hourly fee of \$125.00.

We manage portfolios on a discretionary basis for clients using individual stocks and bonds, which means we have the authority to purchase and sell securities for your account. We manage these portfolios using our various asset class strategies for taxable accounts and retirement accounts. We monitor the individual securities on a continuous basis and review client accounts on a monthly basis.

More information about our services can be found in our brochure on our website: [www.pinnacleholdings.net](http://www.pinnacleholdings.net). For securities that you direct us to purchase outside of our asset class strategies, we do not take responsibility.

### **What fees will I pay?**

We charge management fees on a quarterly basis using the account value at quarter end. The fee percentage varies for the asset classes included in your portfolio. Our fees range from 0.50% to 1%, for most clients the annualized fee rate will range from 0.50% to 0.65%. For a \$100,000 portfolio that equals \$500 to \$650 per year. Our custodian does not charge a transaction fee for securities purchased through their brokerage platform. If we purchase securities from another dealer, the custodian charges \$10 per trade. Our incentive is to increase the assets we manage, either through appreciation and income or from you depositing more funds for us to manage. Our fee schedule can be found in our brochure at [www.pinnacleholdings.net/about/brochure.pdf](http://www.pinnacleholdings.net/about/brochure.pdf).

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.

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?

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:

We manage five private funds that are offered to accredited investors. We receive performance fees for managing four of the funds, so we have an incentive to direct clients toward investing in these funds because we potentially generate more revenue from them.

Our management fee revenues grow with our client assets under management. We charge higher management fees for asset classes that have greater risk; therefore, we are incentivized to increase your allocation to the riskier asset classes. More information about our potential conflicts of interest are described in our brochure at [www.pinnacleholdings.net](http://www.pinnacleholdings.net).

**How do your financial professionals make money?**

Portfolio managers that service specific clients are paid based on how much revenue their clients' assets produce. Members of the investment team are paid a salary and additional compensation based on the revenue our firm earns from advisory services. All staff members are incentivized to increase our assets under management.

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

Yes. Please visit [investor.gov/CRS](http://investor.gov/CRS) for a free and simple tool to research our firm and our financial professionals.

**Additional Information**

You may request a copy of this relationship summary and inquire about our firm or a representative of the firm by contacting David Poarch at (918) 582-6864 or (800) 582-9823 or [dpoarch@pinnacleholdings.net](mailto:dpoarch@pinnacleholdings.net). Mr. Poarch is a Managing Partner of the firm and acts as the Chief Compliance Officer.

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

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

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?