

Introduction

Spinelli Financial Advisors, Inc. is a state registered investment adviser. Brokerage and Investment Advisory services and fees differ so it important is for you to understand what these differences are.

Free and simple tools are available for you to research firms and financial professionals at www.investor.gov/CRS. There you will also find free educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer investment advisory services with a focus on high net worth individuals and families who seek investment services. We also offer financial planning for retirement, estate, and tax, as well as day to day personal financial services such as bill pay and banking.

For our investment services, we make it a point to learn your personal situation so we can make investing decisions that are in your best interest. This includes income needs to provide for yourself and loved ones, retirement, investment objectives, how long to invest, investment preferences, feelings about the risks involved when investing, etc. With this information we create and manage your investment portfolio in which we make investments among different asset classes.

We will manage and monitor your accounts on a discretionary basis, meaning we make investment decisions on your behalf without speaking to you. This will all be arranged under an advisory agreement signed by both you and us which can be ended at any time by either you or us.

Under the agreement we also go over how much and what kind of investments would best meet your goals and objectives. To help ensure we do so, we will arrange quarterly meetings with you to discuss how much your investments are making, changes in your personal situation, and other concerns you may have.

Generally, we require wealth management accounts to have a minimum of \$500,000.

For more details please see items 4 and 7 of our Form ADV Part 2A [Firm Brochure](#).

Conversation starters: Feel free to ask us,

1. Given my financial situation, should I choose an investment advisory service? Why or why not?
2. How will you choose investments to recommend to me?
3. What is your relevant experience, including licenses, education, and other qualifications? What do these qualifications mean?

What fees will I pay?

A fee as a percentage of assets we manage for you is what most of our investment advisory clients will pay. These fees are billed quarterly in advance. We will not charge you a performance-based fee. Hourly fees will typically be charged for our other planning and personal services (i.e. Bill pay).

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 more detailed information, please see items 5 and 6 of our Form ADV Part 2A [Firm Brochure](#).

Conversation Starter: Feel free to ask us,

1. 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 are required 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:

1. We charge a fee based on assets under management. Therefore, we have an incentive to encourage you to add to accounts we manage which will increase the fees we receive.

For additional information about our firm's potential conflicts of interest please see items 10 and 11 on our Form ADV Part 2A [Firm Brochure](#).

Conversation Starter: Feel free to ask us,

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

How do your financial professionals make money?

We believe our financial professionals should act as objectively as possible in your best interest. Therefore, they do not receive commissions for selling you investments or make any performance-based bonuses. Instead, they are paid an hourly rate as employees. One of our financial professionals is the owner of the firm and may have an incentive to make recommendations to increase the firm's profit.

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

No. You can visit www.investor.gov for a free and simple search tool to research the firm and our financial professionals.

Conversation Starter: Feel free to ask us,

1. As a financial professional do you have any disciplinary history? For What type of conduct?

Additional Information

Additional information and detail about our firm and services can be found on our website (www.spinfa.com) or in our form ADV Part 2A [Firm Brochure](#).

You may also request a copy of this relationship summary or request up-to-date information by contacting us at 732-564-9404.

Conversation Starters: Feel free to ask us,

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