

# **Burrus Financial Services, Inc.**

## **Client Relationship Summary**

March 2025

Burrus Financial Services, Inc. is registered with the Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences. The SEC offers free and simple tools to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/crs) which also provides information tailored to educate retail investors about financial professionals.

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

Our firm offers the following investment advisory services to retail investors: financial planning, retirement planning, buying and selling securities, and portfolio management. Accounts are monitored on an ongoing basis as part of our standard service.

We manage investment accounts on a discretionary basis whereby we will decide which investments to buy or sell for your account. On rare instances clients can put limits on the discretionary authority granted to Burrus by providing our firm with your restrictions and guidelines in writing. These requests will be evaluated on a case-by-case basis.

Our firm primarily recommends low or no cost exchange traded funds and mutual funds to our clients.

We do not have account minimums.

Please refer to Items 4 and 7 of our [ADV Part 2A](#) for a detailed description of our services.

*Ask your financial professional:*

- *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?**

Burrus charges an asset-based management fee for our advisory services. Our management fees are assessed and billed in advance at the beginning of each quarter, based upon the assets in the client account on the last business day of the previous quarter, pro-rated for additions and withdrawals. The more assets you have in your advisory account, the more you will pay in our management fees. This creates an incentive for us to encourage you to increase the assets in your account in order to increase our fees.

Other fees charged to you that are related to your account are fees paid to the custodian and broker as well as other transactional fees and product-level fees. These fees can include brokerage commissions, transaction fees, custodial fees, wire transfer fees and electronic fund processing fees. Investment management fees, advisory fees, performance fees and administrative fees can be charged by mutual funds and exchange traded funds in your investment portfolio.

**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 about our fees and costs please review our Form [ADV Part 2A](#) (specifically Items 5.A, B, C and D).**

*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 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 must 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.

- Our firm makes money by assessing a fee based on the value of your account, so we could have an incentive to invest more aggressively than appropriate to increase the value of your account.

*Ask your financial professional:*

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

Please refer to our [ADV Part 2A](#) (specifically Items 10, 11 and 12) for more information regarding conflicts of interest.

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

Our financial professionals are compensated with a salary and bonus. Salary is based on the amount of client assets serviced, and additional compensation is given at the manager's discretion based on individual performance and the overall performance of the firm. The compensation paid to our financial professionals involves a conflict of interest because it presents an incentive to recommend that you add additional assets to your account.

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

Yes, one of the Burrus financial professionals has disciplinary history. The firm has no disciplinary information to report. Please visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

*Ask your financial professional:*

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

## **Additional Information**

You can find additional information about our services and request a copy of the relationship summary at [www.burrus.biz](http://www.burrus.biz). You may also call us at (801) 532-0505 for up-to-date information or to request a copy of the relationship summary.

*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?*