

## A Summary of Your Advisory Relationship with Aufman Associates Inc.

**As of June 30, 2020**

Aufman Associates Inc. is an investment adviser registered with the SEC. Brokerage and investment advisory services and fees differ and it is important for you 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 advisers, and investing.

<p><b>What investment services and advice can you provide me?</b></p>	<p>We offer investment management and financial planning services on an ongoing basis, tailored to the needs of each client. Our structure for tax planning, estate planning, and cash-flow/retirement planning helps to align all objectives to form a cohesive program designed for long-term success.</p> <p>Investment accounts are continually monitored as part of the management process. We generally manage accounts on a discretionary basis, meaning clients authorize us to direct the investment strategy and to trade in any stocks, bonds, funds or other securities. We do not limit our advice to specific investment offerings.</p> <p>Clients receive formal quarterly reporting and can also view their accounts on our reporting website, which is updated daily.</p> <p>For new clients, we have a minimum annual fee of \$6,000.</p> <p>Additional information can be found in our Form ADV Part 2A (Items 4, 13, and 16).</p>	<p><b>Conversation Starters:</b></p> <ul style="list-style-type: none"> <li>• <i>Given my financial situation, should I choose an investment advisory service? Why or why not?</i></li> <li>• <i>How will you choose investments to recommend to me?</i></li> <li>• <i>What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?</i></li> </ul>												
<p><b>What fees will I pay?</b></p>	<p>Fees are calculated on the prior quarter-end valuation and are billed quarterly, using one-fourth of the annual fee rates:</p> <table style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th style="text-align: center; border-bottom: 1px solid black;">Rate</th> </tr> </thead> <tbody> <tr> <td>First \$1 Million</td> <td style="text-align: center;">1.125%</td> </tr> <tr> <td>Next \$1 Million</td> <td style="text-align: center;">0.85%</td> </tr> <tr> <td>Next \$3 Million</td> <td style="text-align: center;">0.58%</td> </tr> <tr> <td>Next \$3 Million</td> <td style="text-align: center;">0.28%</td> </tr> <tr> <td>Over \$8 Million</td> <td style="text-align: center;">0.27%</td> </tr> </tbody> </table> <p>Some investments have their own underlying expenses (paid directly to the fund company) and you may pay a small transaction fee for certain purchases and sales (paid directly to the account custodian). Part of our diligence is to keep the program cost effective, so this is part of the ongoing review.</p> <p>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.</p> <p>Additional information can be found in our Form ADV Part 2A, Item 5.</p>		Rate	First \$1 Million	1.125%	Next \$1 Million	0.85%	Next \$3 Million	0.58%	Next \$3 Million	0.28%	Over \$8 Million	0.27%	<p><b>Conversation Starter:</b></p> <ul style="list-style-type: none"> <li>• <i>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?</i></li> </ul>
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<p><b>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?</b></p>	<p><i>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.</i></p> <p>We make more money by increasing our assets under management. Therefore, it is in our interest for us to recommend that you transfer accounts to our management.</p> <p>Similarly, it is not in our interest for you to withdraw or spend down assets (for example, to buy real estate).</p>	<p><b>Conversation Starter:</b></p> <ul style="list-style-type: none"> <li><i>How might your conflicts of interest affect me, and how will you address them?</i></li> </ul>
<p><b>How do your financial professionals make money?</b></p>	<p>We make money solely from the fees we collect from clients. We have no proprietary products, receive no incentive payments, no commissions or other sales fees, and do not engage in revenue sharing.</p>	
<p><b>Do you or your financial professionals have legal or disciplinary history?</b></p>	<p>No. You can visit <a href="http://Investor.gov/CRS">Investor.gov/CRS</a> for a free and simple search tool to research us and other financial professionals.</p> <p>Additional information can be found in our Form ADV Part 2A (Item 9).</p>	<p><b>Conversation Starter:</b></p> <ul style="list-style-type: none"> <li><i>As a financial professional, do you have any disciplinary history? For what type of conduct?</i></li> </ul>
<p><b>Additional information</b></p>	<p>You can find additional information about our services and obtain a copy of the Relationship Summary at <a href="http://www.aufmanassociates.com">www.aufmanassociates.com</a>. You may also call us at (724) 934-5600 to request up-to-date information and a copy of this Relationship Summary.</p>	<p><b>Conversation Starter:</b></p> <ul style="list-style-type: none"> <li><i>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?</i></li> </ul>