

Farrow Financial, Inc. – June 2020
Form CRS (Customer Relationship Summary)

Farrow Financial, Inc. is registered with the Securities and Exchange Commission as an investment adviser. As an investment adviser our services and fees differ from that of a brokerage firm, and it is important for you, as a retail investor, to understand the differences.

Free and simple tools are available to research our firm and our financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer investment advisory services to retail investors. We offer advice on a regular basis and our services include assistance with developing your individualized investment strategy, implementation and monitoring of your investment portfolio on an ongoing basis, updating your portfolio as warranted by market conditions or changes in your financial circumstances, and comprehensive financial planning. In addition to investment management services, we also offer stand-alone financial planning and consulting services. Our investment management services are subject to an account size minimum of \$1 million. We hold periodic investment reviews with you either in person, by phone, or by video conferencing.

You may grant us discretion over the selection and amount of securities to be purchased or sold for your accounts. This authorization allows us to act without obtaining your consent or approval prior to each transaction. To grant this authority you must execute our Investment Advisory Agreement and provide your broker with the necessary authorization forms. As part of your investment plan you may specify investment objectives, guidelines, and impose certain conditions or investment parameters on your accounts.

For more detailed information about our investment advisory services, see our Form ADV Part 2 brochure on IAPD on [Investor.gov](https://www.investor.gov), or on our website www.farrowfinancial.com.

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?

Our fee for investment management services, which includes our comprehensive financial planning service, is based on a percentage of assets under management and billed quarterly in advance based on the account value on the last day of the previous quarter, as set forth in the following fee schedule:

- 1% per year on balances from \$0-\$500,000
- Plus 0.75% on balances from \$500,001 - \$1,000,000
- Plus 0.50% on balances above \$1,000,001

Our fees are negotiable. Employees and immediate family members may receive reduced or waived fees.

All fees paid to us for services are separate and distinct from the fees and expenses charged in connection with investments held by you, including but not limited to mutual funds, exchange traded funds (ETFs), brokerage commissions, and account maintenance fees.

The more assets you have in your 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 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.

Our fees for stand-alone financial planning depends on how complex your affairs are. Most plans cost between \$1,000-\$5,000 for the initial preparation and \$500-\$1,000 for reviews and updates. Our fees for consulting are negotiated on a case by case basis. These fees may be billed at rates of \$100-\$300 per hour, or you may be charged a flat annual fee payable quarterly in advance.

For more detailed information about our fees and costs, see our Form ADV Part 2 brochure on IAPD on *Investor.gov*, or on our website www.farrowfinancial.com.

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 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:

- (a) We allow employees to maintain securities accounts. Employees may purchase and sell securities that are recommended to you or that you are invested in. A conflict of interest exists in such cases because we have the ability to trade ahead of your accounts and potentially receive more favorable prices than you receive. We mitigate this conflict with internal policies; (b) The more assets in your account, the more you pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account; (c) If we recommend that you roll over your retirement plan assets into an account managed by us, we will earn an advisory fee on the rolled over assets.

For more detailed information about our conflicts of interest, see our Form ADV Part 2 brochure on IAPD on *Investor.gov*, or on our website www.farrowfinancial.com.

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?

Employees of our firm are compensated with an annual salary based on their position in the firm and the length of time employed. In addition to the annual salary, employees receive an annual profit-sharing bonus. The more assets you have in your 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 profit. Our employees are legally required to act in your best interest and not put their interests ahead of your own. We have systems in place to mitigate conflicts of interest, including systems to review whether a recommendation is in your best interest.

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

No. We have been doing business since 1981. During that time neither the firm nor any associated person working for us has had any reportable disciplinary events.

For a free and simple search tool to research our firm and our financial professionals please visit Investor.gov/CRS.

Ask your financial professional:

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

Additional Information

We encourage you to seek out additional information. For additional, up to date information about our services, see our Form ADV Part 2 brochure on IAPD on *Investor.gov*, or on our website www.farrowfinancial.com. You may also contact us in writing at 33 Sunset Hill Road, Randolph, VT 05060 or by telephone at (802) 728-4287.

Ask your financial professional:

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