

## Relationship Summary

### **Introduction**

Cross State Financial Group, LLC 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 retail investors 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.

### **Relationships and Services**

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

We offer investment advisory services to retail investors. Our financial planning services involve evaluating each client's financial situation, goals, and risk tolerance and preparing a written financial plan for the client that addresses goals, objectives, financial problems, potential solutions, and recommendations. Our portfolio management services involve formulating and managing individualized portfolios for our clients. We may create a portfolio using one or more of our model portfolios, or we may customize a portfolio that does not use any models. We offer discretionary and non-discretionary portfolio management services; discretionary management means that we have the authority to place trades and buy or sell securities of any type and in any amount without first obtaining the client's consent. We also recommend and monitor third-party investment advisers for our clients. If a client accepts our recommendation of a third-party adviser, the third-party adviser will be responsible for portfolio management and related tasks, and we will monitor the client's account and act as the client's primary financial adviser. We typically require \$50,000 to open an account.

#### ***Additional Information:***

You can find more detailed information about the services we offer in Items 4 and 7 of our Firm Brochure.

#### ***Conversation Starters:***

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 your licenses, education and other qualifications? What do these qualifications mean?"

### **Fees, Costs, Conflicts, and Standard of Conduct**

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

Our financial planning services are provided on a fixed or hourly fee basis. We charge a fixed fee when the client will receive a comprehensive written financial plan; our fixed fees range between \$600 and \$5,000, depending on the nature and complexity of the client's individual circumstances. We charge an hourly fee when the client needs advice or consulting on one or two financial topics; our hourly fee ranges from \$100 to \$275 per hour, with a minimum of two hours per engagement. The exact fee depends on which staff members are working on the financial plan. All financial planning fees are collected upon delivery of the financial plan or consulting service.

For our portfolio management services, we charge an annual management fee that is based on the client's assets under management. We collect our fee on a monthly or quarterly basis in arrears, as negotiated with the client, according to the following fee schedule:

#### Cross State Financial Group:

Tier 1 – (Accounts exceeding \$3,000,000):  
\$50,000 to \$5,000,000 – 1.00% per year  
\$5,000,000 to \$10,000,000 – 0.85% per year  
Over \$10,000,000 – 0.70% per year

#### Tier 2 – (Accounts over \$500,000 but under \$3,000,000):

\$50,000 to \$500,000 – 1.35% per year  
\$500,000 to \$1,000,000 – 1.15% per year  
\$1,000,000 to \$3,000,000 – 1.00% per year

#### Tier 3 – (Accounts under \$500,000):

\$50,000 to \$100,000 – 1.50%  
\$100,000 to \$500,000 – 1.35%

#### Cross State Financial Group - Michigan Branch:

\$0 to \$500,000 – 1.25% per year  
\$500,000 to \$1,000,000 – 1.00% per year  
\$1,000,000 to \$1,500,000 – 0.90% per year  
\$1,500,000 to \$2,000,000 – 0.80% per year  
\$2,000,000 and over – 0.75% per year

Our management fee does not include brokerage commissions, transaction fees, or other related costs and expenses that are normally incurred by the client. If we recommend a third-party adviser, our monitoring fee is exclusive of the third-party adviser's management fee, which can range from 0.25% to 1.50% per year. Our monitoring fee combined with the third-party adviser's management fee will not exceed 2.00% per year.

#### ***Additional Information:***

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. You can find more detailed information about our fees and costs in Item 5 of our Firm Brochure and Item 5 of Appendix 1 to our Firm Brochure.

**Conversation Starter:**

“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 is an example to help you understand what this means:

Some of our associates are independent insurance agents, and some are affiliated with tax preparation and consulting services. These associates may recommend insurance products or tax services to our clients. This pays them commissions and fees that are separate from our fees and gives them a financial incentive to sell clients insurance products and tax services. We may recommend that you rollover a retirement account for us to manage, this also creates a financial incentive because we charge a fee for our services.

**Additional Information:**

You can find more detailed information about our conflicts of interest in Item 10 of our Firm Brochure.

**Conversation Starter:**

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

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

Our firm’s financial professionals are compensated on a salaried basis.

**Disciplinary History**

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

Yes.

**Additional Information:**

Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**Conversation Starter:**

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

**Additional Information**

***You can find additional information about our investment advisory services and request a copy of our relationship summary using one of the following:***

Website: [www.crossstatefinancial.com](http://www.crossstatefinancial.com) Address: 6721 Academy Rd. NE, Suite B, Albuquerque, NM 87109

Email: [office@crossstatefinancial.com](mailto:office@crossstatefinancial.com) Mailing Address: 8424 S. Yukon St., Littleton, CO 80128

Telephone: (800) 621-6974

**Conversation Starter:**

“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?”

**Summary of Material Changes to Cross State Financial Group, LLC Client Relationship Summary**

Our client relationship summary as of February 2025 has been updated to reflect the firm’s new office location at 6721 Academy Rd. NE, Suite B, Albuquerque, NM 87109.