



INTRODUCTION

[Sequoia Financial Advisors, L.L.C.](#) (“SFA”) is registered with the [U.S. Securities and Exchange Commission](#) (“SEC”) as an Investment Advisor. Because brokerage and investment advisory services and fees differ, it is important for you, the retail

investor, to understand the differences. In addition to this relationship summary, there are free and simple tools available for you to research firms and financial professionals at [Investor.gov/CRS](#). This site also provides educational materials about broker-dealers, investment advisors, and investing.

WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

We offer investment advisory services to retail investors including investment management, wealth planning and trust support services. We work with you to determine your investment objectives, risk tolerance, and other factors to develop a strategy. This enables us to give you continuous and focused investment advice. Once we construct an investment portfolio for you, we will monitor performance and rebalance your portfolio on an ongoing basis. We generally manage our client accounts on a discretionary basis. If you participate on a **discretionary** basis, you allow us to manage your account without your approval prior to each transaction. You may limit our discretion by providing our firm with your restrictions and guidelines in writing. If you participate on a **non-discretionary** basis, we must obtain your approval prior to executing any transactions on your behalf (i.e. the ultimate decision is yours). SFA does not have a minimum account requirement.

SFA also offers wealth planning services based upon

an analysis of individual needs and goals. This may include planning surrounding your balance sheet, cash flow needs, risk management, college planning, estate planning, business succession planning, charitable giving, or other topics dependent upon your unique circumstances. Monitoring services are dependent upon our ongoing relationship.

Lastly, SFA offers Trust Support Services. This service is explained in detail in our form ADV.

For additional information about our services, please reference Item 4 of our Firm Brochure at <https://adviserinfo.sec.gov/firm/summary/117756>.



CONVERSATION STARTER 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?

For Investment Management Services, you will be charged an **ongoing management fee** based on the assets under management in accordance with the fee schedule presented in your client agreement. Fees are negotiable based on factors such as the client’s financial situation and circumstances and the amount of assets under management. When you are charged an asset-based fee, the more assets that are in the account, the more you will pay in fees. This creates an incentive to encourage you to increase the amount of assets invested in those accounts. In addition to the fee(s) above, you will be responsible for certain charges imposed by the custodian and/or broker, including transaction fees, custodian fees (e.g. wire fees), and internal fees related to mutual funds.

If you are only engaging our wealth planning services,

SFA charges a fee for preparing a Plan. This fee is negotiable and is specified in an engagement letter.

SFA offers Trustee Support Services. There is a setup fee and ongoing fees. Fees are in addition to investment management fees described above and vary by client based on scope of the engagement, and the complexity of the financial situation, among other factors.

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 additional information about our fees, please reference Items 5 and 7 of our Firm Brochure at <https://adviserinfo.sec.gov/firm/summary/117756>.



CONVERSATION STARTER 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 advisor? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment advisor, 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.

Examples:

Here are some examples to help you understand what this means.

- Our firm uses non-directed client commissions (e.g. “soft dollars”) to receive investment related research and services from our custodians. These services provide an incentive to recommend the use of these custodians.
- We have agreements with unaffiliated third parties and our custodians to solicit clients on our behalf. In exchange, we compensate them. Your fees are not increased due to this.
- Our custodians provide benefits related to trading, research, compliance, and marketing, amongst others. These services provide an incentive to

recommend the use of these custodians.

- Sequoia Financial Advisors has a relationship with Cohen & Company, Ltd. (Cohen), who is engaged in the practice of public accounting. Cohen has an ownership stake in SFA. While there is no direct fee paid, there is a conflict of interest when we refer clients based on this relationship.
- SFA has an arrangement with an affiliated company to provide insurance solutions. The affiliation creates a conflict as there is a benefit to referring. Clients are under no obligation, contractually or otherwise, to buy insurance products. This is defined further in our Form ADV.

For additional information about our obligations as investment advisor and our conflicts, please reference Item 10 of our Firm Brochure at <https://adviserinfo.sec.gov/firm/summary/117756>.



CONVERSATION STARTER 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?

Our financial professionals are paid a salary plus discretionary bonuses based on company, team, and individual performance, which includes metrics like client retention and referrals that is derived from revenue the firm earns from the financial professional’s advisory services and recommendations.

DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

Yes. Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.



CONVERSATION STARTER 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 SFA’s advisory services at our website www.sequoia-financial.com. You can also access the current relationship summary at our site (under disclosures) or may call us at 1 (888) 225-3777 to request a copy.



CONVERSATION STARTER Ask your financial professional

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