



Financial Sense Advisors, Inc.
Form CRS Relationship Summary
Form ADV Part 3 - June 30, 2020

Introduction

Financial Sense Advisors, Inc. is registered with the Securities and Exchange Commission (SEC). Financial Sense Advisors, Inc. does business as Financial Sense Wealth Management. **We are an investment adviser and provide advisory accounts and services rather than brokerage accounts and services.** This document gives you a summary of the types of services we provide and how you pay. Please ask us for more information. There are some suggested questions on these two pages.

Is an Investment Advisory account right for you? There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you.

Relationships and Services

What investment services and advice can you provide me? Our advisory services include our asset allocation services using mutual funds, exchange trade funds (ETF's), domestic and international individual securities, municipal bonds, options, fixed-income securities and precious metals. Our asset allocation services are discretionary, meaning that we make investment decisions and allocations on your behalf. You must meet certain investment minimums to open an advisory account. We will review your portfolio and investment strategy on a periodic basis. Please also see our Form ADV Part 2A ("Brochure") items 4 and 7.

Conversation Starters. Ask your financial professional – *Given my financial situation, why is an advisory account appropriate for me? How will you choose investments for me? What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?*

Standards of Conduct

Our Obligations to You. We must abide by certain laws and regulations in our interactions with you. When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. We are held to a fiduciary standard that covers our entire investment advisory relationship with you. For example, we are required to monitor your portfolio, investment strategy and investments on an ongoing basis. However, some of our interests may conflict with your interests. We must eliminate these conflicts or tell you about them in a way that you can understand, so that you can decide whether or not to agree to them.

Summary of Fees and Costs

What fees will I pay? Fees and cost affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay. **The principal fees and costs you pay are the advisory management fees. These fees are "asset-based" meaning that the fee is calculated as a percentage of the assets invested in your advisory account according to the fee schedule in your advisory agreement with us.** This means that the more assets you invest in your account, the more you will pay in fees. Therefore, our interest is aligned with yours in that we strive to increase your advisory account assets. Our clients typically pay the advisory fees on a monthly or quarterly basis. There are also transaction costs (ticket charges) you pay when we buy or sell investments in your account. You will also pay fees for custodial or administrative services to third parties, as well as fees and expenses that are included in the expense ratios of certain of your investments, including in mutual funds, ETF's, and variable annuities.

For additional information about the fees and costs for our advisory services, please see the fee schedule and ticket charges listed in your advisory agreement with us. Please also see Items 5 and 6 of our ADV Brochure. Our fees are negotiable. You may also pay miscellaneous fees that your account's custodian may charge, including wire fees, transfer fees, and other 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.

Conversation starters. Ask your financial advisor -- Help me understand how these fees and costs might affect my investments. If I give you \$100,000 to invest, how much will go to fees and costs, and how much will be invested for me?

Comparison

Compare with Typical Brokerage Accounts. You could also open a brokerage account with a **broker-dealer**, where you will pay a **transaction-based fee**, generally referred to as a commission, when the broker-dealer buys or sells an investment for you. • With a broker-dealer, you may select investments or the broker-dealer may recommend investments for your account, but the ultimate decision for your investment strategy and the purchase and the sale of investments will be yours. • A broker-dealer must act in your best interest and not place its interests ahead of yours when the broker-dealer recommends an investment or investment strategy involving securities. When a broker-dealer provides any service to you, the broker-dealer must treat you fairly and comply with a number of specific obligations. Unless you and the broker-dealer agree otherwise, the broker-dealer is not required to monitor your portfolio or investments on an ongoing basis. • If you were to pay a transaction-based fee in a brokerage account, the more trades in your account, the more fees the broker-dealer charges you. So it has an incentive to encourage you to trade often. • You can receive advice in either type of account, but you may prefer paying an **asset based fee** if you want continuing advice or want someone to make investment decisions for you, even though it may cost more than a transaction-based fee. If you do not trade often or if you plan to buy and hold investments for longer periods of time you may prefer a **transaction-based fee**. Advisors are held to a fiduciary standard that covers the entire investment advisory relationship. For example, advisers are required to monitor your portfolio, investment strategy and investments on an ongoing basis. If you were to pay an **asset based fee** in an advisory account, you would pay the fee periodically, even if you do not buy or sell. You may also choose to work with an investment adviser who provides investment advice for an hourly fee, or provides a financial plan for a one-time fee.

Conflicts of Interest

What are your legal obligations to me when acting as my investment adviser? 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 interest. You should understand and ask us about these conflicts because they can affect the services we provide you. We benefit from the advisory services we provide to you. Here are some examples:

Third-Party Payments: We receive payments from third party product sponsors and managers (or their affiliates) when we buy certain products. As such, we have an incentive to invest your assets in products of third-parties that pay us over products of third-parties that do not pay us or pay us less. **Revenue Sharing:** Certain managers and sponsors (or their affiliates) share the revenue they earn when you invest in certain of their investment products (primarily mutual funds and variable annuities) with us. As such, we have an incentive to invest your assets in products of sponsors and managers that share their revenue with us, over other products of sponsors or managers that do not share their revenue, or who share less. **Broker-dealer transactions:** Our affiliated broker-dealer makes money in transaction costs (ticket charges). So the more we trade in your advisory account, the more money our affiliated broker-dealer makes.

Conversation Starter. Ask your financial professional – How might your conflicts of interest affect me, and how will you address them?

Additional Information

We encourage you to seek out additional information. We do not have any legal or disciplinary information to disclose but you may want to visit brokercheck.org for information regarding your financial professional. **Conversation Starters. 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?

For additional information, please visit the Who We Are and How We Can Help sections of our website www.financialsense.com. You may also contact us at 888-486-3939. To report a problem to the SEC, visit Investor.gov or call the SEC's toll free investor assistance line at: 800-732-0330.