

Northeast Financial  
Form CRS Relationship Summary  
March 28, 2024

Northeast Financial is an investment adviser registered with the Securities and Exchange Commission (SEC).

Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and 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 the following investment advisory services:

**Investment Management**

**Estate Planning**

**Alternative Investments**

**Retirement Planning Employee Benefits**

**Risk Management & Asset Protection**

**Tax Planning & Returns**

**Philanthropic/Legacy Planning**

**Special Needs Planning**

**Family Office Services**

Our team of investment advisers and client service professionals work closely with you to achieve your goals for wealth management. We review your investment accounts on a quarterly basis, prior to meeting with you and at your request. We have full trading authority on your account which gives us discretionary authority but oftentimes we will discuss investments with you prior to trading. We may recommend limited investment offerings – such as Alternative Investments – for those who have a high-risk tolerance and are *Accredited Investors* as defined by the SEC. Typically, we do not participate in Initial Public Offerings (IPO's).

***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?***

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 new retail investors are “asset-based” meaning the fee is calculated as a percentage of the assets in your accounts according to your investment advisory agreement with us. Fees and expenses may also be included in the expense ratios of certain investments, including (but not limited to) mutual funds, ETFs, Alternative Investments, or when we buy and sell investments. The more assets in your advisory account, the more we earn in fees therefore we have an incentive to grow your assets.

Our fees are charged quarterly in arrears whether or not any changes have taken place in your accounts however, some investors have negotiated semi-annual or annual payments. Some of our legacy retail investors are charged a flat fee regardless of their assets under our management. Fees withdrawn from your account will reduce the value of your account.

**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 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:

We provide investment advisory services to many families which may cause a conflict of interest. For example, you may want advice when our investment advisers are unavailable due to a meeting with another client. If your fees are “asset-based” we have an incentive to increase the assets in your account to increase our fees. We try to reduce potential conflicts by working as a team, clients do not need to work with just one investment adviser. We do not sell any products therefore we do not earn commissions or fees on any investments we recommend.

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

Our financial professionals earn a base salary and an annual bonus based on the profits of the firm during the year. We try to reduce conflicts of interest by working as a team and are not compensated according to individual clients serviced nor by the investments we make in your account. Annual bonuses of Investment Advisers are calculated based on profits of the firm therefore, more assets under management will generate more fees and will increase overall compensation.

**CONVERSATION STARTER:** Ask your financial professional:

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

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

No, neither our firm nor our advisers have legal or disciplinary history. Please visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research our firm and financial professionals.

**CONVERSATION STARTER:** Ask your financial professional:

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

**For additional information** about our services, our fees or if you would like an up-to-date copy of this disclosure please call our office today at 203-226-8997 and speak with one of our Investment Advisers. A copy of our Form ADV Part 2A brochure is available by request or by searching for our Firm name at <https://www.investor.gov/>. You can also visit our website <https://www.nfc-westport.com/> to learn more about us, we look forward to speaking with you.

**CONVERSATION STARTER:** 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?*