

Introduction

NWFA (referred to as “we” or “us”) is registered with the Securities and Exchange Commission (“SEC”) as an investment adviser. 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 investment advisory services to retail investors. We provide asset management services where we manage your investments after we consult with you to understand your financial situation, goals, objectives and risk tolerance. We also offer advisory programs through third-party advisors, financial planning services, and retirement plan services. We also manage a wrap fee program that is closed to new business. When managing accounts, we primarily use mutual funds, exchange traded funds (ETFs), and individual equities and bonds. We monitor your account at least annually and we review certain investments on a monthly basis. We will review your account more frequently upon request. For financial planning and certain limited-scope advisory relationships we do not provide ongoing monitoring. We manage accounts primarily on a discretionary basis but do require your approval before we trade in certain securities. Discretion allows us to buy/sell securities in your account when we determine it is necessary. This means that we do not consult with you prior to trading. You provide us with discretionary authority in our advisory agreement. For financial planning services we do not provide ongoing monitoring and we do not have discretion over your assets. We have minimum account sizes that differ by type of service, but we make exceptions.

Additional information about our investment advisory services is available in our [Form ADV Part 2A Firm Brochure](#) (see Items 4 and 7) and in our [Form ADV Part 2A Appendix 1 Wrap Program Brochure](#) (see Items 4 and 5). If you are viewing a paper version of this form, please visit [nwflc.com/CRS](https://www.nwflc.com/CRS) for hyperlinks to these documents.

➤ **QUESTIONS TO 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 licenses, education and other qualifications? What do these qualifications mean?

What fees will I pay?

We typically charge an asset-based advisory fee that is a percentage of your account, including cash holdings. Our fees are negotiable, and fees are set when you hire us to manage your assets. We charge advisory fees quarterly in advance and you pay us this fee even if there are no transactions in your account. We have an incentive to increase the value of your account over time which will increase our fees over time. For financial planning services, we charge a fixed fee that is determined when you engage us for services.

The account’s custodian will charge you a transaction charge when we buy/sell an investment for you. In certain situations, the transaction charges do not exist. Transaction charges are in addition to our advisory fee. If we engage in frequent trading and there are transaction charges, you will pay more in charges and this will negatively impact your account performance and increase the overall cost of your account. If you have a wrap program account, you will not pay transaction charges, but we will pay the transaction charges to the custodian. This creates a conflict of interest and financial incentive for us to avoid transactions in your account or to place trades less frequently. We will also consider these transaction charges when we consider the level of your advisory fee. Regardless of who pays the transaction charges, you will also incur, as applicable, charges imposed by the custodian or another third-party including, but not limited to: custodian fees; retirement account maintenance fees; fees related to mutual funds and exchange-traded funds; and other transactional fees and product-level 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.

Additional information about fees and expenses is available in our [Form ADV Part 2A Firm Brochure](#) (see Item 5) or our [Form ADV Part 2A Appendix 1 Wrap Program Brochure](#) (see Item 4). If you are viewing a paper version of this form, please visit nwflc.com/CRS for hyperlinks to these documents.

➤ **QUESTIONS TO 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.

Our financial professionals (referred to as “professionals”) are registered as securities representatives of a broker-dealer. Financial professionals may offer securities and receive commissions when placing securities transactions separate from offering investment advice through us. This is a conflict of interest if the professional recommends that you invest in a security which results in a commission being paid to the professional.

There is a conflict of interest for individuals that currently invest in an employer-sponsored retirement plan or individual retirement account that are considering a roll-out of assets from the retirement plan or account. A conflict exists because we will only be compensated if you rollover the proceeds into an account that we manage. Therefore, we have a financial incentive to recommend one option over another.

Additional information about our conflicts of interest is available in our [Form ADV Part 2A Firm Brochure](#) or [Form ADV Part 2A Appendix 1 Wrap Program Brochure](#). If you are viewing a paper version of this form, please visit nwflc.com/CRS for hyperlinks to these documents.

➤ **QUESTIONS TO 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 revenue is from the advisory fees we collect. Our professionals are paid a portion of the advisory fees we collect for the accounts that they service. Our professionals may also receive non-cash compensation from product sponsors such as: gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement for educational meetings or marketing or advertising initiatives.

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

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

➤ **QUESTIONS TO 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 our investment advisory services on the SEC’s website at www.adviserinfo.sec.gov by searching our CRD # 166769. You may also contact our firm at (703)-810-1072.

➤ **QUESTIONS TO 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?