

Introduction

Phil A. Younker & Associates, Ltd. (“PY&A”) is an Investment Adviser registered with the Securities and Exchange Commission (“SEC”). We feel it is important for you to understand how advisory and brokerage services and fees differ in order to determine which type of account or service is right for you.

There are free and simple tools available to research firms and financial professionals at www.investor.gov/crs, which also provides educational materials about investment advisers, broker-dealers, and investing.

What investment services and advice can you provide me?

As an investment adviser, PY&A offers investment advisory services to retail investors for an ongoing asset-based fee calculated using the value of your account. Our advisory services include investment management services and limited financial planning. Investment Management Services may consist of transferring accounts to our custodian, analysis of existing positions, risk assessment, performance evaluations, periodic newsletters, portfolio adjustments and reviews. Please refer to Item 4 of our Form ADV Part 2A for further information.

We manage accounts on a discretionary basis, which means we do not need to call you when buying or selling investments in your account. You will sign an investment management agreement and limited power of attorney giving us this authority and we will monitor your investments on a regular basis. This agreement will remain in place until you or we terminate our relationship. We also manage accounts on a non-discretionary basis, which means that you make the ultimate decision regarding buying or selling investments in your account and we do not monitor them on a regular basis.

We do not limit our advice and services to proprietary products or a limited menu of products or investments.

Average account size is over \$500,000 but we do not have a minimum account size requirement.

Questions to Ask Us:

- *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?

Fees and costs affect the value of your account over time and vary depending on certain factors and are negotiable. Please ask your advisor to give you personalized information on the investment advisory fees you will pay which vary by office, services provided, and account size. Fees are calculated only on account balance and are billed quarterly.

Our incentive is to increase the value of your account over time, which will increase our fees over time.

The broker-dealer (“custodian”) that holds your assets can charge you a transaction fee when we buy or sell an investment for you. These transaction fees are in addition to our advisory fee. You could also pay fees charged by the custodian for certain investments and maintaining your account. Some investments, such as mutual funds and exchange traded funds charge additional fees that will reduce the value of your investments over time. PY&A advisors will minimize the fees whenever possible by utilizing zero trade cost products and negotiating lower fees with the custodian.

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. Please refer to Item 5 of our Form ADV Part 2A for further information.

Question to Ask Us:

- *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?

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.

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

PY&A's revenue is from the advisory fees we collect from our clients' accounts each quarter and occasionally from one-time Financial Plans. We have an incentive to increase the amount of investments we manage which could bias our advice towards investing more rather than paying off debt or recommending you include all your investments in our management agreement.

How do your financial professionals make money?

Our financial professionals are employees of the corporations which own PY&A and are paid a fixed salary. Advisors with ownership also receive income based on the shares they own.

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

No, our firm and/or financial professionals do not have legal and/or disciplinary history. Visit www.investor.gov/crs for a free and simple search tool to research our firm and our financial professionals.

Additional Information

You can find additional information about our investment advisory services on the SEC's website www.adviserinfo.sec.gov by searching CRD # 311775. You may also contact our firm by calling (907) 452-4250 to request a current copy of our Form ADV Part 2 or up-to-date Form ADV Part 3 – this relationship summary.

Questions to Ask Us:

- *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?*