

## Client Relationship Summary (CRS) – June 30, 2020

**Introduction** BOK Financial Private Wealth, Inc. is an investment advisor 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 is right for you. 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 investment advisers, broker-dealers, and investing.

### What investment services and advice can you provide me?

As an SEC registered investment adviser, BOK Financial Private Wealth, Inc. offers its investment advisory services to retail investors for an ongoing **asset-based** fee based on the value of cash and investments in your account. Our advisory services include wealth management, financial planning, consultations on wealth transfer, estate planning, retirement planning, education funding and charitable gifting. If you choose to work with our firm for your wealth management, we'll meet with you to understand your current financial situation, existing resources, goals, and risk tolerance. Based on what we learn, we'll recommend a portfolio of investments that is regularly monitored and if necessary, rebalanced to meet your changing needs, stated goals and objectives.

Your investment accounts with us will be managed/are managed on a **discretionary basis**, which means that through your signed investment management agreement, you give us authority to trade in your account without our needing to contact you first. This agreement will remain in place until you or we terminate our relationship. We are held to a fiduciary standard that covers our entire investment advisory relationship with you.

You can obtain **additional information** from our financial professionals about advisory services. For detailed information about the investment advisor, review Form ADV, Part 2 brochure, Items 4 and 7 on [www.adviserinfo.sec.gov/firm/brochure/106733](https://www.adviserinfo.sec.gov/firm/brochure/106733) or ask us for a free copy.

**Our Obligations to You.** We must abide by certain laws and regulations in our interactions with you.

#### Conversation starters. Questions you may wish to ask when considering our services:

- 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 those qualifications mean?

### What fees will I pay?

Fees and costs affect the value of your account over time. Please ask your adviser to give you personalized information on the fees and costs that you will pay. You will be charged an ongoing **asset-based fee** for our services. **Our incentive is to increase the value of your account over time which will increase our fees over time.** The asset-based fees will be automatically deducted from your account. The Firm calculates its investment management fees as a percentage of total assets under management not to exceed 1.25% per annum with breakpoints applying to relationships exceeding \$2.5 million. Fees may be negotiable at Firm's discretion.

The broker-dealer (custodian) that holds your assets can charge you a transaction fee when we buy or sell an investment for you. The broker-dealer's transaction fees are in addition to our advisory fee for our investment advisory service. You could also pay charges imposed by the broker-dealer holding your accounts 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.

**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 detailed information, please refer to our Form ADV Part 2A Brochure, Item 5, at [www.adviserinfo.sec.gov/firm/brochure/106733](https://www.adviserinfo.sec.gov/firm/brochure/106733).

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**Conversation starters. Questions you may wish to ask when considering our services:**

- 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?
- How do you determine what fee I will be charged?

**What are your legal obligations to me when acting as my investment adviser? How 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 recommendations we provide you. Here is an example to help you understand what this means: The Firm has a conflict of interest regarding advice given on adding new assets or transferring assets into accounts managed by our firm in that we receive compensation for your assets managed by our Firm. Additional information about our conflicts of interest can be found in our Firm Brochure which is available online at [www.bokfinancialprivatewealth.com](http://www.bokfinancialprivatewealth.com) or at [www.adviserinfo.sec.gov/firm/brochure/106733](http://www.adviserinfo.sec.gov/firm/brochure/106733). The firm's revenue is from the advisory fees we collect from your accounts. Our financial professionals are employees of the firm and are paid based on the most recent month's revenue generated.*

**Conversation starters. Questions you may wish to ask when considering our services:**

- 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 compensated based on the revenue the firm earns from their advisory services or recommendations. The firm retains a portion of the compensation that you pay with a percentage of the revenue being paid to the financial professional. The production payout is a percentage (called a payout or grid rate) of the product-related revenue (called production) that each financial professional generates during that month with respect to the clients he or she serves, minus certain adjustments that are specified by our financial professional Compensation Plan. To help mitigate conflicts of interest, we typically utilize a flat payout percentage but in limited circumstances use tiered payout grids based on attainment of production goals.

Different advisory services and product recommendations may generate different amounts of revenue which creates a financial incentive for your financial professional to recommend one over another. Our financial professionals are paid monthly based on the most recent month's revenue generated.

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

**Yes, our firm and/or financial professionals have legal and disciplinary history. For additional information regarding legal or disciplinary history visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.**

**Conversation starters. Questions you may wish to ask when considering our services:**

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

**Where can I find additional information?**

For additional information about our services please talk with your financial advisor or visit our website at [www.bokfinancialprivatewealth.com](http://www.bokfinancialprivatewealth.com). If you would like additional, up-to-date information or a copy of this disclosure, please contact your financial advisor or the firm at 303.539.0100 (Denver) or 973.813.1930 (Dallas). Information regarding our firm can also be found on the SEC's website at [www.adviserinfo.sec.gov/firm/brochure/106733](http://www.adviserinfo.sec.gov/firm/brochure/106733).

**Conversation starters. Questions you may wish to ask when considering our services:**

- 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?

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