

# OPAL WEALTH ADVISORS, LLC

## FORM CRS



### ITEM 1. INTRODUCTION

Opal Wealth Advisors. ("OWA", "we" or "us") is registered with the U.S. Securities and Exchange Commission ("SEC") as a registered investment adviser ("IA"). Investment advisory services and compensation structures differ from that of a registered broker-dealer, and it is important that you understand the differences. Free and simple tools are available to research firms and financial professionals at [www.Investor.gov/CRS](http://www.Investor.gov/CRS). The site also provides educational materials about investment advisers and investing.

### ITEM 2. RELATIONSHIPS AND SERVICES

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

We provide investment advisory services, including non-discretionary and discretionary investment management, financial planning and consulting services to individuals, trusts and estates (our "retail investors"). OWA primarily allocates your assets among various mutual funds, exchange-traded funds ("ETF") and independent investment managers ("Independent Managers") in accordance with your stated investment objectives. We will select certain Independent Managers to actively manage a portion of your assets. OWA evaluates each Independent Manager by reviewing public disclosure documents, reputable third-party analyses, and information provided by the Independent Manager. On an ongoing basis, OWA will monitor the performance of those accounts being managed by Independent Managers and will ensure the Independent Manager's strategies and target allocations remain aligned with your investment objectives and best interests. You may also engage us to manage or advise on certain investment products that are not maintained with your primary custodian such as variable life insurance and annuity contracts and assets held in employer sponsored retirement plans and qualified tuition plans. Where appropriate, we may also provide advice regarding legacy positions or other investments held in your portfolios. Based on the information you provide to us regarding your financial circumstances, investment objectives and risk tolerance, we will provide you with a recommendation regarding which of our two types of asset allocation strategies are appropriate for you. Additionally, our Financial Professionals, in their capacities as licensed insurance agents and through our affiliated insurance agency, Opal Insurance Agency LLC, or as registered representatives of Purshe Kaplan Sterling Investment ("PKS"), a broker-dealer registered with the Securities Exchange Commission ("SEC") and member of the Financial Industry Regulatory Authority ("FINRA"), may offer you fixed annuities, recommend and sell life, accident, health and variable annuity and variable life insurance products. A conflict of interest exists for us if we recommend that you engage OWA or our affiliates to provide (or continue to provide) additional services for compensation, including investment management services. You retain absolute discretion over all decisions regarding implementation and are under no obligation to act upon any of the recommendations made by OWA under a financial planning or consulting engagement.

**Additional Information:** We do not limit the scope of our investment advisor services to proprietary products or a limited group or type of investment. When a retail investor engages us to provide financial planning and related consulting services regarding non-investment related matters such as tax and estate planning, insurance, etc., we rely upon the information provided for our review and do not verify or monitor any such information while providing this service. Our financial planning and consulting services are completed upon the communication of our recommendations to the retail investor. Other firms may provide advice on a wider or narrower range of choices, some of which may have lower or higher costs. For more detailed information about our Advisory Business and the Types of Clients we generally service, please See Items 4,7, and 10 in our [ADV Part 2A](#).

*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?*

### ITEM 3. FEES, COSTS, CONFLICTS, AND STANDARD OF CONDUCT

#### **What fees will I pay?**

We offer our wealth management services for an annual fee between 0.50% and 1.50% depending the amount of assets under our management and type of services rendered. The fee may also be based upon a fee schedule with break-points at certain asset levels or a fixed percentage. OWA maintains two types of asset allocation strategies. Under the Executive Model, you may pay pays a platform fee to Envestnet, an advisory fee to OWA, transaction and/or asset-based fees to Schwab, internal mutual fund and ETF fees, and SMA fees. Under the Premier Model, you may an advisory fee to the OWA, transaction and/or asset-based fees to Schwab, and internal mutual fund and ETF fees. The fees charged by the Independent Managers and the Unified Managed Account ("UMA") platform provider are in addition to OWA's fee in order to provide transparency and limit any conflicts of interest in choosing a specific Independent Manager and UMA platform. For asset management services we provide based on certain client holdings, e.g., held-away assets, accommodation accounts or alternative investments, we may negotiate a fee rate different from the range previously mentioned. Because our fee is based on the amount of your assets under our management, the more assets you entrust us to manage, the more you will pay us for our services although at a lower fee rate. Therefore, we have an incentive to encourage you to increase the amount of assets that you entrust to us. We charge a fixed fee for financial planning and consulting services outside of our wealth management services. These fees are negotiable but range between \$1,000 to \$50,000 depending upon the scope and complexity of the services and the Financial Professional rendering the services. If you engage us for additional investment advisory services, we may offset all or a portion of our fees for those services based upon the amount paid for the financial planning and/or consulting services. OWA charges a fixed project-based fee or asset-based fee to provide clients with retirement plan consulting services. OWA imposes a minimum quarterly fee of \$1,250 which is prorated and charged quarterly, in advance, based upon the market value of the assets being managed by OWA on the last day

of the previous quarter. This minimum fee will cause clients with smaller portfolios to incur an effective fee rate that is higher than what is stated in our fee schedule. We may, in our sole discretion, charge a lesser investment advisory fee, charge a flat fee, or waive our fees based upon certain criteria, including, but not limited to, anticipated future earning capacity, anticipated future additional assets, dollar amount of assets to be managed, related accounts, account composition, pre-existing client, account retention, and pro-bono activities. OWA does not provide any services for a performance-based fee (i.e., a fee based on a share of capital gains or capital appreciation of your assets). Additionally, certain of our Financial Professionals, in their separate capacities as registered representatives with PKS, may effect securities transactions for any retail investor under a separate commission-based arrangement. You are not under any obligation to engage such person and may chose brokers or agents not affiliated with us.

**Other Fees and Costs:** In addition to our investment advisory fee, you will incur certain charges imposed by other third-parties, such as broker-dealers, custodians, trust companies, banks and other financial institutions. These additional charges include securities brokerage commissions, transaction fees, custodial fees, fees charged by the Independent Managers and the UMA platforms used to access them, margin and other borrowing costs, charges imposed directly by a mutual fund or ETF in your account, as disclosed in the fund's prospectus (e.g., fund management fees and other fund expenses), deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Your investment assets will be held with a qualified custodian. Custodians charge brokerage commissions and/or transaction fees for effecting certain securities transactions (i.e., transaction fees are charged for certain no-load mutual funds, commissions are charged for individual equity and fixed income securities transactions). Schwab generally does not charge separately for custody services for client accounts maintained in its custody; however, is compensated by account holders through commissions or other transaction related or asset-based fees for securities trades that are executed through Schwab or that settle into Schwab accounts. Additionally, if OWA determines that it would be beneficial for the client, fixed income (bond) transactions may be executed through broker-dealers other than the account custodian. In that event, the client will generally incur both the fee (commission, mark-up/mark-down) charged by the executing broker-dealer and a separate "tradeaway" and/or prime broker fee charged by Schwab. For more detailed information on tradeaways, please see Item 5 in our [ADV Part 2A](#).

**Additional Information:** 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 more detailed information about our fees and costs related to our management of your advisory account, please see Item 5 in our [ADV Part 2A](#).**

*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 when we recommend an investment or an investment strategy involving securities. 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 may recommend a particular custodian from whom we receive support services, products and/or other benefits, certain of which assist us to better monitor and service your account.
- The recommendation by our Financial Professionals that a client purchase a securities or insurance commission product from a Financial Professional in his/her individual capacity as a representative of PKS and/or as an insurance agent, presents a conflict of interest, as the receipt of commissions may provide an incentive to recommend investment products based on commissions to be received, rather than on a particular client's need. No client is under any obligation to purchase any securities or insurance commission products from our Financial Professionals.

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

**Additional Information:** For more detailed information about our conflicts of interest, please review our [ADV Part 2A](#).

### **How do your Financial Professionals make money?**

Our Financial Professionals are compensated via a salary and may also receive a discretionary bonus. Certain of our Financial Professionals, as registered representatives, will receive separate and typical compensation from any brokerage transaction they implement on behalf of our retail investors. OWA does not receive, directly or indirectly, compensation from investment advisors that it recommends or selects for its clients. Our Financial Professionals may recommend mortgages to clients or refer clients to other parties that will provide mortgage services and will be compensated for recommendations to third party mortgage providers. You should discuss your financial professional's compensation, in connection with each role your Financial Professional may undertake, directly with him/her.

## **ITEM 4. DISCIPLINARY HISTORY**

### **Do you or your Financial Professionals have legal or disciplinary history?**

No. We encourage you to visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS) to research our firm and our Financial Professionals. Furthermore, we encourage you to ask your Financial Professional: *As a Financial Professional, do you have any disciplinary history? If so, for what type of conduct?*

## **ITEM 5. ADDITIONAL INFORMATION**

Additional information about OWA is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You may contact our Chief Compliance Officer by phone: (516) 388-7980 at any time to request a current copy of our [ADV Part 2A](#), or our relationship summary.

*Who is my primary contact person? Is he or she a representative of an investment adviser?*

*Who can I talk to if I have concerns about how this person is treating me?*