

Form CRS – Client Relationship Summary- November 23

Introduction

Berkeley, Inc (“Adviser”) is registered with the U.S. 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.

There are free and simple tools available to research firms and financial professionals at <http://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?

- We offer investment advisory services to retail investors for an ongoing asset-based fee calculated on the aggregate market value of all assets under management, including allocations to cash. If you open an account with us, we’ll meet with you to discuss your investment goals, design a strategy to achieve your investment goals, and regularly monitor your account. This usually includes a review of your financial planning goals. The better we identify and monitor your progress the more likely we can help you achieve those goals.
- You can choose an account that allows us to buy and sell investments in your account without asking you in advance (a “discretionary account”) or we may give you advice and you decide what investments to buy and sell (a “non-discretionary account”).
- We can access nearly all publicly listed stocks, bonds, and other instruments; other firms may have access to investments that we do not. When investments are used for our clients, we always try to obtain the lowest share price and minimize your trading fees.
- Financial planning provides a foundation for our recommendations. You can hire us to build a financial plan. Our normal fee for this is usually between \$2,000 and \$5,000 dependent on the complexity of your situation. After our initial planning services, we include full ongoing planning services as part of the ongoing asset-based management fee.

Additional information about our advisory services is located in our Firm Brochure which is available upon request or online at <https://adviserinfo.sec.gov/>.

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 those qualifications mean?*

What fees will I pay?

- If you retain us for investment management, you will pay an on-going asset-based fee at the end of each quarter for our services, based on the value of the cash and investments in your advisory account. Our ongoing asset-based fee schedule is listed at <https://www.berkeleyinc.com/faqs.html#fees>
- Fees and costs affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.
- The amount paid to our firm or your advisor does not vary based on the type of investments we select on your behalf. The asset-based fee reduces the value of your account as it will be deducted from your account.
- Some investments (such as mutual funds and variable annuities) impose additional fees that reduce the value of your investment over time. If we recommend any investments or insurance products with fees it will not directly influence our recommendations. We do not receive any compensation from any insurance or investment company. You, the client, are the only source of our compensation.
- Our fees vary and are negotiable. The amount you pay will depend, for example, on the services you receive and the amount of assets in your account.
- Occasionally, you will pay a transaction fee when we buy and sell an investment for you. You may also pay fees to a broker-dealer or bank that will hold your assets (called “custody”).
- The more assets you have in the advisory account, the more you will pay us. We, therefore, have an incentive to increase the assets in your account in order to increase our fees. You pay our fee quarterly even if we do not buy or sell in your account(s).
- Remember, 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.

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Questions to Ask Us:

- ❖ *Help me understand how these fees and costs will 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 else does your firm make money and what conflicts of interest do you have?

- We must abide by certain laws and regulations in our interactions with you.
- We are held to a fiduciary standard that covers our entire investment advisory relationship with you.
- We benefit from the advisory services we provide to you by charging you a flat fee for financial planning or asset-based fees.
- 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. For example:

While we do not sell any products or pay fees for referrals, we are usually compensated by the amount of money we manage for clients. A possible conflict of interest could exist if, for example, our recommendation involves moving money from an account that we manage into an outside account or for the paydown of debt.

Additional information about our conflicts of interest can be found in our Firm Brochure which is available upon request or online at <https://adviserinfo.sec.gov/>.

Questions to Ask Us:

- ❖ *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 paid a fixed monthly amount. BERKELEY, INC. does not use a performance-based fee structure because of the potential conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk to the client.

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

We do not have any legal or disciplinary events. Visit www.investor.gov/crs for a free and simple search tool to research our firm and our financial professionals.

Questions to Ask Us:

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

Additional Information

You can find additional information about our firm's investment advisory services on the SEC's website at <https://adviserinfo.sec.gov> by searching CRD #117667 or on our website www.berkeleyinc.com. You may also contact our firm at (208) 853-6980 and talk to any one of our investment professionals or support staff.

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?*