



March 22, 2023

## Form CRS Client Relationship Summary

### Item 1 – Introduction: Is an investment advisory account right for you?

Nvest Financial, LLC (“Nvest”) is registered with the Securities and Exchange Commission (“SEC”) as an investment advisor. Brokerage and investment advisory services and fees are different, and it is important for you to understand the differences. Free and simple tools are available for you 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.

### Item 2 – What investment services and advice can you provide me?

We offer the following investment advisory services to retail investors: Asset Management Services and Financial Planning Services. Detailed information regarding our services, fees and other disclosures can be found in our Form ADV Part 2A Items 4, 5, 7 and 8 at the following link [here](#).

- **Account Monitoring** – If you open an investment account with our firm, as part of our standard service we will monitor your investments on an ongoing basis and offer you at least an annual review.
- **Investment Authority** – We manage investment accounts on a discretionary basis whereby we will decide which investments to buy or sell for your account. If an account is managed on a non-discretionary basis, the client makes the ultimate decision regarding the investment decisions.
- **Investment Offerings** – We provide advice on various types of investments; however, we are limited in investment selection in that we can only invest your account in securities which are available through Commonwealth Financial Network (“Commonwealth”).
- **Account Minimums and Requirements** – In general, we require a minimum household size of \$500,000 to open and maintain an advisory account, which is negotiable at our discretion. Nvest assesses each prospective client on a case-by-case basis.
- **Financial Planning Services** – Include but are not limited to, budgeting, cash flow analysis, estate planning, wealth transfer, risk management, fringe benefit analysis, education planning, and philanthropic & legacy planning.

#### *Key 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 your licenses, education, and other qualifications? What do these qualifications mean?

### Item 3 - What fees will I pay?

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services.

- **Asset Based Fees** - Payable quarterly in advance. Fees are negotiable and range between 0.25% and 1.30% annually. Since the fees we receive are asset-based (i.e., based on the value of your account), we have an incentive to increase your account value which creates a conflict especially for those accounts holding illiquid or hard-to-value assets.
- **Financial Planning Fees** – These range from \$1,750 to \$15,000 depending on the scope of the work. Fifty percent of the fee is due in advance, and the remainder is due upon delivery of the plan. After the initial onboarding fee, the on-going financial planning engagement is covered by the asset management fee.
  - Hourly billing is available at a rate of \$350 per hour (fees are paid as services are rendered).
- **Fixed Fees** - Payable in advance/arrears.
- **Other Advisory Fees** – In addition to our fees, if applicable, you will also pay advisory fees charged by third party money managers, which are separate and apart from our fees.
- **Additional common fees and/or expenses such as:** custodian fees, account maintenance fees, fees related to mutual funds and exchange-traded funds and transaction charges when purchasing or selling securities may apply.

For detailed information, refer to our Form ADV Part 2A, Items 5 and 6 at the following link [here](#).

*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.*

**Key Questions to Ask Your Financial Professional**

- Help me understand how these fees and costs might affect my investments. If I gave 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 must act in your best interest and not put our interests ahead of yours. At the same time, the way we make money creates some conflicts with your interests. Some of our Investment Advisor Representatives are also Registered Representatives under Commonwealth's registered broker/dealer and receive commissions on products bought or sold in this capacity. 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 have entered into an agreement with Commonwealth to offer our clients access to certain of their services and programs. They provide access to research, products, services, and tools that help us manage and further develop our business operations which creates a conflict of interest.
- Nvest Financial LLC is jointly owned by Nichole Raftopoulos and George Raftopoulos. George Raftopoulos also owns ROI Cubed, LLC ("ROI"), and while operationally independent, the entities have a shared employee which creates a conflict of interest.
  - ROI is a boutique consulting firm helping business owners attain maximum value thru operational excellence, value growth and strategic planning as they plan towards a transition or succession. The services offered by ROI are separate and unrelated to Nvest. Clients of Nvest are under no obligation to engage ROI.
- One of our Investment Advisor Representatives also serves as licensed insurance agent. When acting in this capacity, the representative will receive commissions for selling insurance products. This can create a conflict of interest if the representative recommends you purchase insurance products through them.

Refer to our Form ADV Part 2A Brochure at the following link [here](#) to help you understand what conflicts exist.

**Key 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?**

All staff is compensated with an annual base salary and are eligible to receive a potential bonus based on performance. Shareholders of Nvest Financial, LLC receive monthly shareholder distributions along with their salaries. One shareholder who is a registered representative under the Commonwealth broker dealer will receive commissions for products sold through the broker-dealer. One shareholder will receive commission from insurance products.

Our relationship with Commonwealth requires that we maintain a certain level of assets within Commonwealth's program. This creates an incentive to recommend that you establish and maintain your account with Commonwealth, based on our interest in receiving Commonwealth's services that benefit our business, rather than based on your interest in receiving the best value in custody services and the most favorable execution of your transactions.

**Item 4 - Do you or your financial professionals have legal or disciplinary history?**

Yes. Please visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free and simple search tool to research Nvest Financial LLC and your financial professional.

**Key Questions to Ask Your Financial Professional**

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

**Item 5 - Additional information**

For additional information about our advisory services, please refer to our Form ADV Part 2A brochure available at <https://adviserinfo.sec.gov/firm/summary/128868> and the individual Form ADV Part 2B brochure supplement(s) your representative provides. If you have any questions, need up-to-date information and/or need a copy of this Client Relationship Summary, please contact us at (207) 985-8595.

**Key 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?