

## **Client Relationship Summary (Form CRS)**

Oarsman Capital is an investment-advisory firm registered with the Securities and Exchange Commission (SEC). Investment-advisory and brokerage services and fees differ in ways that are important for retail investors to understand. Simple, free tools to research investment firms and financial professionals, along with educational materials about broker-dealers, investment advisors, and investing, are available at [www.investor.gov/CRS](http://www.investor.gov/CRS).

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

Oarsman Capital and its subsidiary, LRC Aviation Advisors, offers three advisory services to retail investors: Investment Management Services and Financial Planning Services.

#### **Investment Management Services**

Investment Management Services implement multi-asset-class investment strategies aligned with each client's objectives and constraints. These services are provided on a discretionary-authority basis (i.e., clients delegate to Oarsman professionals the decision to buy or sell specific investments), include monitoring of client investments no less frequently than quarterly, and are subject to a minimum initial investment of \$1,000,000 (which minimum may be waived at Oarsman's discretion).

#### **Financial Planning Services**

Financial Planning Services assist clients in evaluating the appropriateness of existing and/or potential financial arrangements with the aim of enhancing the probability of attaining various financial goals. Financial planning services are frequently provided in conjunction with Investment Management Services.

#### **Independent Managers**

As part of its Investment Management Services, Oarsman may recommend that certain clients engage Independent Managers to actively manage a portion of their asset that require additional diversification. Oarsman monitors the performance of these Independent Managers regularly.

*More detailed information about Oarsman's investment advisory services can be found in our Form ADV, Part 2A (Items 4 and 7) at [www.oarsman.net/documents](http://www.oarsman.net/documents).*

#### **Conversation Starters:**

- "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?**

For Investment Management and Financial Planning services, your principal cost will be an investment-advisory fee assessed by and paid directly to Oarsman. This fee is calculated as a percentage of the value of your assets that we manage, is assessed quarterly, and is payable in advance.

*Because your investment-advisory fee is based on the value of your account(s), Oarsman has an incentive to increase the value through investment gains as well as by encouraging you to add assets to your account(s).*

You will incur other fees and expenses, not assessed by or paid to Oarsman, related to our investment-advisory services. These include management/administrative fees charged to the owners of mutual- and exchange-traded fund shares, fees paid directly to Independent Managers (which are in addition to Oarsman's fees), transaction-related fees charged by custodians and regulators, and indirect costs that arise from the purchase and sale of investment securities in financial markets. None of these other fees and expenses directly benefits Oarsman, its professionals or staff; Oarsman's interests are aligned with yours in seeking to minimize these costs, consistent with providing you with efficient and effective investment-advisory services.

*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 fees and costs, please see Oarsman's Form ADV, Part 2A (Item 5) at [www.oarsman.net/documents](http://www.oarsman.net/documents).

**Conversation Starter**

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

When we act as your investment advisor, 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 is an example to help you understand what this means:

*Oarsman clients may negotiate reduced-rate investment-advisory fees based on, among other factors, the composition of their portfolio; for example, they may obtain a reduced-rate fee if their portfolio comprises mostly bond investments. When a reduced-rate fee is based on portfolio composition, Oarsman has an incentive to recommend an investment strategy that is less reliant on bonds.*

Information about conflicts of interest can be found in Oarsman's Form ADV, Part 2A at [www.oarsman.net/documents](http://www.oarsman.net/documents).

**Conversation Starter:**

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

**How do your financial professionals make money?**

Oarsman compensates its professionals solely in cash, and payments from Oarsman are our professionals' sole source of financial-services-related compensation. The amount of compensation each professional receives is based on our firm's profitability, the amount of advisory fees generated by accounts overseen by each professional, and the amount of each professional's time required to meet client needs.

In addition, certain professionals are also compensated based on new clients or assets they bring to Oarsman. Finally, certain professionals are owners of the firm and share in profits.

For more detailed information about conflicts of interest, please see Oarsman's Form ADV, Part 2A at [www.oarsman.net/documents](http://www.oarsman.net/documents).

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

No. You may visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free, simple search tool to research our Firm and its financial professionals.

**Conversation Starter:**

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

**Additional Information**

You may find additional information about Oarsman Capital's investment advisory services, and request a copy of this relationship summary, by calling us at 414-221-0081, by electronic mail at [info@oarsman.net](mailto:info@oarsman.net), by mail at 790 N. Water Street, Suite 1850, Milwaukee, WI 53202, or from our website: [www.oarsman.net](http://www.oarsman.net).

**Conversation Starter:**

“Who is my primary contact person? Is he or she a representative of an investment advisor or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?”