

Form ADV Part 3: Relationship Summary
White Oak Financial Management, Inc.

Introduction

White Oak Financial Management, Inc. (“White Oak Financial Management”, “WOFM”, or “We”) is an investment adviser registered with the U.S. Securities and Exchange Commission. We offer our clients investment advisory services. Clients should understand that the services we provide and fees we charge are different than those of a broker-dealer, and that it is important to understand the difference between the two. Free and simple tools are available to research firms and financial professionals at <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?

Description of Services: White Oak Financial Management offers investment advisory services to retail investors. Our investment advisory services include asset management services and financial planning and consulting services.

Asset Management Services: We provide asset management services that involve WOFM managing and trading your designated account(s). We will discuss your investment goals and design a strategy to try and achieve those goals. As a standard part of our services, we will continuously monitor your account when providing asset management services and contact you at least annually to discuss your portfolio. For more information, please see **Items 1A, C-F** of our **Form ADV Part 2A**. When engaging us in asset management services, you can choose whether you’d like us to provide services on a **discretionary** basis (we will have the authority to determine the type and number of securities to be bought or sold in your account). White Oak Financial Management also can provide Investment Management services on a **non-discretionary basis** (we will have to confirm any trades in your account with you before we place them). For more information about investment authority, please see **Item 1G** of our **Form ADV Part 2A**.

Financial Planning and Consulting Services: We provide financial consulting services to clients on a fixed retainer basis. These services provide advice on various financial matters and do not involve the execution of any investment transactions.

Limited Investment Offerings: We do not primarily recommend one type of security to clients. Instead, we recommend investment portfolios designed to be suitable for each client relative to that client’s specific circumstances and needs. However, we are limited in investment selection in that we can only invest your account in securities which are available on your custodian/broker-dealer’s platform. When providing you with services, we do not recommend or offer advice on any proprietary products.

Account & Fee Minimums: There are no minimum investment amounts or conditions required for establishing an account managed by us. The minimum fixed fee generally charged for consulting services is \$300 per hour.

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?

Description of Principal Fees and Costs: Fees charged for our asset management services are charged based on a percentage of assets under management, billed in advance on a quarterly calendar basis, and calculated based on the average daily balance of your account during the previous billing period. The annual fee for asset management services will be based upon a fee schedule which ranges between 0.50% and 2.00%. Because our fee is based upon the value of your account, we have an incentive to recommend that you increase the level of assets in your account. When engaging us for asset management services, trading fees charged by the custodian are paid for by WOFM, except in rare cases that we will disclose to clients before trades are undertaken. You will, however, be charged internal fees and expenses by mutual funds, exchange-traded funds, and other funds we may invest in within your account.

We provide financial planning and consulting services under a fixed fee arrangement. The fixed fee is generally \$300 per hour. You will pay in advance the entire fee for our planning and consulting services at the beginning of the planning and consulting process.

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 information about the fees we charge and the other fees and expenses you will incur, please see **Items 2A-D of Form ADV Part 2A**.

Conversation Starters: *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?**

Standard of Conduct: *When we act as your investment adviser, we must 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 are some examples to help you understand what this means.*

To the extent we recommend you roll over your account from a current retirement plan to an individual retirement account (“IRA”) managed by us and subject to our asset-based investment advisory fees, this is a conflict of interest because we have a financial incentive to recommend that you move your IRA to us even if it is not in your best interest. However, our policies and procedures require we fully disclose the pros/cons of the various choices available to you.

When we provide asset management services, we will ask that you establish an account with Fidelity Institutional to maintain custody of your assets and to affect trades for your account. Our recommendation to use Fidelity Institutional is not based solely on your interest of receiving the best execution possible. We also recommend Fidelity Institutional because they provide us with research, products and tools that help us manage and further develop our business operations. As a result, we do not have to pay for such benefits, which save us money; however, these arrangements create a conflict of interest. See **Item 9A** of our **Form ADV Part 2A** for more information about our arrangements with Fidelity Institutional.

We actively manage our own personal accounts while at the same time managing your accounts and other client accounts. This creates different conflicts of interest for which we have developed procedures to mitigate and control for those conflicts. For more information see **Items 8B-C of Form ADV Part 2A**.

It is our responsibility to clearly disclose conflicts of interest when they arise.

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

How Do Your Financial Professionals Make Money?

Description of Salary/Payment of IARs: Our senior financial professionals are compensated based on a percentage of managed client revenue and of revenue generated from new business development. Other professionals are compensated based on an annual salary and a discretionary bonus based on overall firm performance, new client relationships and client revenue generated. This means our financial professionals have an incentive to increase the asset size in a relationship or solicit new business. We believe that the investment advisers’ financial interests are aligned with clients. However, we seek to mitigate this conflict of interest by clearly disclosing our compensation arrangements to clients. **Additional Information:** For more information about our conflicts of interest and the ways we are compensated, please see **Item 2C, 3A, & 11C** of our **Form ADV Part 2A**.

Do You or Your Financial Professionals Have Legal or Disciplinary History?

No. Neither the firm, nor our investment adviser representatives have a legal or disciplinary history to report. You can look up more information about us and our investment adviser representatives at <https://www.investor.gov/CRS>.

Conversation Starters: *As a financial professional, do you have any disciplinary history? For what type of conduct?*

Additional Information About White Oak Financial Management

Additional information about us and a copy of this relationship summary are available on the Internet at www.WhiteOakFinancialManagement.com. You can also find our disclosure brochures and other information about us at <https://adviserinfo.sec.gov/firm/summary/142615>. If you have any questions or want an up-to-date copy of this relationship summary, we can be reached by phone at (828) 274-7844.

Conversation Starters: *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?*