

Item 1 – Introduction

Lesjak Planning is a Registered Investment Advisor with the Securities and Exchange Commission (SEC). Since Brokerage and Investment Advisory services and fees can differ, it is important you have information to help you understand those differences.

You may also visit [Investor.gov/CRS](https://investor.gov/CRS), an SEC-sponsored website, to access educational information regarding investment advisors, broker-dealers, and investing.

Item 2 – Relationships and Services

“What investment services and advice can you provide me?”

Our firm offers financial planning and investment advisory services to retail clients. In addition to financial plan development, our investment advisory services include either the Annual Management Program (annual reviews and monitoring) or the Premier Asset Management Program (at least quarterly reviews and monitoring).

We do not require a minimum account size or investment amount to establish a relationship with you. Additionally, we do not limit our advice or recommendations to any specific investment options. It is your decision whether or not to have us manage your investments on a Discretionary or Non-Discretionary basis. Please refer to “[Item 4 – Advisory Business](#)” of Part 2A of Form ADV for more detailed information.

Reference. <https://lesjakplanning.com/wp-content/uploads/2020/03/Lesjak-Planning-Part-2A-ADV-3-27-2020.pdf>

Additional questions you should ask a financial planner to start a conversation about relationships and services include:

- *“Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services. 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?”

The fee charged for a written financial plan is based upon the number of hours spent on the analysis and development of your plan. The Premier Asset Management Program is subject to an Asset Under Management (AUM) fee that is calculated as a percentage of the fair market value of the assets in your accounts. The Annual Management Program is a flat fee covering the following 12 month period.

Keep in mind, since Asset Under Management fees are based on the value of your accounts, our Advisory Fee will likely be higher as your accounts increase in value or if you transfer monies into your accounts over time, such as from a 401k plan.

Additionally, mutual funds and separate account managers charge indirectly a separate management fee for their own investment advisor, also known as mutual fund expenses. You may incur transaction costs in your accounts depending on the money managers recommended.

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. Also, please refer to “[Item 5 – Fees and Compensation](#)” of Part 2A of Form ADV for more detailed information.

Reference. <https://lesjakplanning.com/wp-content/uploads/2020/03/Lesjak-Planning-Part-2A-ADV-3-27-2020.pdf>

Additional questions you should ask a financial planner to start a conversation about the impact of fees and costs on investments:

- *“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. 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.

- The most frequent conflict of interest that arises for us when making recommendations to clients is when they retire and we examine rolling over a 401k retirement plan to an IRA account under our investment management. Doing so would incur additional investment advisory fees to our firm. Please refer to [“Item 4 – Advisory Business and Item 12 – Brokerage Practices”](#) for additional information.

Reference. <https://lesjakplanning.com/wp-content/uploads/2020/03/Lesjak-Planning-Part-2A-ADV-3-27-2020.pdf>

Additional questions you should ask a financial planner to start a conversation about conflicts of interest include:

- *“How might your conflict of interests affect me, and how will you address them?”*

“How do your financial professionals make money?”

Financial planners for Lesjak Planning are salaried employees. We do not receive commissions and compensation is not dependent on other factors such as client assets, the time and complexity to meet client needs, or profit sharing.

Item 4 – Disciplinary History

“Do you or your financial professionals have legal or disciplinary history?”

No. Please visit Investor.gov/CRS for a free and simple search tool to research our financial planners.

Additional questions you should ask a financial planner to start a conversation about disciplinary history include:

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

Item 5 – Additional Information

Below is contact information to help find additional information regarding our investment advisory services or to request a copy of the Client Relationship Summary.

Website: www.lesjakplanning.com

Email: lpc@lesjakplanning.com

Phone: 440-871-9500

Additional questions you should ask a financial planner to start a conversation about contacts and complaints include:

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