



Client Relationship Summary
November 30, 2023

Item 1: Introduction

Our firm, Oakwood Capital, Inc., is registered as an investment adviser with the U.S. Securities and Exchange Commission. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available 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: Relationships and Services

What investment services and advice can you provide me?

Services: We offer investment advisory services to retail investors. These services include investment management, financial planning, retirement plan and pension consulting services, and wrap fee programs. We work closely with you to identify your investment goals and objectives, as well as your risk tolerance and financial situation in order to develop an investment approach.

Accounts, Investments, and Monitoring: We provide services to individuals, high net worth individuals, trusts, estates, and small businesses with qualified retirement accounts such as Pension and Profit-Sharing Plans, Defined Benefit Plans, and 401(k)s. Investments in client portfolios may include, but are not limited to, mutual funds, individual stocks, bonds, ETFs, foreign securities, alternative investments, real estate, and other investment products. As part of our services, we monitor portfolios and securities in accounts on an ongoing basis. We also meet with you – either in person or virtually according to your preference – at least annually depending on your needs.

Investment Authority: We provide our services both on a discretionary and non-discretionary basis. Discretionary account management authority is granted by you through your agreement with our firm and the trading authorization you sign with the custodian. We execute investment recommendations in accordance with your investment objectives without your prior approval of each specific transaction. You may place reasonable restrictions on the types of investments we make on your behalf. Our engagement will continue unless you notify us in writing. Whereas, for non-discretionary account management, we will present recommendations to clients on what to buy and sell and will execute the transactions only upon receiving the client's approval. Under non-discretionary management, you, the retail investor, make the ultimate decision regarding the purchase or sale of investments.

Account Minimums & Other Requirements: The account minimum for our services is \$25,000. This amount may be waived or reduced at our sole discretion. The third-party money managers we recommend to clients may impose higher account minimums.

Additional Information: For more detailed information on our relationships and services, please see Item 4 – Advisory Services, Item 7 – Types of Clients, and Item 13 – Review of Accounts of our Form ADV Part 2A available on our firm's [Investment Adviser Public Disclosure Page](#).

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?*

Item 3: Fees, Costs, Conflicts, and Standard of Conduct

What fees will I pay?

Asset-Based Fees: Our portfolio management fee is based on a percentage of the value of the client's assets in the account(s) that we manage and is collected in advance on a quarterly basis based on the market value of the client's assets under our management as of the last day of the immediately preceding quarter. Our investment management fee ranges up to 2.00% based on a tiered fee schedule. Our investment management fee ranges up to 0.15% based on a tiered fee schedule for client accounts enrolled in Oakwood Capital Managed Portfolios. The investment management fee is subject to negotiation with each client based on the client's characteristics and may differ from client to client at our sole discretion. This presents a conflict of interest as we are financially incentivized to encourage you to place more assets in your advisory account as you will ultimately pay more in advisory fees.

Fixed & Hourly Fees: We offer our financial planning and consulting services on an hourly, fixed fee, or one-time payment basis. Our hourly billing rates range from \$150 to \$500 per hour and clients are required to pay an initial deposit. The remaining balance will be invoiced upon completion of the service and due immediately. Our annual fixed fee ranges from \$500 to \$100,000 per plan and is payable quarterly in 4 equal payments. The first payment is prorated based on the effective date of the Financial Planning Agreement. Our one-time payment arrangement is charged at a fee set by the Advisor based on the nature and complexity of the services being provided and may range from \$500 - \$100,000. The one-time payment is due upon execution of the Financial Planning Agreement. An estimate of the total cost for the financial plan, based on the scope and complexity of each individual client, will be provided to the client at the start of the advisory relationship. If there are additional services or changes to the engagement which exceeds the estimated fee, Oakwood will notify the client as soon as possible to discuss the additional fees.

Wrap Program Fees: Wrap fee program fees (RBC UP and the Advisor Account) will include most transaction costs and fees to the broker-dealer which has custody of the client assets, and therefore may be higher than a typical asset-based advisory fee. For more information regarding the wrap fee programs and its fees, please see the respective program brochures.

Other Fees & Costs: In addition to our advisory fees, you may incur other charges imposed by third-parties (i.e., custodians). Some of these costs may include, but is not limited to, statement/confirmation fees, contingent deferred sales charge fees, management fees, sub accounting fees, variable annuity fees, surrender charges, short term redemption fees, qualified retirement plan fees, account maintenance fees, wire transfer fees, overnight check fees, and duplicate statement issuance fees.

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 detailed information on our fees, please see Item 5 – Fees and Compensation of our Form ADV Part 2A available on our firm's [Investment Adviser Public Disclosure Page](#).

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?

When we act as your investment adviser, we have to 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. You should understand and ask us about these conflicts because they can affect the investment advice that we provide you. Here is an example to help you understand what this means. Our firm and our financial professions may receive compensation as a result of the specific investment recommendation made to you. This compensation will vary and be dependent upon the type of investment and could create a conflict of interest when the recommendation is made. For example, if you are choosing between different advisory strategies, there may be a fee differential that would incentivize our financial professions to recommend the strategy that will result in a higher ongoing asset fee. When you invest, you should be sure to review the specific information related to fees and compensation paid that is required to be provided separately from this Form CRS. Our firm, including affiliates, offers a cash sweep program as a core account sweep vehicle with our custodian, RBC. The sweep program generates financial benefits for us which creates a conflict of interest.

Additional Information: For more detailed information, please see Item 10 – Other Financial Industry Activities and Affiliations, Item 12 – Brokerage Practices and Item 14 – Client Referrals and Other Compensation of our Form ADV Part 2A available on our firm's [Investment Adviser Public Disclosure Page](#).

Conversation Starters: *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 compensated based upon the fees they earn for making recommendations. We do not offer sales contests, nor do we compensate individuals based upon the amount of assets they service, the type of product sold, or the revenue that the firm earns. We do offer our representatives a sliding pay scale where the percentage of advisory fees they receive will increase as the total amount increases. This creates a conflict because while your advisory fee rate may not change, a representative could be incentivized to recommend certain programs as they get closer to the next level if such programs offer higher fees. In addition, many of our representatives are also licensed insurance agents with our affiliated insurance agency and registered representatives with our affiliated brokerage firm. This creates a conflict because our representatives may be incentivized to recommend products and services through the affiliated entities for which they will earn additional compensation. Some representatives are also direct or indirect owners of our firm and its affiliated companies. This creates a conflict because, as owners, they will share in the profits and losses of the firm and its affiliates, which may give them incentive them to recommend more profitable products and services.

Item 4: Disciplinary History

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

Yes. Some of our financial professionals have disciplinary history. However, the firm does not have disciplinary history. You can visit investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

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

Item 5: Additional Information

You can find additional information about our investment advisory services by viewing our Form ADV Part 2A available at our firm's [Investment Adviser Public Disclosure Page](#) or our website at <https://www.oakwoodcapital.com>. You can request up to date information and a copy of our client relationship summary by contacting us at (952) 935-4601.

Conversation Starters: *Who is my primary contact person? Is he or she a representative of an investment advisor? Who can I talk to if I have concerns about how this person is treating me?*