

**Mainsail Financial Group, LLC**  
**FORM CRS**  
**March 1, 2023**

Mainsail Financial Group, LLC is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing. This document is a summary of the services and fees we offer to "retail" investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

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

We offer the following investment advisory services to retail investors: **Portfolio Management Services, Asset Management Services, Financial Planning Services, Retirement Plan Consulting Services and On-Line Education Services**. Detailed information regarding our services, fees and other disclosures can be found in our Form ADV Part 2A Items 4, 7, and 8 by clicking this link <https://adviserinfo.sec.gov/firm/brochure/317970>.

**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. No less than annually, we will offer to meet with you to review your accounts.

**Investment Authority:** We manage investment accounts on a **discretionary** basis whereby **we will decide** which investments to buy or sell for your account. We have discretion to select, retain or replace third-party managers to manage your accounts. You may limit our discretionary authority (for example, limiting the types of securities that can be purchased or sold for your account) by providing our firm with your restrictions and guidelines in writing. We also offer non-discretionary investment management services whereby we will provide advice, but you will ultimately decide which investments to buy and sell for your account. You have an unrestricted right to decline to implement any advice provided by our firm on a non-discretionary basis.

**Investment Offerings:** We provide advice on various types of investments. Our services are not limited to a specific type of investment or product.

**Account Minimums and Requirements:** In general, we require a minimum account size to open and maintain an advisory account. The account minimums are \$50,000 for the PPS Custom Program, and \$5,000 for the PPS Select Program.

**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?**

**What fees will I pay?**

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services. For detailed information, refer to our Form ADV Part 2A, Items 5 and 6 by clicking this link <https://adviserinfo.sec.gov/firm/brochure/317970>

- **Asset Based Fees** - Payable either monthly or quarterly in advance based on the account balance at the end of each month or quarter. Utilizing asset-based fees, the more assets we manage for you, the higher your fee will be. This means we have an incentive to encourage you to increase the assets you have us manage. Fees will be automatically deducted from your account, as listed in your advisory agreement, which will reduce the value of your account;
- **Fixed Fees** - Fees for Financial Planning Services may be payable in advance or in arrears, and may be charged on a one-time basis, or monthly, quarterly or annually based on Mainsail's specific agreement with you. For On- Line Education Services, we charge a monthly subscription fee, ranging from \$9.99-\$12.99 monthly in advance for our educational virtual courses and related content.
- **Retirement Plan Consulting Fees** - Clients have the option of paying an annual fee for ongoing services based on a percentage of assets under advisement or a flat fee. The fee amount a client will pay is negotiable between the client and the advisor.
- Clients pay additional fees and expenses. Examples of the most common fees and costs applicable to our clients are: custodian fees, account maintenance fees, fees related to mutual funds and exchange-traded funds, transaction charges when purchasing or selling securities; and other product-level fees associated with your investments.

***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 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 are some examples to help you understand what this means.

- Mainsail has entered into an agreement with Commonwealth to offer our clients access to Commonwealth's PPS programs. Commonwealth provides access to research, products, services, and tools that help us manage and further develop our business operations so long as we maintain a relationship with Commonwealth. This creates a conflict of interest in that we have a financial interest in maintaining Mainsail's relationship with Commonwealth and directing assets to their PPS programs. Other investment advisory programs may be available from other firms at a lower cost.
- Our Investment Advisor Representatives ("IARs") are also licensed insurance agents. When acting in this capacity, our IARs will receive commissions when they sell you insurance products. This can create a conflict of interest if the representative recommends you purchase insurance products through them as doing so will generate additional compensation to the IAR.

Refer to our Form ADV Part 2A by clicking this link <https://adviserinfo.sec.gov/firm/brochure/317970> 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?**

Mainsail's financial professionals are compensated based on a variety of factors, such as the amount of client assets they service; the time and complexity required to meet your needs; and the products, programs, or services offered or sold to you. In addition to receiving advisory fees, your financial professional has the opportunity to receive "noncash compensation" in the form of reimbursements for marketing expenses and business development costs, as well as with invitations to conferences and due diligence meetings where travel-related costs, expenses, meals, and entertainment are paid for or subsidized by the investment product providers. This additional compensation presents a conflict of interest because it provides a financial incentive for your financial professional to recommend particular investment products that offer additional compensation over those that do not.

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

No, neither the firm nor its financial professionals have any legal or disciplinary history to disclose.

Visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple research tool to research our firm and our financial professionals.

**Key Questions to Ask Your Financial Professional**

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

You can find additional information about your investment advisory services and request a copy of the relationship summary at 425-679-6875 or click the link provided <https://adviserinfo.sec.gov/firm/brochure/317970>

**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?**

**Mainsail Financial Group, LLC  
Exhibit to Form CRS  
October 18, 2022**

Mainsail Financial Group, LLC is required to update its Form CRS when information in the Form CRS becomes materially inaccurate. This Exhibit summarizes the following material changes to the firm's Form CRS, implemented on May 17, 2022:

- We have amended the Form CRS to include that we offer Portfolio Management Services to clients. Fees for Portfolio Management Services are billed and payable monthly in advance based on the aggregate household balance at the end of the prior month.