



Client Relationship Summary

June 30, 2020

Introduction

Vernal Point Advisors, LLC is an investment adviser registered with the Securities and Exchange Commission offering advisory accounts and services. Brokerage and investment advisory services and fees differ, and it is important that you understand the differences. This document gives you a summary of the types of services and fees we offer. 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.

What investment services and advice can you provide me?

We provide personalized confidential financial planning and investment management to families with complex assets. We will help you determine your investment objectives, goals and time horizon and create a diversified portfolio based on those needs. At times, we may select other investment advisers to supervise all or a portion your assets. We also generally recommend a portion of your assets be invested in private funds offered through unaffiliated private fund managers.

Based on the terms of the agreement you enter into with us, your account may be managed on a discretionary basis, which means we may buy or sell an investment in your account without your prior approval, or on a non-discretionary basis where we offer advice and make recommendations, but you make the ultimate decision regarding the transaction. Whenever we recommend you invest in a private funds it will be on a non-discretionary basis.

We will regularly review your portfolio to determine appropriate investments based on your goals and risk/return objectives. We do *not* limit the types of investments that we recommend. We do *not* have a minimum account size however we do have a minimum annual fee of \$150,000. Please also see our Form ADV Part 2A ("[Brochure](#)") specifically Items 4 & 7.

Questions to ask us: 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?

Based on the terms of our agreement with you, you may pay an asset based fee or a fixed fee. Paying asset-based fees means that the amount you pay will depend on the amount of assets in your account; thus, having a higher asset base means you will pay a higher fee and so we have an incentive to increase those assets in order to increase our fees. Our fixed fee arrangements are based on the amount of work we expect to perform for you, so material changes in that amount of work will affect the advisory fee we quote you. Asset based fees are charged quarterly in advance based on the value of your assets on the last day of the previous quarter. Fixed fee arrangements are charged and payable as described in the terms of our agreement with you. You pay our fees whether or not transactions are made in your account. The advisory fee paid to us does not vary based on the type of investments selected.

Some investments (e.g., mutual funds, ETFs, private funds etc.) impose additional transactional, management and/or administrative fees that reduce the value of your investment over time. You may also pay fees to a custodian that will hold your assets. Additionally, you will typically pay transaction fees when we buy and sell an investment for your account. **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.** Please also see Item 5 of our [Brochure](#) for additional details.

Questions to ask us: 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. We have a conflict of interest regarding advice given on adding new assets or transferring assets into accounts managed by us in that we receive compensation for your assets managed by us.

Our firm does not generate revenue from any other fees than the fees paid to us by our clients for wealth strategy, family office or investment advice. We do not sell proprietary products, receive third-party payments, participate in revenue sharing or buy or sell investments from our accounts directly to you. We therefore have no financial incentive to sell you any particular mutual fund, exchange-traded fund, private investment, or other investment. We do have a financial incentive to increase your assets under our management.

Questions to ask us: How else does your firm make money and what conflicts of interest do you have? How might your conflicts of interest affect me, and how will you address them?

How do your financial professionals make money?

We pay our financial professionals a salary and discretionary bonus based on individual performance. They are not compensated based on the amount of assets managed nor for the investments recommended. Please also see Item 10 of our [Brochure](#) for additional details.

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

We do not have legal or disciplinary history. Visit <https://www.investor.gov/> for a free, simple search tool to research us and our financial professionals.

Questions to ask us: As a financial professional, do you have any disciplinary history? For what type of conduct?

Additional Information

Visit <https://adviserinfo.sec.gov/firm/summary/166587> for more information about us. To request up-to-date information or a copy of this relationship summary please contact us at 415-712-0266.

Questions to ask us: 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?