

Form ADV Part 2B
Brochure Supplement



Cover Page

Name of Supervised Persons/IA Reps	Neil Elmouchi Jeff Sorensen Karl Orłowski Cody Klein Tim Milaney
Date of Brochure as Last Revised	April 1, 2017

Name of Registered Investment Advisor	Summit Financial Consultants, Inc.
Address	3075 Townsgate Rd. Suite 180 Westlake Village, CA 91361
Phone Number	(805)418-4565
Website Address	www.TheWiseInvestor.net

This Brochure Supplement provides information about the IA Reps named above that supplement the Summit Financial Consultants brochure Form ADV Part 2A. You should have received a copy of that brochure.

Please contact Kim Lau, COO if you did not receive Summit Financial Consultants' brochure or if you have any questions about the contents of this supplement.

Additional information about the IA Reps is available on the SEC's website at: www.adviserinfo.sec.gov

Educational Background and Business Experience

Education and Business Background

Name: Neil Elmouchi, AIF®, ChFC®, CLU®

Year of Birth: 1947

Education: Wayne State University, Detroit, MI
BA, Business Administration, 1970

Business: Summit Financial Consultants, Westlake Village, CA, President, IA Representative
8/98 - present
Summit Consultants & Financial Services, Westlake Village, CA, President
4/82 – 3/00
Triad Advisors, Inc., Westlake Village, CA, Registered Representative
2/15 – present
LPL Financial, Westlake Village, CA, Registered Representative & IA Representative
8/98 – 2/15

Name: Jeff Sorensen

Year of Birth: 1962

Education: Redlands University, Redlands, CA
BS, Business Management 1992

Business: Summit Financial Consultants, Westlake Village, CA
07/16 – present
Sorensen Wealth Management, Westlake Village, CA, President
09/05 – 08/16
Triad Advisors, Inc., Westlake Village, CA Registered Representative
10/10 – present
TransAmerica Financial Advisors, Inc. Westlake Village, CA, Registered Agent
09/09 – 09/10
InterSecurities Inc. Westlake Village, CA Registered Representative
06/94 – 09/09
Jeff Sorensen Financial, Sole Proprietor
01/86 – 09/05 Newbury Park, CA Westlake Village, CA

Name: Karl Orłowski, AAMS, AIF®

Year of Birth: 1972

Education: University of Santa Barbara, Santa Barbara, CA
Bachelor of Arts, Communications, 1996

Business: Summit Financial Consultants, Westlake Village, CA, Wealth Advisor/IA Representative
2/10 - present
Triad Advisors, Inc., Westlake Village, CA, Registered Representative
3/15 – present
LPL Financial, Westlake Village, CA, Registered Representative & IA Representative
2/10 – 2/15
Edward Jones Investments, Simi Valley, CA, Registered Representative 10/05-02/10

Name: Timothy Milaney

Year of Birth: 1945

Education: California State University Los Angeles, Los Angeles, CA
Bachelor of Science 1969

Business: Summit Financial Consultants, Westlake Village, CA, Wealth Advisor/IA Representative
9/02 – present

Triad Advisors, Inc., Westlake Village, CA, Registered Representative
3/15 – present
Hub Intern'l Ins. Serv., Westlake Village, CA, Sr VP/Professional Work Comp Advisor
9/14 – present
LPL Financial, Westlake Village, CA, Registered Representative & IA Representative
12/97 – 2/15

Name: Cody Klein
Year of Birth: 1988
Education: California State University-Northridge, Northridge, CA
B.S., Finance and Business Honors, 2012
Business: Summit Financial Consultants, Westlake Village, CA, Associate Wealth Advisor,
IA Representative
07/16 - present
Triad Advisors, Inc., Westlake Village, CA, Registered Representative
2/15 – present
Summit Financial Consultants, Westlake Village, CA, VP Portfolio Management
8/12– 07/16
LPL Financial, Westlake Village, CA, Administrative Assistant
11/14 – 2/15

Professional Designations Qualifications

AAMS - Accredited Asset Management Specialist is issued by the College for Financial Planning.

Held by: Karl Orlowski

Candidates must meet the following requirements:

- Education: Complete the training program
- Exam: Pass certification exam
- Prerequisite: None
- Continuing Education: 16 hours every 2 years

AIF® - Accredited Investment Fiduciary® granted by the Center for Fiduciary Studies, LLC (a Fiduciary360 (fi360) company). The AIF designation certifies that the recipient has knowledge of fiduciary standards of care and their application to the investment management process.

Held by: Neil Elmouchi and Karl Orlowski

Designees must meet the following requirements:

- Education: Complete the training program
- Exam: Pass certification exam
- Prerequisite: Meet threshold education, industry experience and/or professional development
- Continuing Education: 6 hours every year

ChFC® – Chartered Financial Consultant is granted by The American College. The ChFC program prepares the recipient in advanced financial planning needs of individuals, professionals and small business owners. Education covers the key financial planning disciplines, including insurance, income taxation, retirement planning, investments and estate planning.

Held by: Neil Elmouchi

Candidates must meet the following requirements:

- Education: Complete the training program

- Exam: Pass certification exam
- Prerequisite: 3 years of full-time business experience
- Continuing Education: Neil is exempt from the CE requirement by grandfathering

CLU® – Chartered Life Underwriter is granted by The American College. The CLU program provides education on the insurance needs of individuals and business owners.

Held by: Neil Elmouchi and Timothy Milaney

Candidates must meet the following requirements:

- Education: Complete the training program
- Exam: Pass certification exam
- Prerequisite: 3 years of full-time business experience
- Continuing Education: Both Neil & Timothy are exempt from CE by grandfathering

Disciplinary Information

An investment advisor and its supervised persons (IA Reps) must disclose material facts about any legal or disciplinary event that is material to a client’s evaluation of the advisory business or of the integrity of the IA Rep.

The IA Reps do not have any disclosure items.

Other Business Activities

The IA Reps are in the business of selling securities and insurance. These business activities represent nominal time and income. More details of these activities are described below.

The IA Reps are associated with Triad Advisors, Inc. as Registered Representatives. Triad Advisors, Inc. is a general securities broker/dealer having membership in the Financial Industry Regulatory Authority. Triad Advisors, Inc. is a subsidiary of Ladenburg Thalman Financial Services Inc. We may recommend securities, asset management, 1031 real estate exchanges, variable annuities, insurance products, or other financial related products offered by Triad Advisors, Inc. or its affiliates. If clients purchase these products through us, we will receive the normal commissions or fees. Thus, a conflict exists between our interests and those of advisory clients. The client is under no obligation to purchase products recommended, or to purchase products either through us or through Triad Advisors, Inc.

The IA Reps are licensed with several life, disability, and other insurance companies. Additionally, Timothy Milaney is licensed with a property & casualty insurance company. Insurance products offered by these companies may be recommended. If clients purchase these products through us, we receive the normal commissions. Thus a conflict of interest exists between our interests and those of advisory clients. The client is under no obligation to purchase products recommended, or to purchase products either through us or through these insurance companies.

Additional Compensation

As Registered Representatives of Triad Advisors, Inc., the IA Reps will be compensated for effecting securities transactions on the normal commission schedule.

The IA Reps may recommend mutual funds or variable annuities that pay commissions (including 12(b)-1 fees “trails” or other compensation) from the respective product sponsor. All allowable compensation is disclosed in the prospectus.

Summit may exercise agreements with other Registered Investment Advisors and recommend other Advisors to clients. In such instances, the IA Reps may receive a portion of the account fee or commissions. In these instances, we will make available to the client a “Compensation Disclosure Statement” and the Investment Advisor Brochure for the other Advisor. The client is under no obligation to use the services of the other Advisor(s) recommended.

Supervision

The IA Reps work as a team in formulating and implementing investment advice for clients.

Neil Elmouchi, Chairman & CEO/Chief Compliance Officer, leads the investment team and monitors portfolios for investment objectives and other supervisory reviews for all IA Reps of the firm.

Jeff Sorensen, President, leads the investment team with Neil Elmouchi and monitors portfolios for investment objectives and other supervisory reviews as well as supervises the CCO.

Mr. Elmouchi may be contacted at the phone number of the main office as shown on the cover page.