

Hawkins Investment Counsel, LLC  
Client Relationship Summary  
March 2025

**Item 1: Introduction**

Hawkins Investment Counsel, LLC (our “firm”, “we”, “us”) is registered with the Securities and Exchange Commission as an Investment Advisor.

Brokerage and investment advisory services and fees differ, and it is important for the retail investor to understand the 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?

Account Monitoring. Your portfolio is managed on a regular and ongoing basis, based on your situation, risk tolerance, and investment objective, including adhering to any investment restrictions imposed by you. We typically meet with you at least annually to review progress and your expectations for your portfolio.

Investment Authority. We manage accounts on a **nondiscretionary** basis. This means we will offer advice and recommendations, 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 us on a non-discretionary basis.

At all times, you retain the authority to provide us with direction regarding investments, including limitations on the types of securities and the timing of transactions. You must provide investment guidelines and restrictions to us in writing; you are also free to change/amend these limitations at any time by subsequently writing to us.

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. We do not require a minimum dollar amount to open and maintain an advisory account.

***For additional information regarding our services, please see items 4, 7 and 13 of our Form ADV Part 2.***

Conversation Starter: Ask your financial profession: 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?
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**Item 3: Fees, Costs, Conflicts and Standard of Conduct**

What fees will I pay?

You will pay us a quarterly fee based upon the amount of assets under management with us. The more money you invest with us, the more fees you will pay; therefore, we have an incentive to encourage you to increase your assets in your account. While we do not charge the following, you may also pay custodial fees to the broker dealer that holds your assets, a transaction fee

when we buy or sell an investment in your account and additional fees for the no-load mutual funds and exchange traded funds we have recommended 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.

*For additional information regarding our fees, please see item 5 of our Form ADV Part 2.*

Conversation Starter: Ask your financial profession:  
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 ADVISOR, 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.**

*For additional information regarding our conflicts, please see item 10 of our Form ADV Part 2.*

Conversation Starter: Ask your financial profession:  
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 percentage of the firm's profits. This creates a conflict because we are incentivized to increase profits.

#### **Item 4: Disciplinary History**

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

No. Please visit [Investor.gov/CRS](https://www.investor.gov/crs), for a free and simple tool to research our firm and financial professionals.

Conversation Starter: Ask your financial profession:  
As a financial professional, do you have any disciplinary history? For what type of conduct?

#### **Item 5: Additional Information**

For additional information regarding our fees, services, and conflicts, please see our Form ADV Part 2. Please contact us at 360-536-2181 for more up-to-date information or request a copy of this client relationship summary.

Conversation Starters:  
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?