

Client Relationship Summary (Form CRS)

Councilor Wealth LLC is registered with the Securities and Exchange Commission (SEC) as an investment adviser. 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, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer investment advisory services to retail investors, including individuals, families, trusts and tax-exempt organizations. We accept **discretionary and non-discretionary** authority over assets under management. Comprehensive financial planning is included as part of our investment advisory services. Your financial advisor and portfolio manager conduct ongoing monitoring of your advisory account and we re-balance periodically to maintain the agreed upon asset allocation.

Additionally, we offer other services to retail investors such as financial planning on an hourly or fixed fee basis. Our financial advisors meet with you to discuss your goals and objectives to design a comprehensive plan to meet your financial goals. For assets under management, we schedule periodic performance review meetings to discuss your success towards your objectives. There are no minimum account size sizes on investment accounts, however the fee charged will change based on account size.

Conversation Starters: Consider asking a financial professional these questions to start the conversation.



- 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?

For assets under management, our fees are asset-based, which means that the fee is a percentage of the assets in your accounts. The more assets there are in a retail investor's account, the more a retail investor will pay in fees, and the firm may therefore have an incentive to encourage the retail investor to increase the assets in his or her account. However, higher levels of assets are generally associated with a lower percentage fee. Fees are paid quarterly, in advance, based on the market value of the account as of close of the prior quarter.

- **Investment management fees:** Fees are based on assets under management. Our fee schedule ranges from 0.5% to 0.9%. For accounts under \$750,000, we may offer fixed-fee arrangements that are negotiable. Accounts with assets over \$10M are also negotiable.
- **Custodian fees:** Range between \$0 and \$250 per service.
- **Mutual fund transaction fees:** Range between \$0 and \$35 per trade.
- **Stock and ETF transactions fee:** None.

For financial planning services where we do not have assets under management, fees are based on hourly charges, or a fixed-fee arrangement based on the level of services provided. An estimate of fees is provided in advance.

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.



- 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 (i.e. fiduciary relationship) 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 affect the recommendations we provide you. Here is an example to help you understand what this means.

Councilor Wealth, LLC is a subsidiary of Councilor, Buchanan & Mitchell P.C. “Councilor”, a professional services firm. We benefit financially when our client also utilizes services offered by Councilor, such as income tax preparation services. This may create a potential conflict of interest.



- How might your conflicts of interest affect me, and how will you address them?

How do your financial professionals make money?

Each of the financial professionals is compensated by a salary, performance-based bonus and client origination bonus. The factors that affect compensation include the number of clients each professional serves and the amount of investment management fees generated by each relationship. During our engagement, we may recommend outside professionals to help you achieve your goals. Some of these professionals may be our clients, or members of our firm may be their clients. We do not receive compensation for these referrals, which are based solely on our past experiences. Additionally, we do not sell products such as insurance or annuities. It is ultimately your responsibility to conduct due diligence and decide whether to engage these professionals.

Do your financial professionals have legal or disciplinary history?

No. Our professionals do not have any legal or disciplinary history.

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



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

Additional Information

For additional information, please see: Form ADV (<https://adviserinfo.sec.gov/firm/summary/170858>)

To obtain additional information about our services, request a copy of the Form ADV, or discuss the questions to guide your conversations with us within the Form CRS, please contact us at compliance@councilor.com or call 240-204- 8522.



- Who is my primary contact person? Are they a representative of an investment-adviser? Who can I talk to if I have concerns about how this person is treating me?