

## Form CRS – Client Relationship Summary

### Introduction

Relevant Wealth Advisors (RWA), is a broker-dealer and an investment advisor registered with the Securities and Exchange Commission (SEC). We are also members of the Financial Industry Regulatory Authority (FINRA) and Securities Investor Protection Corporation (SIPC). **We feel it is important for you to understand how advisory and brokerage services and fees differ to determine which type of account is right for you.** There are free and simple tools available to research firms and financial professionals at [investor.gov/CRS](http://investor.gov/CRS) which also provides educational materials about investment advisers, broker-dealers and investing.

### What types of investment services and advice can you provide me?

We offer both investment advisory and brokerage services.

Our **advisory services** include wealth management, financial planning, consultations on wealth transfer, estate planning, income taxes, retirement planning, education funding and charitable gifting. If you open an account with our firm, we will meet with you to understand your current financial situation, existing resources, goals, and risk tolerance. Based on what we learn, we will recommend a portfolio of investments that is regularly monitored (at least monthly), and if necessary, rebalanced to meet your changing needs, stated goals and objectives.

We are also the sponsor and manager of a wrap-fee program that provides continuous investment advice based on each client's specific needs. The minimum account size to participate is generally \$10,000,000. Under certain circumstances, the minimum may be waived.

For certain qualified retail clients, we may recommend our proprietary fund of hedge funds. In this strategy, we select a portfolio of hedge fund managers to create a fund of funds.

We also offer a covered-call strategy for certain retail clients.

Our advisory accounts are managed on a discretionary basis, which means we do not need to call you when buying or selling in your account. You will sign an investment management agreement giving us this authority. This agreement will remain in place until you or we terminate the relationship.

Additional information about our advisory services can be found in Item 4 of our ADV Firm Brochure and Item 4 of our ADV Wrap Fee Program Brochure.

Our **brokerage services** include offering securities execution services in support of our advisory clients. We do not offer broker-dealer services separately. If you are interested in a brokerage account only, we are not the right choice for you.

For more information about our services, please visit our website at [relevantwealth.com](http://relevantwealth.com). A copy of our ADV Brochures can be obtained via our website, at [adviserinfo.sec.gov](http://adviserinfo.sec.gov) or upon request.

***Conversation Starters:***

- *Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service. Should I choose both types of services? 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 those qualifications mean?*

**What fees will I pay?**

Fees and costs affect the value of your account over time. Please ask your adviser to give you personalized information on the fees and costs that you will pay.

For **advisory services** (traditional and Wrap Program), you will typically be charged a flat percentage rate fee payable in arrears in quarterly installments at the end of each calendar quarter based on the average daily balance of your entire account. This means that the more assets you invest in your account, the more you will pay in fees, and therefore we have an incentive to encourage you to increase your advisory account assets. Our fee schedule ranges from 0.50% to 1.50% depending on the value of the investments in your account. Our fees vary and are negotiable.

For **brokerage services**, we generally execute trades on behalf of our advisory “wrap” clients. We do not charge brokerage commissions for executing trades (outside our covered call strategy). Compensation for brokerage services provided to wrap-fee clients is included in the single, all-inclusive wrap fee charged to advisory clients.

Commissions related to our covered call strategy are not part of the wrap-fee program and are billed separately using a pre-agreed commission rate. A retail investor will be charged more when there are more trades in his or her account. This creates a potential conflict.

Our broker-dealer holds your assets through our custodial/clearing firm, Charles Schwab & Co., Inc. We do not charge you a transaction fee when we buy or sell an investment for you unless you are participating in our covered call investment strategy. The broker-dealer’s transaction fees are included in our wrap fee for our investment advisory service.

You could also pay charges imposed by our custodial/clearing firm for certain investments and maintaining your account. Some investments, such as mutual funds and exchange traded funds charge additional fees that will reduce the value of your investments over time. Our custodial/clearing firm also charges fees for certain accounts and services such as wire transfers, and postage.

**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.**

Additional information about our fees is located in Item 5 of our ADV Firm Brochure and Item 4 of our ADV Wrap Fee Program Brochure available online at [relevantwealth.com](http://relevantwealth.com), at [adviserinfo.sec.gov](http://adviserinfo.sec.gov) or upon request.

***Conversation Starters:***

- *Help me understand how these fees and costs will 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?*
- *How do you determine what fee I will be charged?*

**What are your legal obligations to me when acting as my investment adviser or Broker Dealer? How does your firm make money? 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 may recommend that you participate on our covered call strategy. Our receipt of fees, commissions or other compensation for these services may result in potential conflicts of interest with our fiduciary duty to act in the best interests of our advisory clients. We have addressed these potential conflicts of interest by recognizing our fiduciary duty to act in the best interest of our advisory clients at all times, by providing advisory clients with written disclosure of potential conflicts of interest, and by adopting and implementing compliance policies and procedures and a Code of Ethics designed to ensure that we act in the best interests of our clients at all times

Our broker-dealer does not provide recommendations. 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 services we provide you. Here is an example to help you understand what this means:

As an advisory client, we may recommend that you participate on our covered call strategy. Commissions related to our covered call strategy are not part of the wrap-fee program and are billed separately using a pre-agreed commission rate. A retail investor will be charged more when there are more trades in his or her account. This creates a potential conflict. We mitigate this conflict by recognizing our fiduciary duty to act in the best interest of our advisory clients at all times, by providing advisory clients with written disclosure of potential conflicts of interest, and by adopting and implementing compliance policies and procedures and a Code of Ethics designed to ensure that we act in the best interests of our clients at all times.

Additional information about our conflicts of interest can be found in Item 10 of our ADV Firm Brochure and Item 9 of our ADV Wrap Fee Program available online at [relevantwealth.com](http://relevantwealth.com), at [adviserinfo.sec.gov](http://adviserinfo.sec.gov) or upon request.

**Conversation Starters:**

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

**How do your financial professionals make money?**

Our financial professionals are employees of the firm and are paid a fixed monthly salary. They may also receive a discretionary bonus that may be based on firm wide revenue goals.

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

No, our firm and financial professionals do not have any legal and disciplinary history. Visit [investor.gov/CRS](http://investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

**Conversation Starters:**

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

**Additional Information**

You can find additional information about our firm's investment advisory or brokerage services on the SEC's website at [adviserinfo.sec.gov](http://adviserinfo.sec.gov) by searching CRD #1489. You may also contact our firm at (415) 925-4000 and talk to any one of our investment professionals or support staff. A copy of our Form CRS can be obtained upon request or by visiting us at [www.RelevantWealth.com](http://www.RelevantWealth.com)

**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?*