



# PENSION & WEALTH MANAGEMENT ADVISORS

IMPROVING FINANCIAL SECURITY

800 SOUTH STREET SUITE 160 WALTHAM MA 02453 t 781.398.0077

## Form ADV Part 3 – Client Relationship Summary

September 30, 2021

### Item 1: Introduction

Pension & Wealth Management Advisors, Inc. (PWMA) is an investment advisor registered with the Securities and Exchange Commission. 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](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisors, and investing.

### Item 2: What Investment Services and Advice can you provide me?

Our firm primarily offers the following investment advisory services to our clients: portfolio management (we review your portfolio, investment strategy, and investments); financial planning (we assess your financial situation and provide advice to meet your goals). As part of our standard services, we typically monitor client accounts regularly. Our firm offers both discretionary advisory services (where our firm makes the decision regarding the purchase or sale of investments) as well as non-discretionary services (where the retail investor makes the ultimate decision). We limit some of the types of investments that are recommended since not every type of investment vehicle is needed to create an appropriate portfolio. Our firm does not have a minimum account size. Please see our Form ADV, Part 2A (“Brochure”), Items 4 and 7 for additional information.

#### ***Conversation Starters:***

- *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?*

### Item 3: What fees will I pay?

You will pay an asset-based fee for Investment Supervisory services the details of which are disclosed in our Form ADV, Part 2A, Item 5 under the fee schedule section. The more assets there are in an investor’s account, the more an investor will pay in fees, and PWMA may, therefore, have an incentive to encourage the investor to increase the assets in their account. Client fees are payable in advance and are based on the value of your account at the end of the previous quarter. Your fee may also be fixed or negotiable depending upon the relationship.

You may also be subject to fees imposed by other parties independent from PWMA. These fees may be imposed by certain investment products such as mutual funds or brokerage commissions imposed by the broker of record for your account for trade executions. These additional fees are exclusive of and in addition to our compensation.

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.

#### ***Conversation Starters:***

- *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?*

#### **Item 4: What are your legal obligations to me when acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?**

**When we act as your investment advisor, we must act in your best interest and not put our interest ahead of yours. At the same time, the way we make money may create 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:**

We have certain proprietary products that we use to help us meet our clients' goals and objectives. We may have a higher management fee to manage client money through these strategies, and therefore, we may be incentivized to use these products. This additional fee results in our having a conflict of interest when recommending these strategies. We address this conflict by disclosing it to you both here and in Item 5 of our Part 2A. As a fiduciary, our firm is bound by law to always put our clients' interests first, and we aggressively discourage any activities that present conflicts of interest.

##### ***Conversation Starters:***

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

#### **Item 5: How do your Financial Professionals make money?**

Fees are earned for managing client assets. Please refer to the firm's ADV Part 2A, Item 5 for the fee schedule. The professionals are paid the same payout percentage no matter the amount of assets they service. They do not receive any incentive compensation from any product provider. They do not receive additional compensation for the revenue the firm makes on a professional's recommendations. Certain financial professionals may receive commissions for the sale of insurance products.

#### **Item 6: Do your financial professionals have legal or disciplinary history?**

No. None of our professionals have legal or disciplinary history.

Please visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

##### ***Conversation Starters:***

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

#### **Item 7: Additional Information**

For additional information about our services, please request a copy of the FAFO Form ADV, Part 2A. If you would like additional, up-to-date information or a copy of this disclosure, please call (781) 398-0077 or e-mail us at [info@pensionwealth.com](mailto:info@pensionwealth.com)

##### ***Conversation Starters:***

- *Who is my primary contact person? Is he or she a representative of an investment-advisor or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?*