



## Form CRS Customer Relationship Summary, October 25, 2022

Koesten Hirschmann & Crabtree, Inc. dba Aspyre Wealth Partners 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 as a retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://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 investment management, financial planning and consulting, and human capital services. We generally manage your portfolio by allocating assets among various mutual funds, exchange-traded funds, and individual debt and equity securities in accordance with your investment objectives. Investment management is provided on a discretionary basis. We may also provide nondiscretionary investment management services relative to variable life products that you may own, your individual employer-sponsored retirement plan, and/or 529 plans or other products that may not be held by your primary custodian. Discretionary means the trading activity with your account is entered by us without receiving prior authorization for each trade. For nondiscretionary accounts, you make the ultimate decision regarding the purchase and/or sale of investments. You may impose restrictions on the securities or types of securities in which you would like us to invest. We monitor your account at least quarterly. We will offer you advice on a regular basis and contact you at least annually to discuss your portfolio. Although we do not have a minimum account size, we generally impose a minimum annual fee on some services. Specifically, we have a \$7,000 minimum annual fee for comprehensive financial planning services that includes investment management. For investment management only, we may impose a minimum annual fee of \$3,000. However, we have no minimum requirements for our fixed/hourly financial planning and consulting services. We do not restrict our advice to limited types of products or investments.

We provide a broad range of comprehensive financial planning and consulting services. Under a comprehensive financial

planning engagement, a detailed Financial Planning Case Analysis is prepared with a complete outline of many aspects of your current financial circumstances. This includes a complete description of the various recommendations and plan options available to you for implementation. In addition, we provide a broad range of non-comprehensive financial planning and consulting services, in which we are not required to verify any information received from you or your other professionals, and we are expressly authorized to rely on such information. Our human capital services include executive coaching, career transition planning, career coaching, career path planning, and compensation consulting.

**For additional information**, please see our Form ADV Part 2A brochure Items 4 and 7, which is available online at: <https://adviserinfo.sec.gov/firm/summary/107212>.

**Conversation Starters.** Questions to Ask Us:

- 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?***

We offer our services on a fee basis, which may include hourly fees, as well as fees based upon assets under management or investable net worth. We provide comprehensive financial planning, including investment management services, or investment management services alone for an annual fee based respectively upon a percentage of your investable net worth or the market value of the assets being managed by us. Investable net worth is equal to your total assets minus personal use assets minus investment debt. For comprehensive financial planning including investment management services, the annual total fee rate is negotiable and varies between 0.50% and 1.20% depending upon your investable net worth. The total fee is then split into an asset management fee component and a financial planning fee component. The asset management fee component is calculated as a percentage of the market value of the portfolio assets under management, which varies between 0.50% and 1.20%. The financial planning fee component is a fixed fee that

is determined by subtracting the estimated annual asset management fee from the total fee. For investment management services only, the annual total fee rate is negotiable and varies between 0.50% and 1.20% depending on the market value of the assets under management. The more assets you have in your advisory account, the more you will pay us. Therefore, we have an incentive to increase the assets in your advisory account in order to increase our fees. Furthermore, your investable net worth is determined by us. Therefore, there is a conflict of interest in that the valuation is not independently determined. Our fees are prorated and billed quarterly, in advance, and automatically deducted from your account, which will reduce the value of your account.

We also provide financial planning and consulting services at a negotiable hourly rate of \$50 to \$300, or at fixed fees, which are determined based upon the amount of services to be provided. You are required to enter into a written agreement with us, setting forth the terms and conditions of the engagement with one-half of the fee payable upon entering the agreement. The balance is generally due upon delivery of the financial plan or completion of the agreed upon services.

The broker/dealer that holds your assets charges you a transaction fee when we buy or sell an investment for you. These transaction fees are in addition to our fees. You may also pay charges imposed by the broker-dealer for custodial fees, account maintenance fees, fees related to mutual funds and variable annuities, and other product-level fees.

*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**, please see our Form ADV Part 2A brochure Item 5 and 12, which is available online at: <https://adviserinfo.sec.gov/firm/summary/107212>

- 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 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 are some examples to help you understand what this means.*

We recommend that you establish an account with a third-party independent custodian. We receive research products and services from the custodian to assist us in the performance of our investment decision-making responsibilities. These arrangements present a conflict of interest in that we have a financial incentive to recommend that you maintain your account with the custodian for the availability of these products and services and not solely on the nature, cost, or quality of custody and brokerage services provided by the custodian.

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

**For additional information**, please see our Form ADV Part 2A brochure Items 5, 10, and 12, which is available online at: <https://adviserinfo.sec.gov/firm/summary/107212>.

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

Our financial professionals are compensated based on the revenue our firm earns from their advisory services or recommendations, the amount of client assets they service, and the time and complexity required to meet a client's needs.

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

No, our firm or financial 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?

**For additional information about our services**, you may visit the SEC's website at [adviserinfo.sec.gov](https://adviserinfo.sec.gov) by searching CRD #107212. If you would like additional, up-to-date information or a copy of this disclosure, please contact our firm at (913) 345-1881.

- 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?

## Exhibit 1

We changed the following sentence from:

We may also provide nondiscretionary investment management services relative to variable life/annuity products that you may own, your individual employer-sponsored retirement plan, and/or 529 plans or other products that may not be held by your primary custodian.

To:

We may also provide nondiscretionary investment management services relative to variable life products that you may own, your individual employer-sponsored retirement plan, and/or 529 plans or other products that may not be held by your primary custodian.

We deleted the following sentence:

Our minimum fees make our services impractical for clients with portfolios less than \$1,000,000 or a family income under \$250,000.

We added the following sentences:

Although we do not have a minimum account size, we generally impose a minimum annual fee on some services. Specifically, we have a \$7,000 minimum annual fee for comprehensive financial planning services that includes investment management. For investment management only, we may impose a minimum annual fee of \$3,000.

We changed the following sentence from:

The annual total fee rate is negotiable and varies between 0.50% and 1.20% depending upon your investable net worth.

To:

For comprehensive financial planning including investment management services, the annual total fee rate is negotiable and varies between 0.50% and 1.20% depending upon your investable net worth.

We added the following sentence:

For investment management services only, the annual total fee rate is negotiable and varies between 0.50% and 1.20% depending on the market value of the assets under management.

We deleted the following sentences:

As a condition for starting and maintaining a relationship, we impose a minimum annual total fee of \$7000 for comprehensive financial planning services, which includes a minimum annual financial planning fee component of \$4000. For investment management clients with less than \$250,000 in investable net worth, we charge a minimum fee of \$3,000.

We changed the following sentence from:

We also provide financial planning and consulting services at a negotiable hourly rate of \$100 to \$275, or at fixed fees, which are determined based upon the amount of services to be provided.

To:

We also provide financial planning and consulting services at a negotiable hourly rate of \$50 to \$300, or at fixed fees, which are determined based upon the amount of services to be provided.