



Kaiser Wealth Management

Registered Investment Advisor

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Kaiser Wealth Management Form CRS Customer Relationship Summary

Kaiser Wealth Management (KWM) is a United States Securities and Exchange Commission (“SEC”) registered investment advisor and offers brokerage services through Geneos Wealth Management (Geneos). Geneos is a Financial Industry Regulatory Authority (“FINRA”) registered broker-dealer. 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 <https://www.investor.gov/CRS>, which also provides educational material about broker-dealers, investment advisors, and investing.

What investment services and advice can you provide me?

<u>BROKERAGE SERVICES</u>	<u>ADVISORY SERVICES</u>
<p>KWM offers brokerage services through Geneos. Geneos offers brokerage services through Registered Representatives (“RR”). Brokerage services include accounts and services offered through a clearing firm as well as accounts direct with product companies such as insurance and mutual fund companies. Geneos’ brokerage services include:</p> <ul style="list-style-type: none"> • Taking customer orders and executing securities transactions based on customer instructions. • Providing investor education, research, financial tools and personalized information about financial products and services, including recommendations about whether to buy or sell securities. • Custodial services where appropriate. • When Geneos acts as your broker-dealer, Geneos and its RR’s do not have discretion to buy and sell securities for you. In other words, Geneos will only place transactions in brokerage accounts and/or product companies upon approval from you. You and not Geneos or your RR will make individual buy, sell and hold decisions in your Geneos brokerage account and/or product companies. • Unlike a KWM advisory account, in a Geneos Brokerage account and/or product companies, Geneos and its RR’s do not provide ongoing monitoring of customer accounts. • Geneos does not require a minimum amount to open a brokerage account/product account. 	<p>We offer advisory services through Investment Advisor Representatives (“IAR”) at Kaiser Wealth Management. Advisory services include:</p> <ul style="list-style-type: none"> • Services to retail investors for an ongoing fee based on the value of cash and investments in your account. We offer Fixed Fee and one-time Financial Planning Fees. • Our advisory services include Wealth Management, financial planning and consultations on wealth transfer, estate planning, income taxes, retirement planning, education funding, gifting and municipal advising. • If you open an account with KWM, 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, and if necessary, rebalanced to meet your changing needs, stated goals and objectives. • Our accounts are managed on a discretionary basis which means we do not need to contact 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 is located in our Firm Brochures with are available online at: https://adviserinfo.sec.gov/firm/brochure/111000 • KWM does not require a minimum amount to open an advisory account. • KWM limits itself to using Geneos as a broker-dealer and any custodian that have approved for advisory activities.

For additional information, please see Fee disclosure forms, conflicts links, Form ADV, Part 2A brochure (Items 4 and 7 of part 2A or Items 4.A, and 5 of Part 2A Appendix 1) (on IAPD on Investor.gov.)

Key Questions to ask your financial professional about our brokerage and advisory services:

- Given my financial situation, should I choose an investment advisory services? 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 these qualifications mean?

WHAT FEES WILL I PAY?

<p><u>Fees for Brokerage services:</u></p> <ul style="list-style-type: none"> • Depending on what you buy or sell, you may pay commissions, sales charges and/or administrative fees. In addition, you pay transaction-based fees on the purchase or sale of certain equity and fixed-income products. The investments within your non-ERISA plan also may have ongoing expenses such as distribution and/or services fees (12b-1 fees), trails, and renewal commissions that reduce your investment returns. • A retail investor would be charged more when there are more trades in his or her account, and Geneos therefore may have an incentive to encourage a retail investor to trade often. • Geneos also offers annuity products. Geneos and its RRs and IARs may have a financial incentive to offer a contract that includes optional benefits features, which may entail additional fees in addition to the base fee associated with the contract. Geneos may also encourage contract owners to select investment options with relatively higher fees or may offer you a new contract in place of the one you already have. • In addition to transaction related fees, you also may pay other administrative account fees for various services provided within the account. A complete schedule of these administrative account fees is available at: www.geneoswealth.com/disclosures/custodialfees • Geneos receives a portion of many of the account fees you pay. 	<p><u>Fees for Advisory services:</u></p> <p>Financial planning services</p> <ul style="list-style-type: none"> • Negotiated between you and your investment advisory rep (“IAR”) in advance and set forth in your contract. • You may be charged as a one-time fixed fee, an hourly fee, or a fixed periodic fee. <table border="1"> <thead> <tr> <th>Billing Frequency</th> <th>Minimum Fee</th> <th>Maximum Fee</th> </tr> </thead> <tbody> <tr> <td>One Time</td> <td>\$125</td> <td>\$25,000</td> </tr> <tr> <td>Hourly</td> <td>\$35 per hour</td> <td>\$300 per hour</td> </tr> <tr> <td>Periodic</td> <td>#50 per period</td> <td>\$25,000 per period</td> </tr> </tbody> </table> <p>Asset Management Services:</p> <ul style="list-style-type: none"> • Fees for investment supervisory services are based on a percentage of assets under management. The greater the assets you have in your advisory accounts, the more fees you will pay and, accordingly, KWM and its IARs may have an incentive to encourage you to increase your assets in the account. • Annual charge is negotiated between you and your IAR and will disclosed in your agreement. • Fees range from 0.5% to 2.5%. Minimum account fee is 0.50% or 50 basis points and we may accept accounts with a lower fee at our discretion. • You may incur other charges imposed by third parties such as custodians, included but not limited to, confirmation fees, 12-b1 fees, sub accounting fees, contingent deferred sales charges, VA fees and surrender charges, short term redemption fees, qualified retirement plan fees, account maintenance fees, mutual fund management fees and investment management fees. 	Billing Frequency	Minimum Fee	Maximum Fee	One Time	\$125	\$25,000	Hourly	\$35 per hour	\$300 per hour	Periodic	#50 per period	\$25,000 per period
Billing Frequency	Minimum Fee	Maximum Fee											
One Time	\$125	\$25,000											
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Periodic	#50 per period	\$25,000 per period											

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 cost you are paying.

For additional information, please see Fee disclosure forms, conflicts links, Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A or Items 4.A, and 5 of Part 2A Appendix 1) on Investor.gov and any brochure supplement and other disclosures your financial professional provides.

Key questions to ask your financial professional about our advisory and brokerage fees:

- 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 providing recommendations as my broker-dealer or when acting as my investment adviser?
- How else does your firm make money and what conflicts of interest do you have?
- How might your conflicts of interest affect me, and how will you address them?

What are your legal obligations to me when acting as my broker dealer or investment adviser? How else does your firm make and what conflicts of interest do you have?

- When we provide you with a recommendation 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 recommendations and investment advice, we provide you. Here are some examples to help you understand what this means.
- Our Broker Dealer, Geneos, offers an Insured Deposit Program (“IDP”) as well as money market funds as our core account sweep vehicle with their custodian, Pershing, LLC. The IDP is used to hold your cash balances in advisory accounts while awaiting reinvestment. The IDP generates financial benefits for Geneos which are a conflict of interest.
- If you opt out of the IDP, we provide access to other core account investment vehicles, including money market funds, to hold cash balances waiting to be reinvested. Geneos receives a financial benefit (revenue sharing from the money market provider) if cash is placed into a money market fund which presents a conflict of interest.
- Kaiser Wealth Management and its IARs and RRs may receive compensation as a result of specific investment recommendations made to you. This compensation varies depending upon the type of investment. As examples, Kaiser and/or its financial professionals may receive commissions on certain investments or may receive trailing fees. The compensation received could create a conflict of interest. More specific information regarding the compensation paid in connection with any specific investment will be provided by our RR and/or IAR, if applicable, at the time the investment is made.

For additional information, please see Investor.gov or any brochure supplement and other disclosures your financial professional provides.

How do your financial professionals make money?

- Kaiser RR’s are compensated by receiving a percentage of commissions tied to the investment products you purchase.
- Kaiser IAR’s receive a negotiated fee based on the percentage of assets in your advisory account.
- Kaiser IAR’s may also receive financial planning fees.
- Kaiser IAR’s may also receive solicitor fees.

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

Investors may visit <https://www.investor.gov/CRS> for a free and simple search tool to research Kaiser Wealth Management and its financial professionals.

Key questions to ask your financial professional about disciplinary history:

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

Key questions to ask your financial professional about contacts and complaints:

- 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?
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Additional Information

To request additional information and a copy of the firm’s Form CRS, please contact Kaiser Wealth Management at 307-634-1547.

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