



Form ADV Part 3: Relationship Summary, June 2020

Introduction

The Wealth Conservancy, Inc. (TWC) is an investment advisor registered with the Securities and Exchange Commission (SEC). We offer investment advisory services, and you should understand that the services we provide and the fees we charge are different than those of a broker-dealer. It is important for you to understand the differences between the two. 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 adviser, and investing.

What investment services and advice can you provide me?

We offer investment advisory services to retail investors, including investment advice not limited to any product or service offered by a broker-dealer or insurance company. Our advisory services include investment management, financial planning, wealth coaching, and consulting on non-securities topics like tax and budgetary planning, estate planning, and charitable gifting. Our firm has a standard portfolio model that will be individualized and modified as the basis for your individual portfolio. If you are interested in our investment management services, we'll meet with you to ensure that you are comfortable with our investment philosophy and that our services are suitable with your investment objectives and tolerance for risk. If you open an account with our firm, we'll meet with you to understand your current financial situation, prior investment history, individual goals, and risk tolerance. You will receive a personal investment policy customized to your circumstances. Whether coaching or managing, we do not recommend or offer advice on any proprietary products. You can impose reasonable restrictions on investing in certain types of securities or industry sectors, which we'll include in your investment policy statement. We manage your account on a **discretionary** basis, meaning you delegate to us the power to invest your assets and to buy, sell, trade, and allocate in investments consistent with your investment objectives. You will sign an investment management agreement giving us this authority. We also offer **non-discretionary** services in the form of client directed brokerage arrangements in which you would be responsible for instructing us as to the purchase and/or sale of the investments. Under this arrangement, the ability for us to obtain best execution for you on your trades may be impacted. The securities that comprise your individual investment account are periodically monitored, and your account is reviewed at least quarterly. More frequent reviews are triggered by changes in your circumstances, the market, or the political and economic environment.

For additional information, please see [Item 4](#) and [Item 7](#) in our [Form ADV, Part 2A brochure](#).

Conversation Starters: Ask your financial professional:

- *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?

Fees and costs affect the value of your managed account over time. You will be charged an ongoing fixed fee that is calculated annually and collected on a quarterly basis. This fixed fee for advisory services is either **asset-based** (a percentage of your assets that are under our management) or a flat-fee. Investment management fee schedules are defined in your advisory service agreement and quarterly fees will be automatically deducted from your account. Flat-fee schedules are not calculated as a percentage of your assets. The fee is based on the complexity of your portfolio and the nature of the services we provide you.

In addition to The Wealth Conservancy's fees, investment management clients will pay transaction fees and fund-level management fees for mutual fund and exchanged-traded fund purchases. These fees and expenses charged by the broker-dealer (account custodian) that holds your assets are in addition to our firm's fees for advisory services. We receive no fees or commissions beyond the advisory service fee you pay us. If you have independent investment managers for directed brokerage arrangements, you will pay fees to them directly; we do not participate in **wrap fee** programs.

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 [Item 5](#) and [Item 12](#) in our [Form ADV, Part 2A brochure](#).

Conversation Starter: Ask your financial professional:

Help me understand how these fees and costs might affect my investments. If I give you \$1,000,000 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 must act as a fiduciary and 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 affect the recommendations we provide you. Here are some examples to help you understand what this means: A conflict of interest exists with asset-based fee schedules, as the more assets you have in your account, the higher your fee will be. Another example of a conflict of interest is that our firm and associated individuals are permitted to buy or sell for their own accounts, securities identical to or different from, those recommended to you. To mitigate conflicts of interest, our firm has adopted a Code of Ethics to ensure that all our employees act in good faith.

For additional information, please see [Item 5](#), [Item 6](#), and [Item 11](#) in our [Form ADV, Part 2A brochure](#).

Conversation Starter: Ask your financial professional:

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

How do your financial professionals make money?

The firm's revenue is from the advisory service fees we collect from your account(s) each quarter. Our financial professionals are employees of the firm and are paid on a salary basis. They do not receive product commissions, and compensation is not tied to the amount of client assets they service, nor do we provide any referral compensation to employees for revenue which may have been attained through their efforts.

Do your financial professionals have legal or disciplinary history?

No, The Wealth Conservancy's financial professionals do not have any legal or disciplinary history.

Visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research us and our financial professionals. You will also find disclosure information at <https://www.adviserinfo.sec.gov/Firm/112024>.

Conversation Starter: Ask your financial professional:

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

Additional Information

Additional information about our services is available on our website at www.TheWealthConservancy.com. Alternately, you can request copies of disclosure brochures mentioned in this Relationship Summary by contacting The Wealth Conservancy's founder, Myra Salzer, at (303) 444-1919. Your primary contact person at our firm is determined at the time of engagement based upon the services you are seeking.

Conversation Starter: Ask your financial professional:

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?
