

CLIENT RELATIONSHIP SUMMARY

*Investment Advisory firms provide different services and fee structures than investment brokerage firms.
It is important for you to understand the differences before you retain us.*

Nvest Wealth Strategies, as an independent Registered Investment Advisor (RIA), is not associated with any other financial group or institution. We are registered with the Securities & Exchange Commission via FINRA, and with the State of Ohio and/or other states as may be required because clients reside therein.

- We are a Fiduciary – always putting your interests first, and working for your best interest
- We do *not* sell any product (stocks, bonds, mutual funds or etc., or insurance products)
- We do *not* earn commissions or related (as may a broker, broker-dealer, or insurance agent)

Simply, our work (investing, research efforts and financial planning) is objective – because we work for you, always putting your interest first (managing like our own).

This document is a summary of the services (and related fees) we offer to what the SEC calls “retail” investors - natural persons who seek or receive services primarily for personal, family, or household purposes. Free and simple tools are available to research multiple firms and financial professionals at investor.gov/CRS, which also provides educational materials about investment advisors versus broker-dealer firms, as well as principles for investing your money.

Q: What investment services and advice can you provide me?

Our services offered to clients include....

- **Investment management services** on portfolios we manage for clients (individuals, trusts, charitable organizations), via personal or corporate, retirement, and trust accounts.
- **Financial planning services**
- **Consultation – guiding how to invest employer-sponsored retirement accounts**
- **Consultation on other financial topics** arising in a client’s life activities.

Nvest uses registered no-load or load-waived mutual funds and/or Exchange Traded Funds (ETFs) for investing in bonds, stocks and/or other asset types. Generally, we do not use individual stocks or bond investments as individual stocks can create greater unanticipated portfolio volatility than might otherwise occur via a portfolio of funds/ETFs. We use primarily active managed funds; may use passive (index-type) strategies from time to time because of market conditions or valuation. Funds use are widely incorporated across client portfolios. We do not create, use or manage any proprietary products that could create conflicts of interest.

We continually monitor the investments held in your account. At least quarterly, we review that the mixture of stocks/bonds are pursuing your Investment Objective for each account and tactical strategy being employed. As cash is added or needed from your account, we rebalance to maintain the investment objective and applicable risk characteristics.

Nvest manages your (client) investment portfolios on a “full discretion” basis pursuant to your Investment Objective for each account. “Full discretion” does not require Nvest to contact you prior to making investment changes pursuant to your investment objectives. Nvest makes portfolio changes from time to time, to modify the tactical portfolio structure based upon evolving economic, monetary & fiscal policy developments, market valuation/risk characteristics, and individual fund performances relative to peers and benchmarks.

Nvest attempts to manage investment accounts for clients that amount to a minimum of \$250,000 in aggregate. Small accounts can be difficult to invest because key portfolio management disciplines (like diversification) may be challenged due to various fund investment minimums.

Key Questions to 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?

Q: What fees will I pay?

Nvest charges an Asset-based Service Fee based upon the market value of the aggregate relationship (all managed client accounts in custody at Schwab) at each quarter-end (March, June, September and December). The Asset-based Service Fee starts at 1% annually, and declines at specified household-size break-points beginning at \$500k. Fees rise/fall with the market value of the portfolio(s) because of changing market values and/or because you (the client) deposit or withdraw money from the account(s); the asset-based service fee is changing with your account value. Fees are deducted from the portfolio per the no-action fee statement provided to you, and does not require your payment via invoice and check. **You will pay fees 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.** To review our Asset-based Service Fee schedule, please refer to our [ADV Part 2 Brochure on Page 2, Item 5, Fees & Compensation](#). Our fee schedule is not negotiable to ensure fairness to all clients.

Other fees & costs: in addition to our fees, clients may also be charged by third party money managers, which are separate and apart from our fee. Examples of these fees and costs applicable to our clients are: fees/expenses embedded in the net performance of mutual funds, exchange traded funds; transaction charges when purchasing or selling securities; and other product-level fees associated with your investments. Nvest strives to utilize investments that do not charge a transaction fee and those with low or reasonable expense ratios relative to their peers and strategy.

Key Questions to ask your financial professional

- 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?

Q: 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 act in your best interest and do 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.”

- Asset based fees mean that the more \$\$\$ we manage for you in investment accounts, the larger the fee. As an example, this could create an incentive to recommend transfer of accounts to Nvest rather than remain in a company retirement plan.

Key Questions to ask your financial professional

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

Q: How do your financial professionals make money?

Nvest professionals are paid a salary + discretionary bonus based on work, responsibility, and experience; compensation is not related to sales or new client development. Professionals, nor the firm, derive any portion of their compensation from commissions on sales of investment products. We believe this structure fosters placing client interests first – it is the fiduciary standard.

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

No, our firm and our financial professionals do not have any legal or disciplinary history to disclose. Further, CFA and CFP professionals abide by high ethical standards to retain their certifications, and **individuals working in these roles for Nvest are without any ethical violations or disciplinary issues**; they were never involved with any issues compromising integrity and trust. Nvest (firm) is likewise without any legal or disciplinary issues.

Key Questions to ask your financial professional

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

Complete informational detail about Nvest Wealth Strategies is available in our ADV Part 2A & 2B, and on the SEC’s website at www.adviserinfo.sec.gov. You may search their website using our firm’s CRD number #139758. Nvest employee professional history can be reviewed utilizing name search or the individual CRD numbers found in our ADV Part 2B document – which is always available on our website at nvestwealth.com/files/ADVandPrivacyPolicy.pdf or can be provided upon request.

Key Questions to ask your financial professional

- 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?