



CWM, LLC - Form ADV Part 3: *Relationship Summary*

Introduction

CWM, LLC is an Investment Advisor registered with the U.S. Securities and Exchange Commission. We offer our clients investment advisory services. Clients should understand that the services we provide and fees we charge are different than those of a broker-dealer, and that it is important to understand the difference between the two. Free and simple tools are available to research firms and financial professionals at www.investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisors, and investing.

What Investment Services and Advice can You Provide me?

Description of Services: We offer investment advisory services to retail investors. Our investment advisory services include: Asset Management and Financial Planning.

Asset Management Services: CWM, LLC provides asset management services through managing and trading your portfolio. CWM, LLC will discuss your investment goals and design a strategy to pursue your investment goals. CWM, LLC will continuously monitor your account when providing asset management services and contact you at least annually to discuss your portfolio. We offer asset management services through both wrap fee programs and non-wrap fee programs. For more information, please see **Item 4** of our **Form ADV Part 2A**. Asset management services are provided on a **discretionary** basis, meaning we will have the authority to determine the type and amount of securities that can be bought or sold for your portfolio without obtaining your consent for each transaction. For more information please see **Item 16** of our **Form ADV Part 2A**.

Financial Planning Services: We also provide financial planning services. Financial planning services involve us creating a written financial plan for you which covers mutually agreed upon topics. For more information, please see **Item 4** of our **Form ADV Part 2A**.

Limited Investment Offerings: We do not primarily recommend one type of security to clients. We have a fiduciary duty to act in the best interest of our clients and recommend securities aligned with their specific circumstances and needs. We do not recommend or offer advice on any proprietary products.

Account & Fee Minimums: CWM, LLC provides asset management services through managing individual model portfolios. Each model portfolio will have its specific minimum investment requirement ranging from \$5,000 to \$250,000 in order to open an account. The hourly fee charged for financial planning services ranges up to a maximum of \$500. The minimum fixed fee is generally \$500 and the maximum fixed fee can range up to \$25,000 or more for financial planning services under a fixed fee arrangement.

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?*

What Fees Will I Pay?

Description of Principal Fees & Costs: Fees charged for our asset management services are based on a percentage of assets under management, billed in advance on a quarterly calendar basis, and calculated on the fair market value of your account as of the last business day of the previous billing period. The annual investment advisory fee charged ranges up to a maximum of 2.50% of the assets held in the account. Asset management fees are negotiable depending on the investment advisor representative (**IAR**) providing the management services, market value of the account, asset types, complexity of client's portfolio, client's financial situation, level of portfolio trading activity, anticipated future assets, relationship of client to advisor, and additional services requested or performed. Because our fee is based upon the value of your account, we have an incentive to recommend that you increase the level of assets in your account. We utilize wrap fee and non-wrap fee programs. Under a wrap fee program, the fee you pay us covers our advisory services and transaction costs imposed by the custodian. Under a non-wrap fee program, you will be charged transaction costs separately. Since a wrap fee covers transaction costs it tends to be higher than non-wrap fee programs. You may also be charged management fees by the funds we invest in, within your account. For more information about fees we will charge you and expenses you may incur please see **Item 5** of our **Form ADV Part 2A**.

Financial planning services are provided under an hourly fee arrangement. An hourly fee of up to \$500 per hour is charged by CWM, LLC under this arrangement. CWM, LLC also provides financial planning services under a fixed fee arrangement. The minimum fixed

fee is generally \$500 and the maximum fixed fee can range up to \$25,000 or more for financial planning services under a fixed fee arrangement. You will pay in advance a mutually agreed upon retainer that will be available for CWM, LLC to bill hourly fees against our financial planning services. This retainer fee however can be no more than \$1200 dollars more than 6 months in advance.

We will bill our financial planning fees to you based on the schedule specified in your client agreement. Any fees we charge for financial planning will not cover the costs associated with implementing any recommendations we may make. For more information please see your **Client Agreement** and **Item 5** of our **Form ADV Part 2A**.

Additional Information: 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?*

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. However, the way we make money creates conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you.

For examples of our conflicts of interest, we have an affiliated trust company, Carson Private Trust. We may recommend you utilize the services of Carson Private Trust. This is a conflict of interest because of the increased revenue Carson Private Trust will receive. Additionally, some of our **IARs** also serve as securities registered representatives and/or insurance agents. Through these separate roles, they may sell, for commissions, various products. We have a conflict of interest in recommending these products to you because of the potential for additional revenue.

Additional Information: For more information about our conflicts of interests and the ways we are compensated please see **Item 5**, **Item 10**, **Item 12** and **Item 14** of our **Form ADV Part 2A**.

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

How do your financial professionals make money?

Description of Salary/Payment of Representatives: We compensate our **IARs** based on the level of client assets that they accumulate for CWM, LLC. This creates a conflict of interest as it gives your representative an incentive to recommend you invest more in your account with us due to the potential for increased compensation. Advisory fees not based upon assets under management (such as Financial Planning fees) are shared between the firm and our representatives at a predetermined percentage.

Our **IARs** also serve as licensed securities registered representatives, insurance agents, real estate agents, CPAs and/or attorneys. When acting in these capacities they will receive additional income for selling products, real estate or providing these services. This creates a conflict of interest when they recommend you purchase products or services since they will receive additional compensation. For more information about these conflicts of interest please see **Item 10** of our **Form ADV Part 2A** and your advisor's **ADV Part 2B Brochure Supplement**.

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

The firm has no legal or disciplinary history to report; however, some of our Investment Advisors have legal or disciplinary matters that have been previously publicly disclosed. Specific information can be found at www.investor.gov/CRS.

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

Additional Information about CWM, LLC

Additional information about CWM, LLC has been made available on the Internet at www.carsonwealth.com or at your Investment Advisor's specific website. You can also find our disclosure brochures and other information about us at www.adviserinfo.sec.gov. You can view our firm's information on this website by searching for CWM, LLC or our firm's CRD number 155344. If you have any questions, we can be reached by contacting your Investment Advisor directly or CWM, LLC by phone at 888-321-0808.

Questions to Ask Us: *Who is my primary contact person? Is he or she is 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?*