

# **Sandia Wealth Management, LLC**

## **Relationship Summary**

### **Introduction**

Sandia Wealth Management, LLC ("Sandia") is registered with the Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ, and it is important for retail investors to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

### **Relationships and Services**

#### ***What investment services and advice can you provide me?***

We offer portfolio management and financial planning services to retail investors.

We manage individualized portfolios for our clients. We work with each client to formulate an individualized portfolio based upon his/her objectives, time frame, risk parameters and other investment considerations. We use marketable securities that may include bonds, stocks, mutual funds, exchange traded funds, and treasury bonds. Our investment philosophy is to use principals of value, safety and quality to seek investment options globally. We place heavy emphasis on risk control, believing that avoiding losses allows appreciation potential of equities to be realized.

We will create and manage your individualized portfolio by using our proprietary model portfolios or customized portfolios that meet your investment needs. We will request discretionary authority from you in order to select the securities and execute transactions without prior permission from you. We base our recommendation on a variety of factors including, but not limited to, performance risk, fees, tax efficiency or different investment strategies, as well as your input and preferences regarding the strategies.

Financial Planning services typically focus on one or more specific areas such as financial and cash management, risk management, financial issues relating to divorce or death of a family member, insurance planning, estate planning, tax issues, retirement planning, educational funding, goal setting, or other needs identified by the client or by our review of the client's financial circumstances. Through discussion with the client and/or questionnaires, we will collect pertinent data, identify goals, objectives, financial concerns and potential solutions. We will present the client with a written analysis. Following the conclusion of the consulting services, we may make recommendations regarding implementation of the financial strategies discussed.

We require a minimum account size of \$100,000 for portfolio management services. The minimum account size can be waived at our discretion.

#### ***Additional Information:***

You can find more detailed information about the services we offer in our Firm Brochure, Form ADV Part 2A, Items 4 and 7.

#### ***Conversation Starters:***

1. "Given my financial situation, should I choose an investment advisory service? Why or why not?"
2. "How will you choose investments to recommend to me?"
3. "What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?"

### **Fees, Costs, Conflicts, and Standard of Conduct**

#### ***What fees will I pay?***

For our portfolio management services, we charge an annual management fee based on the percentage of assets under management as reported by the custodian. Our maximum annual management fee is 1.00%. The management fee is negotiable. The fee will be calculated and collected quarterly, in advance, based on account balance as of the last business day of the previous quarter as reported by the custodian.

Our fees do not cover of brokerage commissions, transaction charges, other custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees or taxes on

brokerage accounts and securities transactions. Mutual funds and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus.

For financial planning, we charge an hourly rate of \$175 per hour with a minimum of 2 hours per engagement. The fees are negotiable. The number of hours will vary depending upon the complexity of the client's financial situation and the preparation and research required to address the client's financial issues and concerns. The estimated number of hours required, and the total fee will be set forth in the financial planning agreement. Hourly fees for consulting services are agreed upon in advance in writing and at engagement.

**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. You can find more detailed information about our fees and costs in our Firm Brochure, Form ADV Part 2A, Item 5.

**Conversation Starter:**

"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:*

Some custodians provide us with access to institutional trading and custody services, as well as other products and services that may not benefit you directly. This creates an incentive for us to recommend those particular custodians.

**Additional Information:**

You can find more detailed information about our conflicts of interest in our Firm Brochure, Form ADV Part 2A, Items 10 and 12.

**Conversation Starter:**

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

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

Our financial professional receives a salary for his services. Because our financial professional is also the firm's owner, he also shares in the firm's profits.

**Disciplinary History**

***Do you or your financial professionals have legal or disciplinary history? No***

**Additional Information:**

Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research you and your financial professionals.

**Conversation Starter:**

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

**Additional Information**

***You can find additional information about our investment advisory services and request a copy of our relationship summary.***

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Email: [peter@sandiawealth.com](mailto:peter@sandiawealth.com)

Website: [www.sandiawealth.com](http://www.sandiawealth.com)

**Conversation Starter:**

"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?"