

## Client Relationship Summary

**Core Wealth Management, Inc.** is an investment advisor registered with the United States Securities and Exchange Commission.

There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you. Free and simple tools are available for you to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisors and investing.

Investment advisory and brokerage services and fees differ, and it is important for you to understand the differences. This document gives you a summary of **how we will interact with you** as an investment advisor, which differs from a brokerage relationship. It also summarizes how **you** will pay for our service.

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

Based on our commitment to helping you achieve your financial goals, we offer the following services:

- Portfolio Management
- Retirement Planning
- Financial Planning

We offer these services on a **fee-for-service** basis.

#### Portfolio Management

Portfolio management is provided to you and your family based on your specific goals and objectives.

Portfolio management is **offered on a discretionary basis**. However, you may choose how much you want to be involved in overseeing your investments and **limit our discretionary authority at any time**. We do not focus our advice and management to a limited menu of investment products (i.e.; proprietary investments or types of securities products) for your managed account. We generally require a minimum annual fee for your managed account. This minimum may be waived or reduced if we feel circumstances are warranted. Your portfolio assets will be monitored and reviewed on an ongoing basis to ensure your objectives are being met and rebalanced when necessary. Meetings to discuss your management portfolio can occur anytime.

#### Financial Planning

The purpose of a financial plan is to document your current financial situation, identify your long-term goals, and develop strategies for achieving those goals. On an ongoing basis, we will work closely with you to regularly review your plan, refine your goals and strategies as necessary, and help you stay on track toward achieving your goals.

#### Retirement Planning

We assist ERISA-qualified retirement and savings plans in the design of the fiduciary governance structure and with the development of an investment management program. Our services under ERISA are to act as a Limited-Scope 3(21) Fiduciary.

You can find more detailed information about the services we offer in our Disclosure Brochure under Item 4, "Advisory Business."

### What fees will I pay?

#### For Portfolio Management and Retirement Planning

You will pay an ongoing **asset-based fee**.

**For portfolio management**, the fee is based on a percentage of the value of the assets in your portfolio account. The management fee is calculated quarterly by taking the aggregate fair market value of your portfolio assets multiplied by the corresponding annual rate that has been divided by the number of days in the calendar year then multiplied by the number of days in each calendar quarter. The fee will be billed on a calendar quarter in advance. In addition, separate from our management fee, you can incur other costs associated with your managed account that include, but are not limited to, custodial fees, account maintenance fees, mutual fund fees, and transactional fees.

**For retirement planning**, the fee is calculated based on the assets in the plan. The fee can be paid from the plan assets by the third-party administrator or can be paid directly by the plan sponsor.

#### You should consider...

The annual fee rate you pay for portfolio management will decrease when your portfolio value, either through additional deposits or asset growth, moves into a different tier bracket of our fee schedule; however, regardless of the fee breaks we offer, the more assets there are in your managed portfolio account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the amount of assets in your account.

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.

#### Questions You Should Ask

*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?*

#### Questions You Should Ask

*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?*



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### Continuation of "What fees will I pay?"

#### For Financial Planning

You will pay a **flat fee** or an **hourly-based fee**. All fees will be due by the completion date of the financial plan.

Implementation of a financial plan can cause you to incur other fees unrelated to our advisory practice. These costs can come from:

- Estate Planning Attorneys
- Registered Representatives
- Life Insurance Agents
- Other Independent Industry Professionals

#### You should consider...

Potential conflicts of interest when we make recommendations in a financial plan. Our advice can create a situation of divided loyalty and the objectivity of the advice rendered could be subjective and create a disadvantage to you.

You can find more detailed information about the fees we charge in our Disclosure Brochure under Item 5, "Fees & Compensation."

### 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 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 interest. 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.

Advice that results in extra income to us is not always the best for you:

- **Because we receive asset-based fees for portfolio management, we have an incentive to** – maximize the amount of money you invest with us.
- **Because we can recommend outside parties in a financial plan** – we may benefit from referrals to other professionals that can, in turn, refer potential new business to us.

You can find more detailed information about our potential conflicts of interest in our Disclosure Brochure under Item 10, "Other Financial Industry Activities & Affiliations" and under Item 14, "Client Referrals & other Compensation."

#### Questions You Should Ask

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

### How do your financial professionals make money?

Our financial professionals are compensated from the revenues we earn from the **asset-based fees, flat fees** and/or **hourly-based fees** you pay for our advisory services.

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

No.

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

#### Questions You Should Ask

*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 at [www.core-wm.com](http://www.core-wm.com). You can also contact us at the address and phone number listed below to request up-to-date information on our firm and request a copy of the Client Relationship Summary.

Core Wealth Management, Inc.  
4600 Military Trail, Suite 215  
Jupiter, Florida 33458  
561.491.0231



#### Questions You Should Ask

*Who is my primary contact person? Is he or she a representative of an investment advisor or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?*