



## FORM CRS – CLIENT RELATIONSHIP SUMMARY

March 2024

### INTRODUCTION

Our firm, Aljian Capital Management, LLC, is an investment adviser registered with the Securities and Exchange Commission. We feel that it is important for you to understand how advisory and brokerage services and fees differ in order to determine which type of account is right for you. There are free and simple tools available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which also provides educational materials about investment advisers, broker-dealers, and investing.

### WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

We are a registered investment adviser that offers investment advisory services to retail investors for an ongoing asset-based fee. Our advisory services include Comprehensive Portfolio Management. If you open an advisory account with our firm, we'll meet with you to understand your current financial situation, existing resources, goals, and risk tolerance. Based on what we learn, we'll recommend a portfolio of investments that is monitored at least weekly, and if necessary, rebalanced to meet your changing needs, stated goals and objectives. We'll offer you advice on a regular basis and communicate with you as needed to discuss your portfolio. Financial Planning & Consulting is included in our Comprehensive Portfolio Management service at no additional fee.

You can select in our agreement whether we are allowed to buy and sell investments in your account without asking you in advance ("discretion") or only buy and sell investments in your account after receiving your permission ("non-discretion"). If you select non-discretion, you make the ultimate decision regarding the purchase or sale of investments. Any limitations will be described in the signed advisory agreement. We will have discretion or non-discretion until the advisory agreement is terminated by you or our firm.

We do not restrict our advice to limited types of products or investments nor do we impose requirements for opening and maintaining accounts or otherwise engaging us.

**Questions to Ask Us:** 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 those qualifications mean?

*Additional information about our advisory services is located in Item 4 of our Firm Brochure, which is available online at: <https://adviserinfo.sec.gov/firm/summary/167381>*

### WHAT FEES WILL I PAY?

You will be charged an ongoing quarterly fee based on the value of the investments in your account. Our fee schedule ranges from 0.625% to a maximum of 1.25% depending on the value of the investments held in your account. Generally, large accounts pay a lower effective rate than small accounts. Large accounts will pay a higher total fee than small accounts. We therefore have an incentive to increase the assets in your advisory account in order to increase our fees. Our fees vary and are negotiable. The amount you pay will depend, for example, on the services you receive and the amount of assets in your account. Our firm's fees will be automatically deducted from your advisory account, which will reduce the value of your advisory account. Our firm does not offer a direct billing option.

The custodian that holds your assets charges you a transaction fee when we buy or sell an investment for you for certain asset types<sup>1</sup>. The custodian's transaction fees are in addition to our firm's fees for our Comprehensive Portfolio Management service.

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<sup>1</sup> Charles Schwab & Co. Inc. ("Schwab") does not charge transaction fees for U.S. listed equities and exchange traded funds.

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You may also pay charges imposed by the custodian holding your accounts for certain investments and maintaining your account. Some investments, such as mutual funds, index funds and exchange traded funds charge additional fees that will reduce the value of your investments over time.

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 to Ask Us:** Help me understand how these fees and costs may 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?

*Additional information about our fees is located in Item 5 of our Firm Brochure, which is available online at: <https://adviserinfo.sec.gov/firm/summary/167381>*

### 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:*

Our firm's financial professionals include licensed insurance agents who sell insurance products for a commission. They have an incentive to recommend insurance products to you in order to increase their compensation.

Schwab makes available products and services that benefit our firm but may not directly benefit you, such as investment research or other products/services that assist us with managing and administering client accounts. The availability of these services from Schwab benefit our firm because we do not have to produce or purchase them. In light of our arrangement with Schwab, we may have an incentive to recommend that you utilize Schwab based on our interest in receiving Schwab's services.

**Questions to Ask Us:** How might your conflicts of interest affect me, and how will you address them?

*Additional information about our conflicts of interest is located in Item 10 & 12 of our Firm Brochure, which is available online at: <https://adviserinfo.sec.gov/firm/summary/167381>*

### HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?

Our financial professionals are compensated based on the revenue our firm earns from their advisory services or recommendations, the amount of client assets they service, and the time and complexity required to meet a client's needs, and for administrative functions.

### DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

No, our firm and financial professionals do not have any legal and disciplinary history to disclose. Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

**Questions to Ask Us:** As a financial professional, do you have any disciplinary history?

### ADDITIONAL INFORMATION

You can find additional information about our firm's investment advisory services on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching CRD #167381. You may also contact our firm at (707) 230-2158 to request a copy of this relationship summary and other up-to-date information.

**Questions to Ask Us:** 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?