

Glassman Wealth Management LLC (GWM)

ADV Part 3

June 8, 2020

Item 1. Introduction

- A) My name is Jay Glassman. I am the President of Glassman Wealth Management LLC, which is registered with the SEC as an investment advisor.
- B) Brokerage and investment advisory services and fees differ and it is important for you to understand the differences.
- C) Free and simple tools are available to research Glassman Wealth Management LLC as well as other firms and investment professionals at [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about investment advisors and investing.

Item 2. Relationship and Services

A) What investment services and advice can you provide me?

- B) Description of Services:** GWM provides investment advisory and/or financial planning services to retail investors. I have a responsibility to always act in the best interest of each client.

Investment advisory services include investment management and supervision of asset services **which are primarily limited to:** stocks, corporate, treasury and municipal bonds, and certificates of deposit, as well as exchange traded funds.

Monitoring: All client accounts are reviewed in some level of depth at least once a month, and in greater detail at least quarterly. A detailed, updated investment account summary is prepared at least quarterly.

Investment Authority: Most accounts permit discretion as to when and what to buy to GWM, once general objectives and parameters are agreed upon with each client. Each client receives a detailed email and report every time a transaction is completed. Some clients prefer to be more involved in the investment process, which is agreed upon up front, but can be altered if the client so desires at any time.

Financial planning can include assessing the ability of a given client to retire, or the affordability of certain large purchases, etc.

- C) Additional information is available in Form ADV Part 2A, which was filed with the SEC on January 21, 2020.
- D) Given an individual's situation, they may choose an investment advisor based on the amount of assets they have, their risk tolerance, their level of familiarity with investments and the amount of time they are willing to devote to managing their investments. The investments chosen for each

client will be based on their risk tolerance, the level of their assets and liabilities, their financial goals and needs, their tax situation as well as a number of other variables.

I have an MBA in finance from the Stern School of Management, and about 40 years of relevant financial experience in many different aspects of the investment world, as is documented in my ADV Part 2B filed on January 21, 2020.

There is no minimum account size, though accounts of \$1 million and above enable the account to enjoy a lower set of expenses relative to these assets, as GWM only charges an hourly fee.

Item 3. Fees, Costs, Conflicts and Standard of Conduct.

A) What fees will I pay?

The only fees that a client of GWM will pay is an hourly fee of \$250 per hour, which is negotiable in certain situations. Clients pay transaction costs to the brokerage firms that have custody of client assets, as well as ongoing expenses in certain investments, primarily very low cost etf's. GWM works hard to ensure that these fees are quite modest as well. Costs paid to GWM or the custodial broker are charged whether the client is making or losing money.

B) What are your legal obligations to me when acting as my investment advisor? GWM is legally obligated to act in the client's best interest at all times, and to disclose any conflicts or potential conflicts that may arise.

When GWM acts as a client's investment advisor, we have to act in your best interest and not put our interest ahead of yours. The primary conflict that could impact a client negatively would be if GWM spent too much time on a given investment or analysis. However, GWM analyzes the expenses of each client as a percentage of their assets under management with GWM to ensure that all clients are managed efficiently and fairly.

Jay Glassman is the only investment professional at GWM and no one else receives any compensation of any kind.

Item 4. Disciplinary History. Neither Jay Glassman nor GWM have any legal or disciplinary history of any kind. Please visit [Investor.gov/CRS](https://www.investor.gov/crs) for a free and simple tool to research Jay Glassman and/or GWM.

Item 5. Additional information. All relevant information about Jay Glassman and GWM is available in our annual ADV filings with the SEC. GWM maintains no website and publishes no investment letters of any kind.