

# Client Relationship Summary Stoevers Glass Wealth Management Inc.

---

Stoevers Glass Wealth Management Inc.  
Form CRS Customer Relationship Summary- 06/08/2020

## **INTRODUCTION**

Stoevers Glass Wealth Management Inc. ("SGWM") is registered with the U.S. Securities and Exchange Commission (SEC) as an investment advisor. Our clients work with their Financial Advisors to determine the services that are most appropriate given their financial goals and circumstances. Brokerage and investment advisory services and fees differ and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker dealers, investment adviser, and investing.

**WHAT INVESTMENT SERVICES AND ADVISE CAN YOU PROVIDE ME?-** SGWM recommends various investment products and services through its investment adviser representatives and through third-party sub-advisors in accordance with each client's individual investment objectives, financial resources and individual needs. SGWM provides investment advisory services on both a discretionary and non-discretionary basis to mostly high-net-worth individuals and institutions. We recommend a selection of various investment products, including fixed income and equities, and services through its investment adviser representatives, financial planners and portfolio managers and through third parties sub-advisors. Our investment plans take into consideration the degree of risk tolerance for each client, and the client's need for diversification, liquidity, capital accumulation and tax reduction. We monitor clients' portfolios on a continuous basis and recommend changes if appropriate to maintain the objectives and policies of the account. When offering **nondiscretionary** services, the retail investor makes the ultimate decision regarding the purchase and/or sale of investments. SGWM also offers customized financial planning services and develops customized financial plans based on the needs and circumstances of clients who request this service. Financial planning advice typically involves providing a variety of services, principally advisory in nature, to individuals, businesses or families regarding the management of their financial resources based upon an analysis of their individual needs **For additional information**, please see Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A or Items 4.A. and 5 of Part 2A Appendix 1

SGWM., through its affiliates may offer additional services through Stoevers Glass & Co and Stoevers Glass Insurance Agency Inc.

Disadvantages of managed accounts include:

Your asset management fees may be greater than comparable transaction-based commission charges.

The availability of certain product types (e.g., variable annuities, alternative investments) and features may be limited.

**Ask your financial professional:**

- *Given my financial situation, should I choose a brokerage service? Why or why not?*
- *How will you choose investments to recommend to me?*
- *What is your relevant experience, including licenses, education, and other qualifications?*
- *What do these qualifications mean?*

## **WHAT FEES WILL I PAY?**

SGWM is compensated for its services primarily by charging a percentage of the market value of its clients' assets under management ("AUM"). The specific manner in which SGWM charges its fees is tailored to the services that SGWM has agreed to provide to a client and is established in each client's written agreement with SGWM. Our fees are negotiable and may vary based on the particular circumstances of each client. In addition, certain affiliated persons and family members and personal acquaintances of affiliated persons may receive advisory services from us at a discounted rate which is not available to advisory clients generally. When charging **asset-based fee** the more assets there are in a retail investor's account, the more a retail investor will pay in fees, and the firm may therefore have an incentive to encourage the retail investor to increase the assets in his or her account. Fees for managed accounts are negotiable on a case-by-case basis.

**Wrap Fee Program Services** The current annual Program Fee is capped at 1.5% and is based on the amount of assets placed under SGWM's management. The Program Fee is negotiable and subject to change. Each client's Program Fee is set forth in a written agreement between SGWM and the client. Wrap Fee Program Service fees are described more fully in the Part 2A Appendix 1. Asset-based fees associated with the wrap fee program will include most transaction costs and fees to a broker-dealer or bank that has custody of these assets, and therefore are higher than a typical asset-based advisory fee.

If you invest at SGWM our custodian(s) may charge miscellaneous fees directly to your account such as fees for transaction processing, account transfers, and retirement account maintenance. This charges may be different for each custodian.

SGWM may make exceptions to annual management fee minimums or minimum account size based on the specific circumstance of an 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.}**

**For additional information**, please see Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A or Items 4.A. and 5 of Part 2A Appendix 1).

**CONVERSATION STARTER:** *Ask your financial professional:*

*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 YOU LEGAL OBLIGATIONS TO ME?**-When we act as your investment adviser, we are considered to have a fiduciary relationship with you under the Investment Advisers Act of 1940. This means 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 affect the recommendations we provide you. Here are some examples to help you understand what this means. Because some advisory accounts are held at our affiliated broker dealer, Stoever Glass & Co Inc., through its clearing broker as custodian SG & Co. receives a portion of certain money market interest collected by our clearing broker. SGWM does not offer any proprietary products or participate in third party payments or principal transactions.

- **Conversation Starter. Ask your financial professional—** · {How might your conflicts of interest affect me, and how will you address them?}  
For additional information please see our Regulation Best Interest posted on our website [www.stoeverwealth.com](http://www.stoeverwealth.com) or call us at 212-952-1910 to obtain a copy.

**How do your financial professionals make money?**- Financial professionals are paid a portion of the fees billed to the clients' accounts on a quarterly basis. The more assets there are in a retail investor's account, the more a retail investor will pay in fees, and the firm may therefore have an incentive to encourage the retail investor to increase the assets in his or her account.

**Do your financial professionals have legal or disciplinary history?** Yes. Some of our financial professional have legal and/or disciplinary history. Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals or **BrokerCheck** (<https://brokercheck.finra.org>)

For additional information about our services please visit [www. https://adviserinfo.sec.gov/firm/summary/173091](http://www.https://adviserinfo.sec.gov/firm/summary/173091) or call us at 212-952-1910 to obtain the most up-to-date copy of this disclosure