

## **Introduction**

Granite Bay Wealth Management, LLC ("GBWM") 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 you to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

GBWM provides personalized investment management and financial planning services. Clients advised include individuals, trusts, and ERISA plans and their sponsors. GBWM requires each client to place at least \$250,000 with the firm. This minimum may be waived in the discretion of GBWM.

### **Financial Planning**

GBWM may provide its clients broad or focused financial planning and consulting services on topics including but not limited to Investments, Insurance, Education Funding, Budgeting, Estate Planning, Tax Minimization, and Retirement.

### **Investment Management**

When we perform investment management services, we will do so on a discretionary basis. This means we will not seek specific approval of changes to the securities in client accounts. Each client's portfolio will be invested according to that client's investment objectives. GBWM determines these objectives with the client through reviewing client provided documents, client interviews and/or asking the client to put these objectives in writing. Once we ascertain your objectives for each account, we will develop a portfolio we believe will best fit your needs. GBWM allocates client assets among multiple Exchange Traded Funds and Options Contracts, however GBWM may in certain circumstances utilize Mutual Funds, Equities, Bonds and other securities necessary to meet client's investment objectives. Options contracts consist of a right to purchase or sell a security at a given price on a future date. Options contracts include enhanced risk that a contract may expire with minimal or no value and the possibility of enhanced gain or loss due to their leveraged nature. GBWM may also direct client's assets be allocated in variable annuity products, employer-sponsored plans, and/or 529 plans.

For more detailed information, please refer to our Disclosure Brochure, the ADV Part 2A, under Item 4 Advisory Business and Item 7 Types of Clients available by [clicking here](#).

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

Fees are negotiable, and may be higher or lower, based on the nature of the account, and the origin of the client, as many clients that have worked with GBWM's professionals in the past and may continue with the fee percentages imposed by the principal's prior firms.

### **Financial Planning**

Clients who are engaging GBWM for financial planning services without asset management services will do so on an hourly basis. Hourly rates range from \$200 – \$300, depending upon the professional rendering the service. An estimate of total hours to complete the assignment will be determined at the start of the engagement.

### **Asset Management**

GBWM's asset management fees are based on a percentage of the gross market value of a client's assets managed by GBWM, and the fee range generally varies from 0.50% to 1.50% on an annual basis. Other factors affecting fee percentages include the size of the account, complexity of asset structures, and other factors. There are a number of other fees that can be associated with holding and investing in securities. You will be responsible for fees including transaction fees for the purchase or sale of a mutual fund or Exchange Traded Fund, or commissions for the purchase or sale of a stock. GBWM does not impose a minimum annual fee. 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 more specific information regarding our fees, please refer our Disclosure Brochure, the ADV Part 2A under Item 5 Fees and Compensation available by [clicking here](#).

**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.

Certain professionals of GBWM are separately licensed as independent insurance agents. As such, these professionals may conduct insurance product transactions for GBWM clients, in their capacity as licensed insurance agents, and will receive customary commissions for these transactions in addition to any compensation received in his capacity as employees of GBWM. These professionals therefore have incentive to recommend insurance products based on the compensation to be received, rather than on a client's needs. Certain professionals of GBWM are registered representatives of Purshe Kaplan Sterling Investments, Inc. ("PKS"), a FINRA member broker-dealer. Because PKS supervises the activities of these professionals as registered representatives clients receiving brokerage services from PKS will also receive a separate PKS Form CRS. Registered representative status enables these professionals to receive customary commissions for the sales of various securities, including those they recommend to clients. Receipt of commissions for investment products that are recommended to clients gives rise to a conflict of interest for the representative.

For more specific information regarding our fees, please refer our Disclosure Brochure, the ADV Part 2A under Item 5 Fees and Compensation available by [clicking here](#).

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

Financial professionals of GBWM are paid a portion of the asset management fees collected from clients. Financial professionals are not rewarded sales bonuses.

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

Yes. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS).

**Additional Information**

Additional information about our investment advisory services can be found at [www.granitebaywm.com](https://www.granitebaywm.com). A copy of our *relationship summary* can also be requested by calling (603)610-8881 or by [clicking here](#).

**Consider asking your financial professional these questions:**

- ? **"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?"**
- ? **"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?"**
- ? **"How might your conflicts of interest affect me, and how will you address them?"**
- ? **"As a financial professional, do you have any disciplinary history? For what type of conduct?"**
- ? **"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?"**