

**CLIENT RELATIONSHIP  
SUMMARY  
MARCH 7, 2024**



Summit Wealth Group, LLC (“SWG”) 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?**

SWG creates a Vision based *Financial Life Plan* using sustainable accumulation and distribution strategies that are monitored in accordance with the success of your plan. Our Phase 1 focuses on your personal Vision, Values and Goals from beginning to end. As a Fiduciary, we work to understand your issues and challenges to gain clarity. This clarity leads to decisions that are in your best interest. Together we implement our recommendations from your Financial Life Plan. All clients are required to complete a *Financial Life Plan* for a fee. Our Phase 2 is a *Wealth Management Service* that continuously keeps your Financial Life Planning on track along with Investment Management for a separate fee. Ongoing financial advice and services are included as your life and needs change over time. In addition, as a separate service we offer *Income Tax Preparation and planning*. Clients who enroll in this service enjoy the coordination of their Financial Life Plan, Investment Management, Income tax planning and preparation.

When we perform *Wealth Management Services*, it is typically on a discretionary basis. This means you give us the authority to make transactions within your accounts. The investments we manage within your portfolio are based upon your Financial Life Plan. In addition, we create an Investment Policy Statement that outlines the high level asset allocation targets that we prescribe. In some cases, we may manage accounts on a non-discretionary basis. In this case, we would manage your portfolio in the same manner; however, we would require your approval prior to making transactions. We allow for reasonable account restrictions and do not limit the type of investments available to our clients. We also may invest with third party managers, who have been carefully sourced and researched.

Clients that we advise may include individuals, families, trusts, charitable organizations and foundations, pensions, and corporations. SWG requires each client to place at least \$1,000,000 with the firm. This minimum may be waived in the discretion of SWG.

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, which can be found by [CLICKING HERE](#).

**What fees will I pay?**

*Financial Life Planning* fees for initial planning work will vary but are generally range from \$2,500 to \$7,500 per plan. However, these fees are guidelines, subject to change according to the complexity of the plan and the specific client’s circumstances. SWG provides wealth management services for an annual fee based upon a percentage of the assets being managed by SWG. All *Wealth Management* clients will be required to execute an *Investment Management Agreement* This asset-based fee typically varies between 0.25% and 1.5%. This rate is based on a blended tiered fee schedule Tax Preparation and planning services are charged on a fixed fee subscription basis paid in advance on a calendar year basis. We offer three tiered levels of service from Basic to Advanced depending on complexity. The annual fee ranges from \$750 - \$2,500. Services include tax preparation and filing, tax planning scenario analysis, electronic filing, audit representation, year-round access for all tax matters, and no hourly fees.

*Financial Life Planning* and Financial Consulting fees will be due upon receipt of invoice from SWG. For clients whose assets are managed by the firm, investment advisory fees will be debited directly from each client’s account. The advisory fee is paid quarterly, in advance, and the value used for the fee calculation is the gross value as of the

last market day of the previous quarter. This means that if your annual fee is 1.00%, then each quarter we will multiply the value of your account by 1.00% then divide by 4 to calculate our fee. For clients whose assets are managed through third party managers the terms of fee payment may vary dependent upon the manager or managers selected. When clients' assets are allocated to a third party manager, the manager may collect client's advisory fees, and remit a portion of that fee back to SWG.

There are a number of other fees that can be associated with holding and investing in securities. Some of these fees includes: custodian fees, account maintenance fees, fees related to mutual funds and variable annuities, and other transactional fees and product-level fees.

*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 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. Here's example to help you understand what this means.

For example, certain investment adviser representatives of SWG are also associated with Purshe Kaplan Sterling Investments, Inc. (PKS) as broker-dealer registered representatives ("Dually Registered Persons"). In their capacity as registered representatives of PKS, certain *Dually Registered Persons* may earn commissions for the sale of securities or investment products that they recommend for brokerage clients. They do not earn commissions on the sale of securities or investment products recommended or purchased in advisory accounts through SWG.

### How do your financial professionals make money?

We are paid a portion of the asset management fees collected from clients and not rewarded with sales bonuses or commissions related to advisory accounts. However, as noted above, registered representatives may earn a commission for the sale of securities or investment products that they recommend for brokerage clients.

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

No. SWG has no legal or disciplinary history. Feel free to go to [Investor.gov/CRS](http://Investor.gov/CRS) for a simple search.

You may find additional information about SWG by [CLICKING HERE](#) or calling (802) 295-5300 to request up-to-date information and a copy of the relationship summary.

#### Here are some Conversation Starters suggested by the SEC:

- Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? 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?