

## **Client Relationship Summary**

Weatherhelm Capital Management, LLC is an investment advisor registered with the United States Securities and Exchange Commission.

There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you. Free and simple tools are available for you to research firms and financial professionals at <a href="Investor.gov/CRS">Investor.gov/CRS</a>, which also provides educational materials about broker-dealers, investment advisors and investing.

Investment advisory and brokerage services and fees differ, and it is important for you to understand the differences. This document gives you a summary of **how we will interact with you** as an investment advisor, as opposed to a brokerage relationship, and how **you** will pay for our service.

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

We offer investment services to you based on **trust and confidence for the entire length and scope of our advisory relationship**.

Our services include: (i) Portfolio Management; (ii) Alternative Asset Consulting; (iii) Financial Planning; (iv) Retirement Planning; and, (v) General Consulting

We are a **fee-for-service** advisory firm focused on helping you achieve your financial expectations. All investment services begin with an Investment Policy Statement ("IPS") designed to identify your needs and investment goals.

#### **Portfolio Management**

Portfolio management is **offered on a discretionary basis**. Our discretionary authority is limited to rebalancing your portfolio in alignment with your IPS or to fulfill disbursement requests. We do not focus our advice and management to a limited menu of investment products (i.e.; proprietary investments or types of securities products) for your managed account. We do not have any minimum initial investment requirement to establish a portfolio management account; however, we retain the option to accept your request for us to manage your portfolio based on a number of factors and not necessarily based on your account size. Your portfolio assets will be monitored and reviewed on an ongoing basis to ensure your objectives are being met, based on your IPS. Meetings to discuss your management portfolio can occur anytime.

#### **Alternative Asset Consulting**

Alternative Asset Consulting consists of recommending alternative investment portfolios (i.e. Hedge Funds and Private Offerings) for you to invest a portion of your investable assets. We will consult with you to structure and organize an alternative investment account including any due diligence on the Hedge Fund and/or Private Offering and the collection of the information requisite to qualify your assets for inclusion in an alternative investment portfolio. We will not be involved in the day-to-day management of these investments. Service is offered to qualified

accredited persons and our management focus is directed to how these investments impact your IPS and making recommendations to that affect.

#### Financial Plannina

The purpose of a financial plan is to document your current financial situation, identify your long-term goals, and develop strategies for achieving those goals. On an ongoing basis, we will work closely with you to regularly review your plan, refine your goals and strategies as necessary, and help you stay on track toward achieving your goals.

## Retirement Planning

We assist ERISA-qualified retirement and savings plans in the design of the fiduciary governance structure and with the development of an investment management program. Our services under ERISA are to act as a Limited-Scope 3(21) Fiduciary.

## **General Consulting**

General consulting services are independent of any and all of other advisory services. Under this arrangement, we do not provide any on-going management or planning. This is a limited-scope engagement focused on a specific need.

You can find more detailed information about the services we offer in our Disclosure Brochure under Item 4, "Advisory Business."

## What fees will I pay?

## For Portfolio Management and Retirement Planning

You will pay an ongoing asset-based fee. For Portfolio Management, the fee is based on a percentage of the value of the assets in your portfolio account. Our management fee is calculated by taking the average daily balance of your portfolio assets for each day in the previous calendar month multiplied by one-twelfth of the corresponding annual fee rate. The fee will be billed monthly in arrears. A performance-based fee may be offered if you meet the minimum requirements to participate. In addition, separate from our management fee, you can incur other costs associated with your managed account that include, but are not limited to, custodial fees, account maintenance fees, mutual fund fees, and transactional fees. For retirement planning, the fee is calculated based on the assets in the plan. The fee can be paid from the plan assets by the third-party administrator or can be paid directly by the plan sponsor.

**You should consider...** The annual fee rate you pay will reduce when your portfolio value, either through additional deposits or asset growth, moves into a different tier bracket of our fee schedule; however, regardless of the fee breaks we offer, the more assets there are in your managed portfolio account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the amount of assets in your 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 Alternative Asset Consulting

You will pay us an ongoing **fixed fee**. Our alternative asset consulting fee is independent of all fees and expenses charged by the alternative investment. Our fee is based on the complexity of the alternative investment you select and the frequency and amount of ongoing reporting you want us to prepare regarding this investment. The fee is billed quarterly in arrears.

## Questions You Should Ask

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?

## Questions You Should Ask

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?

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You should consider... Alternative investments can offer you more complex trading, portfolio construction and risk management techniques to improve performance returns on your assets. However, assets invested in alternative investments are generally locked-up for a period of time, alternative investment managers have full autonomy to exercise investment discretion, and you will generally pay both a management fee and a performance-fee.

#### For Financial Planning and General Consulting

You will pay a **an hourly-based fee**. Total costs to you will depend on the scope of engagement, complexity of service requested, the nature of your personal and financial situation, and any other factors that may affect the project to perform the services you desire. Fees will be due by the completion date of service requested.

You should consider... Potential conflicts of interest when we make recommendations in a financial plan. Our advice can create a situation of divided loyalty and the objectivity of the advice rendered could be subjective and create a disadvantage to you. Furthermore, implementation of a financial plan can cause you to incur other fees unrelated to our advisory practice. These costs can come from: estate planning attorneys, life insurance agents, registered representatives, and/or other independent industry professionals.

You can find more detailed information about the fees we charge in our Disclosure Brochure under Item 5, "Fees & Compensation," and under Item 6, "Performance-Based Fees & Side-by-Side Management."

# What are your legal obligations to me when acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment advisor, 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 interest. 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. Advice that results in extra income to us is not always the best for you:

- Because we receive asset-based fees, we have an incentive to maximize the amount of money you invest with us.
- Because we can charge performance-based fees, we have an incentive to be more aggressive with trading
  in your account to achieve higher returns. When we do this, you absorb a greater risk of possible loss due to
  excessive trading (churning) in the account while we would only lose potential performance-based
  management fees.
- **Because we can recommend outside parties in a financial plan** we have the potential to earn commissions (i.e., life insurance sales) and benefit from referrals to other professionals that can, in turn, refer potential new business to us.

You can find more detailed information about our potential conflicts of interest in our Disclosure Brochure under Item 6, "Performance-Based Fees & Side-by-Side Management," Item 10, "Other Financial Industry Activities & Affiliations" and under Item 14, "Client Referrals & other Compensation."

## How do your financial professionals make money?

Our financial professionals are compensated from the revenues we earn from the asset-based fees, performance-based fees, and flat fees or hourly-based fees you pay for our advisory services.

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

No.

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## Questions You Should Ask

**Questions You** 

affect me, and how will

you address them?

Should Ask

How might your conflicts of interest

As a financial professional, do you have any disciplinary history? For what type of conduct?

## Additional Information.

You can find additional information about our investment advisory services at <a href="www.weatherhelm.net">www.weatherhelm.net</a>. You can also contact us at the address and phone number listed below to request up-to-date information on our firm and request a copy of the Client Relationship Summary.

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## Questions You Should Ask

Who is my primary contact person? Is he or she a representative of an investment advisor or brokerdealer? Who can I talk to if I have concerns about how this person is treating me?