



## FORM CRS – CLIENT RELATIONSHIP SUMMARY SAGE STONE WEALTH MANAGEMENT, LLC

March 29, 2024

Sage Stone Wealth Management, LLC (“SSWM,” “Firm,” “we,” “our,” or “us”) is an investment advisory firm registered with the Securities and Exchange Commission (“SEC”). Fees for brokerage and investment advisory services differ and it is important for you to understand the difference. Free and simple tools are available to research firms and financial professionals at [www.Investor.gov/CRS](http://www.Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

For retail clients, we provide investment advisory services that include comprehensive portfolio management, financial planning consultation, investment policy statement (“IPS”) creation and review, portfolio monitoring, and separately managed

#### **Ask one of our financial professionals the following 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?*

account services. We tailor these services to your needs based on an initial complimentary interview, and if you chose to engage the firm, on the basis of discussion and analysis conducted to determine your financial situation, goals, risk tolerance, and ethical concerns.

We offer our comprehensive portfolio management services on either a discretionary or non-discretionary basis; our separately managed account services on a discretionary basis; and our IPS, portfolio monitoring, and financial planning consultation services on a non-discretionary basis. Discretionary authority allows us to decide the type and amount of securities to be bought or sold for your account

and when to invest, without consulting you first. We maintain this discretion until it is revoked (e.g., by termination of our agreement or upon written instruction from you). Non-discretionary authority means we provide recommendations to you and you make the ultimate decision of whether or not to implement the recommendation, including the purchase or sale of investments. You are free at all times to accept or reject any of our recommendations.

We provide financial planning consultation services based upon an analysis of your financial situation, goals, risk tolerance, and ethical concerns. These services will be comprehensive or segmented. At the completion of the financial planning consultation process, you have the option to implement investment recommendations through us but are not obligated to do so. Implementing through us creates a conflict of interest since we will receive management fees. You also are not obligated to implement any of our recommendations. Our comprehensive portfolio management services encompass asset management and financial planning consultation services. Based on your financial situation, goals, risk tolerance, and ethical concerns we will propose an investment approach to you. We generally recommend a portfolio consisting of exchange-traded funds (“ETFs”), mutual funds, individual stocks, bonds, and/or other securities. For Separately Managed Accounts, we design an investment portfolio and provide management services in conjunction with a third-party adviser. At times, a third-party adviser will hire us to sub-advice its clients’ assets. We manage these accounts as we would a direct client’s portfolio. For our IPS services we write and/or revise an IPS for you based on your financial situation, goals, risk tolerance, and ethical concerns and you will make the ultimate decision of whether to implement the recommendation, including the purchase or sale of investments. Our Portfolio Monitoring Service provides for periodic reviews of client accounts. We monitor accounts on an ongoing basis and review comprehensive portfolio management accounts at least quarterly. Depending on certain factors we can review comprehensive portfolio management accounts more frequently due to issues such as major market or economic events, life events, or requests by you. Our financial planning consulting and IPS clients receive reviews only when contracted for such services and we do not provide ongoing reviews for these services. Portfolio Monitoring accounts will be reviewed but we will not execute any trades on your behalf. We also perform a review when there is a major market or economic event, when you have a life event, or at your request. We generally require an account minimum of \$250,000 for our comprehensive portfolio management services. *For further information about our services and advice please read Items 4, 7, and 8 of our Form ADV Part 2A disclosure brochure. Please click [here](#) for a copy or contact us at (858) 412-6404 to request a copy.*

**What fees will I pay?** SSWM charges an annual fee of 1% of assets under management (“AUM”) for Comprehensive Portfolio Management and Separately Managed Account services that is billed quarterly in arrears and based on the market value (including cash and cash equivalents) of your assets under management (“AUM”) as of the last reportable market day of the quarter. We typically combine asset-based accounts for the same individual, two or more accounts within the same family, or accounts where a family member has power of attorney over another family member’s or incompetent person’s account. We have the right to apply our fee schedule separately if

#### **Ask one of our financial professionals the following questions:**

*Help me understand how these fees and costs might affect my investments. If I give you \$250,000 to invest, how much will go to fees and costs, and how much will be invested for me?*

investment objectives are substantially different for any two or more household accounts or require different investment approaches or operational requirements. Our fees are not negotiable and can only be discounted at our discretion. For Separately Managed Accounts fees will include the fee above as well as advisory fees charged by the chosen separate account manager, custody, and clearing fees charged by the account custodian. You should also refer to the disclosure brochure for the separate account manager, related advisory agreements, and account opening paperwork for more information regarding their fees and compensation. For Sub-Adviser Services, the other investment adviser who has engaged our firm will pay us a fee that is usually a percentage fee based on the amount of total assets we manage under the arrangement. SSWM charges an annual fee of 0.50% of assets under advisement (“AUA”) for Portfolio Monitoring Services based on the market value of the assets being monitored and is billed quarterly in arrears based on the market value of your AUA as of the last reportable market day of the quarter. SSWM does not charge a minimum annual portfolio management fee. For the creation of a new IPS or the review of an existing one, we charge a flat fee between \$5,000 and \$25,000. For financial planning consulting services, we charge an hourly fee of \$250 and will bill in six-minute increments (10 increments per hour); partial increments will be treated as a whole increment. The total estimated fee, as well as the ultimate fee that we charge you, is based on the scope and complexity of our engagement with you. If you engage us for financial planning consulting and within three months choose to implement your portfolio management strategy through us, the financial planning consulting fee will be credited toward your portfolio management fee.

You will also pay additional fees to third parties in connection with your managed portfolio account. These fees can include (as applicable): custodian fees, transaction charges, mutual fund 12b-1 fees, distribution fees, deferred sales charges, IRA or retirement account fees, margin interest, wire transfer and electronic fund fees, and other account administrative 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. *More detailed information about our fees and other costs associated with investing, along with applicable conflicts can be found in Items 5, 10, and 14 of our Form ADV Part 2A disclosure brochure. Please click [here](#) for a copy or contact us at (858) 412-6404 to request a copy.*

**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?**

**Ask one of our financial professionals the following questions:**

*How might your conflicts of interest affect me, and how will you address them?*

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 is an example to help you understand what this means: we recommend National Financial Services, LLC and Fidelity Brokerage Services, LLC (collectively “Fidelity”) to serve as custodian to our clients. Under this

arrangement, SSWM receives some of these products and services from Fidelity at no cost that benefit SSWM but do not benefit our clients. Certain of these products and services assist us in managing and administering our clients’ accounts and others help us develop our business. The receipt of such benefits creates a conflict of interest as it gives us an incentive to have clients custody their assets at Fidelity. *More detailed information about our conflicts of interest can be found in Items 4, 10, 11, 12, and 14 of our Form ADV Part 2A disclosure brochure. Please click [here](#) for a copy or contact us at (858) 412-6404 to request a copy.*

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

Each SSWM financial professional is paid a salary and discretionary bonus as well as compensation based upon the amount of client assets brought into the firm. The salary is not based on the types of investment products we recommend to clients. Mary King is the sole owner of SSWM, and as such participates in the profits and losses of the Firm. Additional information about the compensation received by SSWM professionals and any related conflicts of interest are outlined in each professional’s Form ADV Part 2B, which can be obtained by calling us at (858) 412-6404.

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

No. Please go to [www.Investor.gov/CRS](http://www.Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**Ask one of our financial professionals the following questions:**

*Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer? Who can I talk to if I have concerns about how the person is treating me?*

**Additional Information**

**You can obtain additional information and/or request a copy of this Form CRS by going to [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) or by calling us at (858) 412-6404.**

**Ask one of our financial professionals the following questions:**

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

**EXHIBIT A**

**FORM CRS  
CLIENT RELATIONSHIP SUMMARY  
SAGE STONE WEALTH MANAGEMENT, LLC  
MARCH 29, 2024**

**SUMMARY OF MATERIAL CHANGES**

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

Updated to: (i) include disclosures that financial planning clients are under no obligation to implement our recommendations and there is a conflict if you decide to implement investment recommendations through us.

**What fees will I pay?**

Updated to: (i) reflect that the account market value when calculating portfolio management fees includes cash and cash equivalents, and (ii) enhance the sub-advisory fee disclosures.