

# CLIENT RELATIONSHIP SUMMARY

February 15, 2024



**Johnson & White Wealth Management, LLC** (“JWWM”) 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?




JWWM provides financial planning, asset management and related services to retail investors. When providing financial planning services, we gather in depth information regarding your financial situation through questionnaires and interviews. With this information, we give you a blueprint to help meet your goals. Since financial situations are ever changing, we typically include planning as part of our asset management services, and planning should be an on-going process.

For clients who require asset management, we normally manage accounts on a discretionary basis, meaning you give us the authority to make transactions within your accounts. We manage accounts in your portfolio based on asset allocations we have mutually agreed upon. 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 also may invest with third party managers, who have been carefully sourced and researched. We allow reasonable investment restrictions and we manage our clients’ investment portfolios on an individual basis, not limiting investment offerings.

We also offer a wrap fee program whereby your transaction fees are “wrapped” into your asset management fees. Clients advised may include individuals, trusts, foundations, endowments and corporations. JWWM requires each client to place at least \$250,000 with the firm. This minimum may be waived in the discretion of JWWM.

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](#).

Here are some Conversation Starters suggested by the SEC:

-  *“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?”*

## WHAT FEES WILL I PAY?

Financial Planning fees are either hourly or fixed. Our hourly rates range from \$200-\$400. Fixed fees range from \$2,000-\$15,000. The type of arrangement and fee is dependent on the complexity of your situation.

Asset management fees vary from 0.00% to 1.25% per annum of the net value of a client’s accounts managed by JWWM. This is only a range as fees are negotiable, and may be higher or lower than this range, based on the nature of the account. Size of the account, the investment program in which the assets are managed, complexity of asset structures, and other factors determine the fee. Fees are paid quarterly, in advance, and the value used for the fee calculation is the net value as of the last market day of the previous quarter. This result will then be divided by the number of days in the year, and then multiplied by the number of days in the particular billing quarter. JWWM’s fee will include any allocation to cash or cash-like instruments, such as money market funds or accounts, of the client’s investable assets. Investable cash means cash that is in client account as an asset allocation. Cash that is not in investable cash is cash that has been identified by the client as designated for a specific purpose.

While transaction fees are included in the wrap free program, not included are expenses related to the use of margin, wire transfer fees, the fees charged to shareholders of mutual funds or ETFs, mark-ups and mark-downs, spreads, odd-lot differentials, fees charged by regulatory agencies, and any transaction fees for securities trades executed by a broker-dealer other than Schwab Advisor Services, the wrap fee sponsor.

*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](#).

 *“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 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 an example to help you understand what this means.

Offering a wrap fee programs naturally gives us an incentive to trade less in clients’ accounts to decrease the amount of transaction costs wrapped into management fees. This creates a conflict of interest between the firm and its wrap clients. JWWM attempts to mitigate this conflict by requiring that the firm’s employees acknowledge their fiduciary duty to place client interests ahead of their own and by periodically comparing wrap program client performance against any clients who are not in the wrap program.

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

## **HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?**

We are paid a portion of the asset management and financial planning fees collected from clients and not rewarded sales bonuses or commissions.

## **DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?**

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

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

You may find additional information about us by [CLICKING HERE](#) or calling 717-430-0001 to request up-to-date information and a copy of the relationship summary.

 *“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?”*