

Client Relationship Summary (Form CRS/Form ADV Part 3)

Introduction

Laufer Wealth Management, LLC is an Investment Adviser registered with the Securities and Exchange Commission ("SEC"). We feel it is important for you to understand how advisory and brokerage services and fees differ to determine which type of account or service is right for you. There are free and simple tools available to research firms and financial professionals at www.investor.gov/crs, which also provides educational materials about investment advisers, broker-dealers, and investing.

What investment services and advice can you provide me?

As an investment adviser, Laufer Wealth Management, LLC offers investment advisory services to retail investors for an initial fixed fee and an ongoing asset-based fee based on the value of your account. We use J.J. Burns & Company, LLC, an unaffiliated investment adviser, as the Outside Manager. We provide business planning, cash flow and debt management, college savings, employee benefits optimization, estate planning, financial goals, insurance, investment analysis, retirement planning, risk management and tax planning strategies, and as part of our standard services, we will regularly monitor your investments on a quarterly basis.

We manage accounts on a discretionary basis, which means we do not need to call you when buying or selling investments in your account. You will sign an investment management agreement and limited power of attorney giving us this authority. Nor do we have a minimum account size requirement. Please refer to Item 7 of our Form ADV Part 2A for further information.

Questions to Ask Us:

- *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 is offered on a fixed fee basis. The annual fees are negotiable and are pro-rated and paid in arrears on a quarterly basis. The Outside Manager will debit the client's account for both the Outside Manager's fee, and Adviser's advisory fee, and will remit Adviser's fee to Adviser. Please note, the above fee schedule does include the Outside Manager's fee. No increase in the annual fee shall be effective without agreement from the client by signing a new agreement or amendment to their current advisory agreement. Please contact JJ Burns & Company to give you personalized information on the fees and costs you will pay.

Additionally, the custodian that holds your assets can charge you a transaction fee when we buy or sell an investment for you. These transaction fees are in addition to our advisory fee. You could also pay fees charged by the custodian for certain investments and maintaining 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 earn on your investments over time. Please make sure you understand what fees and costs you are paying. Please refer to Item 5 of our Form ADV Part 2A for further information.

Question to Ask Us:

- *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 are some examples to help you understand what this means.

Laufer Wealth Management, LLC's revenue is from the advisory fees we collect from our clients' accounts each quarter. We have an incentive to increase the amount of investments we manage which could bias our advice towards investing more rather than paying off debt or recommending you not have investments that we do not manage. However, we always look at paying down debt and the trade of opportunity costs of the use of funds versus the actual savings on interest costs of carrying debts. When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. For additional information on conflicts of interest, please see our Form ADV Part 2A.

Question to Ask Us:

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

How do your financial professionals make money?

Our financial professionals are employees of the firm are paid a fixed salary. They also receive on a quarterly basis a portion of the advisory fees from the accounts each financial professional manages. This compensation structure creates an incentive for our financial professionals to recommend that you increase the size of your account with us.

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

No, our firm and/or financial professionals do not have legal and/or disciplinary history. Visit www.investor.gov/crs for a free and simple search tool to research our firm and our financial professionals.

Questions to Ask Us:

- *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 on the SEC's website www.adviserinfo.sec.gov by searching CRD #173446. You may also contact our firm at (631) 226-9600 ext 118 or RBertolini@lauferllp.com (Romeo Bertolini) to request a current copy of our [Form ADV Part 2A](#) or up-to-date Form ADV Part 3—this relationship summary.

Questions to Ask Us:

- *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?*

Exhibit - Changes

Since the last filing of this Form ADV Part 3, dated March 7, 2023, we have updated disclosure regarding where to find additional information and conflicts of interest related to the compensation structure of our financial professionals.