

# **Wealth Management Consultants Colorado, LLC**

## **ADV Part 3 – Customer Relationship Summary (CRS) – March 18, 2024**

### **Item 1 - Introduction**

Wealth Management Consultants Colorado, LLC is an investment adviser registered with the Securities and Exchange Commission (“SEC”). Brokerage and advisory services and fees differ and it is important for you, the retail investor, to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker dealers, investment advisers, and investing.

### **Item 2 – Relationships and Services**

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

We provide a broad range of financial and investment counseling services to retail clients. They include Financial Planning/Counseling, Estate Planning, Income Tax Planning, Cash Planning, Debt Management, Compensation and Employee Benefit Review, Investment Allocation, Personal Insurance Planning and Financial Security Planning for Retirement and Death.

We provide investment management services to some of our clients utilizing predominately passively managed no-load mutual funds or exchange traded funds (ETFs). We provide traditional financial planning services to our clients. We charge an annual retainer for this service. As a general rule, we accept, but do not require, *discretionary authority* to manage securities accounts on behalf of clients. We do not have minimum net worth or investment asset requirements or minimum portfolio size requirements, but our fee structure/the minimum fee is likely to preclude very small accounts from working with us.

Please note that other firms could provide advice on a wider range of choices, some of which might have lower costs. We provide investment recommendations on the investment strategies of Third-Party Managers (TPMs). We evaluate all selected TPMs for client use. The frequency and nature of client account reviews varies from client to client, depending upon the contractual arrangement, the client’s request, the changing circumstances of the client’s affairs and the level of assets currently held.

We monitor our accounts: The frequency and nature of the reviews varies from client to client, depending upon the contractual arrangement, the client’s request, the changing circumstances of the client’s affairs and the level of assets currently held. Note that you typically receive monthly account activity statements from the custodian or the broker holding that are not affiliated with us, and we do not perform reviews of these monthly account activity statements.

**For more detailed information**, please see our ADV Part 2A Brochure, specifically Items 4 and 7.

#### **Conversation Starters:**

- 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?

### **Item 3—Fees, Costs, Conflicts, and Standard of Conduct**

#### **What fees will I pay?**

Your fee for the designated financial planning services is a fixed fee, detailed in your client agreement. These fees are billed in arrears quarterly and range from \$3,000/year to \$30,000/year depending on the complexity of a client’s situation. Upon termination, fees will be prorated to the date of termination and any earned portion of the fee will be invoiced to you based on an hourly rate of up to \$450 per hour.

Our investment advisory fees shall not exceed 0.75%. Note that the custodian charges additional fees such as custodial fees, transaction costs, etc. The fees for portfolio management are based on an annual percentage of assets under management and are applied to the account asset value on a pro-rated basis, billed quarterly in arrears. In addition to our advisory fees, clients also pay on- going fees directly to the TPM based upon a percentage of your assets under management with respect to each TPM. Clients may also need to pay their custodian or broker dealer transaction fees, commissions, account maintenance fees, etc. Please see Item 5 of the Form ADV Part 2A Brochure for a list of additional expenses.

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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 information*, please see Item 5 of the Form ADV Part 2A Brochure.

#### ***Conversation Starters:***

- 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.

- Our firm and persons associated with us are allowed to invest for their own accounts or have a financial interest in the same securities or other investments that we recommend or acquire for your account and may own or transact in open ended mutual funds that are the same as or different than the funds recommended to or made for your account. This creates a conflict of interest.
- Our receipt of soft dollars raises conflicts of interest. In providing Additional Services or soft dollars us, Schwab most likely considers the amount and profitability to Schwab of the assets in, and trades placed for, our client accounts maintained with Schwab.

We have established policies to mitigate any conflicts of interest. Ask us about them. You, the Client, always has right to decide whether to engage the TPM that our firm recommends to you. *For more detailed information* on our conflicts and how we mitigate them, please see Item 11 of the ADV Part 2A Brochure.

#### ***Conversation Starter:***

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

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

As the firm's owner, Mark Marquez receives a distribution of the firm's profits.

#### **Item 4—Disciplinary History**

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

No, neither Wealth Management Consultants Colorado, LLC nor its financial professionals have legal or disciplinary history. Visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

#### ***Conversation Starters:***

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

#### **Item 5—Additional Information**

For additional information on our investment advisory services and to request a copy of the relationship summary, go to IAPD at <https://adviserinfo.sec.gov/firm/summary/226545>. To obtain up-to-date information and request a copy of the Customer Relationship Summary, you may call: (720) 938- 6436 or email [mmarquez@wmcco.com](mailto:mmarquez@wmcco.com).

#### ***Conversation Starters:***

- 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?