

# Clearstead Advisors, LLC

## Form CRS Customer Relationship Summary (3/29/2024)

### Introduction

Clearstead Advisors, LLC ("Clearstead" or "the firm") is a SEC-registered investment adviser with its principal place of business located in Cleveland, Ohio.

As an investment adviser, our services and fees differ from brokerage services and fees and it is important for you to understand the differences. Free and simple tools are available to you in order 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. The purpose of this summary is to be a resource that allows you to be able to compare and understand the different types of financial relationships, including the relationship with Clearstead.

**Under each section below, we have listed some key *Questions to Ask Clearstead* or any other financial professional to help you understand Clearstead's services and fees and generate additional dialogue.**

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

Clearstead offers wealth management services to individuals (*retail investors*) and institutions. Services to individuals include investment management, financial planning, tax planning/preparation, and family office administration. Clearstead has specialists in each of these disciplines and tailors services to client needs.

Clearstead provides ongoing investment advisory services on a discretionary (i.e. no client trade approval) or non-discretionary (i.e. client trade approval required) basis. The firm and client collaboratively identify investment goals, objectives, time horizon, risk tolerance, cash-flow projections, and tax considerations to establish a tailored asset allocation and investment management guidelines. Clearstead aggregates each client's investment accounts and assets into a comprehensive asset allocation. There is no minimum fee or portfolio size to engage the firm's services; however, Clearstead typically works with high-net worth families that benefit from comprehensive wealth management services.

Clearstead's team of dedicated analysts are responsible for sourcing and providing ongoing due diligence of recommended managers. Clearstead may recommend that certain qualified clients consider an investment in illiquid private investments (e.g. private equity, hedge funds) through Clearstead's ClearAccess platform. Clearstead's role relative to private investments shall be limited to its initial and ongoing due diligence and investment monitoring services.

For additional information regarding Clearstead's advisory services, please see the description of our services as detailed in the firm's Form ADV Part 2A brochures found at [www.clearstead.com/](https://www.clearstead.com/).

### Questions to Ask Clearstead:

*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?

Clearstead provides various options for clients to pay its advisory fees, though typically fees are based upon (1) assets at a fixed rate or tiered basis (2) a fixed retainer or in some cases (3) based on an hourly rate. Fees are based on the individual circumstances of each client and negotiated based on the nature of the services requested, which can include some or all of the services referenced above. If paying an asset-based fee, typically the more assets there are in a client's account, the more a client will pay in fees, and Clearstead may therefore have an incentive to encourage its client to increase the assets in client's accounts.

Fees are typically billed quarterly in advance at the beginning of each quarter; however, could be billed in arrears, as described in an agreement. Asset-based fees are typically calculated at the beginning of each calendar quarter, using the most RECENT quarter-end market value for the liquid assets held in Client accounts under Clearstead's management. However, Clearstead will use the PRIOR quarter-end market value for the illiquid alternative investments held by Client under Clearstead's management. In rare cases, Clearstead will use the most recent market value, depending on availability of the data. Fixed retainer-based fees are based on a review of the client's financial assets, scope of services, and estimated time provided by Clearstead personnel. You may elect to have Clearstead's advisory fees withdrawn directly from an account Clearstead manages or be invoiced separately, and fees may be collected from one or more related client accounts.

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In addition to Clearstead's advisory fees, clients will pay separate and distinct fees and expenses, such as *Investment Manager Fees* charged by mutual funds and ETFs, described in each fund's prospectus; *Sub-Advisor & Private Investment Fees* charged by sub-advisors and private investment managers, described in each manager's subscription documents; *ClearAccess Platform Fees* which clients will pay to third-party investment manager and administrator (GLASfunds, LLC), an AUM-based fee described in GLAS subscription documents; and *Custodian Fees* including trade execution costs (transaction costs for buy/sell of mutual funds and commissions can be charged for ETFs/equities) and money movement costs (e.g. wires, foreign exchange).

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 additional information regarding Clearstead's advisory fees, please see additional details in the firm's Form ADV Part 2A brochures found at [www.clearstead.com/](http://www.clearstead.com/).

### Question to Ask Clearstead:

*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 recommendations we provide you. Here are some examples to help you understand what this means:

- The more services a client engages with Clearstead, the more fees a client will typically pay in advisory fees, and the firm may therefore have an incentive to offer more services.
- Clearstead receives support resources from custodians (Fidelity and Schwab) for maintaining custody of client assets.

For more information regarding Clearstead's conflicts of interests, please see additional details in the firm's Form ADV Part 2A brochure found at [www.clearstead.com/](http://www.clearstead.com/).

### Question to Ask Clearstead:

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

## How do your financial professionals make money?

Clearstead professionals are paid a salary plus a bonus based on firm-wide goals, individual performance and client referrals. Clearstead or its professionals do not receive commissions or compensation from the investment managers that it recommends to clients.

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

No Clearstead professionals have any legal or disciplinary history. Free and simple tools are available to you to research our firm and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS)

### Question to Ask Clearstead:

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

## Additional Information:

For additional information about our services, or you would like to learn more about Clearstead and its investment advisory services, or would like to request a copy of this relationship summary, please visit us at [www.clearstead.com](http://www.clearstead.com), email us at [info@clearstead.com](mailto:info@clearstead.com), or call us at 216-621-1090.

### Questions to Ask Clearstead:

*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?*