



## FORM ADV, PART 3: CLIENT RELATIONSHIP SUMMARY

March 2023

Everest Wealth Management, LLC is an investment adviser registered with the Securities and Exchange Commission. Our wealth management services and fees differ from those of a broker-dealer, and it is important for you to understand those differences. You can conduct research on firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which provides free and simple tools and educational materials for you.

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

We provide wealth management services, which include financial planning and investment management. Our Wealth Management Agreement specifies the terms and conditions of our relationship with each client.

We begin each client relationship with a comprehensive review of your financial situation, as well as your life goals, searching for areas in which we may offer advice and to provide a financial roadmap to and through retirement.

We customize our investment advice to you based on your individual needs, investment objectives, and guidelines. From there and based on our capital markets outlook which we will regularly communicate to you, we will manage your portfolio toward achieving those goals. Our discretionary investment management services involve purchasing a variety of investment vehicles for your portfolio – mutual funds, exchange traded funds, individual stocks and bonds, and private investments. We will actively manage your portfolio, responding to a changing set of opportunities and risks in the markets. We will provide you with quarterly reports, showing your portfolio's performance and a few benchmarks to which to compare over certain time periods. We will communicate with you regularly, based on your preference, to discuss your portfolio and our general market views. Beyond investing, we seek to be a resource for assisting clients with all their financial decisions throughout the years.

#### 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?

*You can find more information about our business and services from our Form ADV, Part 2A (and specifically Items 4 and therein) available at <https://static.twentyoverten.com/5c6f27873b265776d89b0a35/LBZAVtahWV9/Form-ADV-Part-II-Brochure-3-12-24.pdf>*

### What fees will I pay?

Our income is 100% received from Annual Investment Management fees charged to clients, which covers all our financial planning and investment management services to you. This annual fee is charged as a percentage of your portfolio's assets quarterly, such that the following rate would be divided by four to arrive at the quarterly rate.

<u>Assets Under Management</u>	<u>Annual Fee Rate</u>
On first \$800,000	1.0%
On next \$1,200,000	0.8%
On next \$2,000,000	0.5%
On remaining over \$4,000,000	0.2%

In appreciation of our client's loyalty, every 6<sup>th</sup> year of services is free. As example, if a client hires us in 2020, that client's free calendar years would be 2026, 2032, etc. Typically, our minimum quarterly fee is \$2,500, which means a client would pay the greater of the fee schedule above or \$2,500 per quarter. We do not charge investment management fees on current employer retirement and executive compensation assets, employer stock purchase programs, and 529 plans, but will provide advice on all investment assets.

Our goal is to partner with our clients to build their total wealth so they can achieve their life goals. Providing comprehensive investment advice is critical to effectively allocating the total portfolio and to managing all a client's assets to minimize taxes and fees.

In addition to our fee, you will incur fees charged by managers of some of the investments we purchase, as well as some transaction costs at our selected custodian, Fidelity. Be aware, you will pay fees and costs whether you make or lose money in your portfolio. 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.

*You can find more information about our fees in our Form ADV, Part 2A, (and specifically Items 5 A, B, C, and D) available at <https://static.twentyoverten.com/5c6f27873b265776d89b0a35/LBZAVtahWV9/Form-ADV-Part-II-Brochure-3-12-24.pdf>*

### **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?**

As a Registered Investment Advisor, we must act in your best interest and not put our interests ahead of yours. 100% of our income comes from our clients' annual investment management fees, so we do not have conflicts of interest that some other advisors may have, such as commissions received from selling products or referral fees. We therefore do not have a financial incentive to direct you to any particular investment product or service provider.

#### **Conversation Starter:**

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

*You can find more information about our conflict of interest in our Form ADV, Part 2A (specifically Item 11) available at <https://static.twentyoverten.com/5c6f27873b265776d89b0a35/LBZAVtahWV9/Form-ADV-Part-II-Brochure-3-12-24.pdf>*

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

Your financial advisor, John D. Seitzer, is the owner of Everest Wealth Management and his income each year is total investment management fees received from clients, less the costs of running the firm.

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

No. Visit [Investor.gov/CRS](https://www.investor.gov/crs) for a free and simple search tool to research us and other financial professionals.

#### **Conversation Starters:**

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

Please visit our website at [www.everestwealth.com](http://www.everestwealth.com) for more information about our services or call us at 913-387-2017 to request up-to-date information or a copy of this relationship summary.