



## Client Relationship Summary

March 2024

**Centerpoint Advisors, LLC** 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 retail investors to understand the differences. Free and simple tools are available to help you research firms and financial professionals at [www.Investor.gov/CRS](http://www.Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

**Investment Management:** We will meet with you to understand your current financial situation, goals, and risk tolerance. Based on what we learn, we will recommend a portfolio of investments tailored to your needs. Accounts are monitored on an ongoing basis and you can expect to meet with us at least annually either in person or remotely to review your portfolio and discuss any important changes in your life.

We primarily manage accounts on a *discretionary basis*, which means that after you agree to our overall strategy, we can buy and sell investments in your account without asking you in advance. Any limitations will be described in the signed advisory agreement. In very limited cases, Centerpoint may also manage accounts on a *non-discretionary basis*, in which you would make the ultimate decision regarding the purchase or sale of investments.

We do not restrict our advice to limited types of products or investments. Our firm generally requires a minimum account size of \$3,000,000 for our Investment Management services, although we may waive this requirement based upon certain criteria, such as anticipated future earning capacity, anticipated future additional assets, or related accounts.

**Financial Planning:** Our Financial Planning Services are designed to help you determine your critical financial needs over time and assist you in creating a detailed, integrative life plan for meeting both your short and long-term goals. We offer both comprehensive Financial Plans as well as more tailored consultations.

**Family Office and Consulting Services:** These services may include a range of investment and non-investment related functions, including but not limited to: Select Bill Pay Assistance, Charitable Giving Assistance, Estate and Tax Planning Coordination, Succession Planning, Family Governance, Business Valuation Coordination, Next Gen Educational Services, Certified Divorce Financial Analysis, and Aggregated Reporting.

*Additional information about our advisory services can be found in our Firm Brochure available online at: <https://adviserinfo.sec.gov/firm/summary/156698>.*

#### Conversation Starter

“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?”

### Q | What fees will I pay?

**Principal Fees and Costs:** We provide a broad range of Investment Management services for an annual fee based upon a percentage of the market value of the assets being managed. Our annual fee is charged monthly, in arrears, based on the value of the assets on the last day of the previous month. Centerpoint may also pass along certain administrative or overhead costs to clients that the firm incurs in the course of providing its services.

For Financial Planning services, we charge either an hourly fee or a flat fee.

Family Office and Consulting services are generally included under an investment management engagement and provided as part of the annual asset-based fee set forth above. Under certain circumstances, Centerpoint may also charge an hourly fee for its family office and/or consulting functions (such as for CDFA® services or performing a review of external portfolios and investments for non-investment management clients).

Generally, the more assets there are in your advisory account, the more you will pay in fees. We may therefore have an incentive to encourage you to increase the assets in your account.



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**Other Fees and Costs:** In addition to the fees described above, you may also incur certain charges imposed by unaffiliated third parties. Common examples include custodial fees, commissions and charges for executing trades through broker-dealers, wire transfer fees, and charges imposed directly by a mutual fund, index fund, or exchange traded fund.

**Additional Information:** 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. *More details about our fees and costs can be found in our Firm Brochure available online at:*

<https://adviserinfo.sec.gov/firm/summary/156698>.

### **Conversation Starter**

“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?”

### **Q | 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. For example, we may recommend rollovers out of employer-sponsored retirement plans and into Individual Retirement Accounts that we manage for an asset-based fee. If we don't currently manage your account held with your employer's plan, this will increase our compensation. Procedures are in place to ensure that any such recommendations are in the client's best interest.

*Additional information about our conflicts of interest can be found in our Firm Brochure available online at:*  
<https://adviserinfo.sec.gov/firm/summary/156698>.

### **Conversation Starter**

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

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

Our financial professionals are paid a fixed base salary and discretionary bonus. The discretionary bonus is based on the employee's overall performance as it relates to his or her position and responsibilities as well as the overall success of the firm. For those financial professionals who are also employee owners of the firm, these financial professionals are also eligible to receive a share of the firm's profits. This compensation structure may create an incentive for Centerpoint to recommend that you increase the size of your account with us.

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

No. Please visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS) for a free and simple search tool to research our firm and financial professionals.

### **Conversation Starter**

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

**Additional Information:** For additional information about our firm and to request a copy of our Customer Relationship Summary, please call us at (781) 400-1748 or visit our website at [www.centerpointadvisors.net](http://www.centerpointadvisors.net).

### **Conversation Starter**

“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?”