

## Client Relationship Summary

### BOSTON STANDARD WEALTH MANAGEMENT (“BSWM”)

August 12, 2024

Our firm is registered with the US Securities and Exchange Commission (the “SEC”) as an Investment Adviser.

You have a choice among different types of financial services professionals to assist you with your financial needs. These professionals offer a variety of services. It is important for you to understand the differences between the services offered, such as the difference between brokerage and investment advisory services, so that you can make an informed decision. This Summary is designed to help you understand the types of advisory services our firm can provide you. The SEC also provides free and simple tools that allow you to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS). This site also provides educational materials about broker-dealers, investment advisers and investing.

#### What Investment Services and Advice Can You Provide Me?

At BSWM, we provide investment advisory services to retail investors. We offer wealth management services, so that we can implement the investment plan that we develop together with you by investing your assets according to the plan. With limited exceptions, we generally impose a minimum portfolio value of \$2,000,000 for conventional investment advisory services. We also consider a prospective client’s age, savings rate and personality to help determine if we are a good fit to serve that investor. As part of our standard services for wealth management clients, we monitor collectively the model portfolios of all our clients on a regular basis by reviewing the model portfolios and the investments in them. We also review your particular investment plan in depth at least annually, with interim reviews and updates any time life changes or market conditions call for it. We like to meet with our clients at least annually to check in and make sure we are still on track. In addition, we offer general consulting services on a project basis.

We focus our investments on exchange traded funds. However, clients may also hold mutual funds, individual stocks and other types of investments on a limited basis.

We provide our services on a discretionary basis. This means that once we agree on an investment plan for your portfolio, we will actively manage your account(s) without contacting you to discuss each investment decision. You may impose certain written restrictions on us in the management of your investment portfolio, such as prohibiting the sale of highly appreciated stocks. You should note, however, that restrictions imposed by you may adversely affect the composition and performance of your investment portfolio.

**More information is available in our Form ADV Part 2A (our “Brochure”), in Items 4 and 7; please click [here](#) for a link to our Brochure or call our office to have a copy sent to you.** Here are some questions you might want to discuss with us in more detail:

*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?

Fees and costs will affect the value of your portfolio over time. Our only source of compensation is the fee we charge for advisory services. For wealth management clients with less than \$1.75 million under management, we assess an annual financial planning fee (agreed upon at inception of relationship) in addition to our wealth management fee. This is charged annually in advance, based on the date of inception of our relationship. Wealth management fees are generally not negotiable. Under certain circumstances, we reserve the right to negotiate a fixed fee at our discretion or to waive the Annual Retainer. We will also consider client requests for certain assets to be excluded from billing. Management fees are calculated as a percentage of the assets we manage for you and are billed monthly in arrears. With some exceptions, we do not bill clients on the value of cash in their portfolios. This is a benefit to our clients, but also creates an incentive for us to invest more of your portfolio into billable assets. Careful planning mitigates this conflict, so you will not see unexpected moves out of cash and into billable assets.

Other than very limited sales of insurance (please see below “How do your financial professionals earn money?”), we do not

sell products or investments that earn commissions or in which we have a financial interest. General consulting fees are agreed to in advance of services being provided, are usually assessed on a fixed fee basis and are to be paid in full upon entering into a written agreement with us.

In addition to the fees that we charge, your portfolio will incur other expenses. The most common examples are brokerage transaction fees (such as the fee that the broker charges to buy or sell a security in your account) and exchange traded fund, mutual fund or index fund internal expenses. 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 information is available in our Form ADV Part 2A (our “Brochure”), in Item 5,** and we are happy to discuss fee arrangements in more detail with you. For example, you might want to ask:

*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 interests and not put our interests 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 to you. Here are some examples to help you understand what this means.

As described below, we also receive income from the sale of insurance. We have a conflict of interest because the insurance carriers pay us a commission for selling insurance.

As described in detail in Item 12 of our Form ADV Part 2A, we recommend that you hold your account(s) at Charles Schwab & Co., Inc. (“Schwab”), which offers an advisor-based program. We receive benefits from our participation in this program, which provides an incentive for us to encourage you to keep your account(s) at Schwab. We receive operational support, technology, research, as well as compliance and other types of training. To continue this conversation, you might want to ask:

*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 paid a salary and are also eligible to receive bonuses based on the overall profitability of the firm. Financial professionals who are also owners may also receive their share of corporate distributions. Some of our financial professionals are licensed to sell insurance. As such, they may receive compensation based on these sales activities, which creates a conflict of interest. However, we do not allow such sales to occur in accounts that we manage for you as your investment adviser. You will never pay a fee to our firm and a commission or other transaction fee to one of our professionals on the same account.

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

Yes. There is a free and simple tool available at [www.Investor.gov/CRS](http://www.Investor.gov/CRS), which you can access at any time to read about this, our firm and our other financial professionals. You might want to ask:

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

**Additional Information**

Please refer to our Form ADV (also known as our “Brochure”), as it contains more details on these and other topics. Please call us at (781) 721-0072 or email [z.bouchard@bostonstandardwealth.com](mailto:z.bouchard@bostonstandardwealth.com) to request our latest Brochure and any updated Summary that may be available. You can also visit our website at [www.bostonstandardwealth.com](http://www.bostonstandardwealth.com) for additional information, or visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS). Finally, you might want to ask:

*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?*