

Challenger Wealth Management
April 16, 2024
FORM CRS

Challenger Wealth Management is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing. This document is a summary of the services and fees we offer to "retail" investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

What investment services and advice can you provide me?

We offer the following investment advisory services to retail investors: **Asset Management Services; Third-Party Management Services; Financial Planning and Advisory Consulting Services.**

Account Monitoring: The underlying securities within asset management accounts are continuously monitored. These accounts are reviewed at least quarterly. We will provide ongoing monitoring of third-party advisory services.

Investment Authority: We manage asset management services on a **discretionary** basis whereby **we will decide** which investments to buy or sell for your account. With some Third-Party Management Services, we have discretion to select, retain or replace third-party managers to manage your accounts. You may limit our discretionary authority (for example, limiting the types of securities that can be purchased or sold for your account) by providing our firm with your restrictions and guidelines in writing. We also offer **non-discretionary** investment management services whereby we will provide advice, but **you will ultimately decide** which investments to buy and sell for your account. You have an unrestricted right to decline to implement any advice provided by our firm on a non-discretionary basis.

Investment Offerings: We provide advice on various types of investments. We primarily use mutual funds, stocks, bonds, certificates of deposits, government securities, exchange traded funds, money markets and some fee-based annuities based on your goals and objectives.

Account Minimums and Requirements: Each Third-Party Management Service that we offer has their own account minimum. We do not have an account minimum for our asset management services. Our minimum fee to obtain stand-alone financial planning services is \$1,500.

Detailed information regarding our services, fees and other disclosures can be found in our Form ADV Part 2A Items 4, 7, and 8 by clicking this link <https://adviserinfo.sec.gov/firm/brochure/121498>.

Key Questions to Ask Your Financial Professional

- **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?

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services.

- **Asset Based Fees** - For accounts held at Schwab, the asset management fee is generally billed in advance quarterly. Since the fees we receive are asset-based, we have an incentive to increase your account value which creates a conflict. If your managed account is held directly at American Funds, the management fee is billed quarterly in arrears.
- **Hourly Fees** - For hourly advice, we charge fees ranging from \$150 to \$350/hr. These fees are payable upon receipt of invoice.
- **Fixed Fees** - Minimum fee of \$1,500 up to \$5,000 for stand-alone advice. Payable as invoiced and will depend on the complexity of the financial situation.

Examples of the most common fees and costs applicable to our clients are:

- Custodian fees;

- Account maintenance fees;
- Fees related to mutual funds and exchange-traded funds;
- Transaction charges when purchasing or selling securities; and
- Other product-level fees associated with your investments

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 detailed information, refer to our Form ADV Part 2A, Items 5 and 6 by clicking this link <https://adviserinfo.sec.gov/firm/brochure/121498>.

Key Questions to Ask Your Financial Professional

- **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.

- **Third-Party Payments:** Persons providing investment advice on behalf of our firm are licensed as independent insurance agents. These persons will earn commission-based compensation for selling insurance products. Insurance commissions are separate and in addition to our advisory fees. This practice presents a conflict of interest because they have an incentive to recommend insurance products to you for the purpose of generating commissions rather than solely based on your needs.
- Because our revenue is derived from asset-based fees, we have an incentive to grow your account as much as possible. This could cause us to take overly aggressive positions in conflict with your interests in an attempt to grow your account.

Key Questions to Ask Your Financial Professional

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

Refer to our Form ADV Part 2A Brochure by clicking this link <https://adviserinfo.sec.gov/firm/brochure/121498> to help you understand what conflicts exist.

How do your financial professionals make money?

The financial professionals servicing your account(s) are compensated by a salary and advisory fees for assets under management. Financial professionals' compensation is based on the amount of client assets they service. The revenue the firm earns from the services or recommendations made, and the time and complexity required to meet a client's needs.

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

Yes, our firm currently does have a disciplinary history to disclose. The event is disclosed in our Form ADV. These documents can be found by going to [Investor.gov/CRS](https://investor.gov/CRS).

Key Questions to Ask Your Financial Professional

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

You can find additional information about your investment advisory services and request a copy of the relationship summary at 949-754-0464 or click the link <https://adviserinfo.sec.gov/firm/brochure/121498>.

Key Questions to Ask Your Financial Professional

- **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?**