

# CLIENT RELATIONSHIP SUMMARY

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April 18, 2024



## Introduction

Wharton Business Group, LLC ("WBG") 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 you to understand the differences. 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.

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

Our clients are typically business owners and operators and their families. These types of clients could include individuals, high net worth individuals, pension and profit sharing plans, trusts, estates and charitable organizations. We consult business owners in developing a business continuity plan (BCP). A BCP has many facets which may include estate planning and leadership succession.

We also provide investment advisory services on a discretionary basis which means you grant us the authority to make investment decisions on your behalf. While the vast majority of accounts are managed on a discretionary basis so any transactions can be performed as expeditiously as possible with little inconvenience to you. Some accounts are managed on a non-discretionary basis. These accounts are managed in the same manner, but we will call you prior to the execution of a transaction.

At WBG we are fiduciaries meaning we put our needs ahead of our clients. We provide the continuous management and rebalancing of your portfolio. We do not use proprietary models or products nor limit investment offerings. We want our clients to have access to what works best for them. We work with you to develop an investment and asset allocation policy by determining your investment objectives, and profiling your risk tolerance.

WBG provides retirement consulting services to employee benefit plans and their fiduciaries. The services are designed to assist the plan sponsor in meeting their management and fiduciary obligations to the plan under the Employee Retirement Income Securities Act ("ERISA"). Retirement consulting services will consist of general or specific advice, and may include strategic planning, reviews of the plan, plan fees and costs, third party service providers, assessment of investments, and participant education.

WBG also provides financial planning and related consulting services regarding non-investment related matters, such as estate planning, tax planning, insurance, etc.

For more detailed information, please refer to our Disclosure Brochure, the ADV Part 2A, under Item 4 Advisory Business and Item 7 Types of Clients, which can be found by [CLICKING HERE](#).

## What fees will I pay?

If you engage WBG to provide investment advisory services on a negotiable fee basis, the annual investment advisory fee would be based upon a percentage of the market value and type of assets placed under the WBG's management. The annual fee ranges from 0.50% to 1.00% but is negotiable in the sole discretion of WBG.

Retirement plan consulting services may be charged either at a pre-determined hourly rate, a fixed fee or based upon a percentage of the plan assets. The exact fee will be negotiated in advance of services rendered and shall be clearly set forth in the Investment Advisory Agreement. The fixed fee ranges from \$5,000 to \$100,000. Hourly fees range from \$50 to \$300 per hour. Basis point fees range from 0.25% to 1.00%. All fees are negotiable and are based upon various factors such as plan size and plan complexity. At the inception of the relationship, the client is required to pay WBG an initial fixed retainer prior to services rendered. Thereafter, all fees are payable quarterly in advance as invoiced.

WBG's planning and consulting fees are negotiable, but generally range from \$750 to \$8,500 on a fixed fee basis, and from \$175 to \$325 on an hourly rate basis, depending upon the level and scope of the service(s) required and the professional(s) rendering the service(s).

There are a number of other fees that may be associated with holding and investing in securities. Some of these fees include: custodian fees, account maintenance fees, fees related to mutual funds, ETFs, and other transactional fees.

*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 more specific information regarding our fees, please refer our Disclosure Brochure, the ADV Part 2A under Item 5, Fees and Compensation by [CLICKING HERE](#).

## 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, some financial professionals of WBG are licensed insurance agents separate from WBG and may recommend the purchase of certain insurance-related products on a commission basis. Clients can engage these licensed insurance agents to purchase insurance products on a commission basis. WBG employees remind clients both verbally and in writing that they may purchase insurance products elsewhere.

For more specific information regarding compensation and conflicts, please refer our Disclosure Brochure, the ADV Part 2A under Item 10, Outside Affiliations by [CLICKING HERE](#).

## How do your financial professionals make money?

Financial professionals of WBG are paid a portion of the asset management fees collected from clients. Financial professionals are not rewarded sales bonuses.

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

Yes. Financial professionals of WBG have a settled customer dispute disclosure alleging a breach of fiduciary duty to a private company's employee retirement plan because the plan lost money during the 2008 – 2009 time period. WBG nor any financial professionals were required to contribute any money to the settlement. Free and simple tools are available to research firms and financial professionals at [investor.gov/CRS](http://investor.gov/CRS).

## Additional Information

Additional information about our investment advisory services can be found at [www.WhartonBusinessGroupLLC.com](http://www.WhartonBusinessGroupLLC.com). A copy of our client relationship summary can also be requested by calling our Chief Compliance Officer, BJ Webster at (484) 328-3590.

Here are some SEC recommended conversation starters 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?"*
- *"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?"*
- *"How might your conflicts of interest affect me, and how will you address them?"*
- *"As a financial professional, do you have any disciplinary history? For what type of conduct?"*
- *"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?"*