

## Canter Wealth

### Form CRS Relationship Summary (Form ADV Part III)

As of July 1, 2020

#### INTRODUCTION

**Canter Wealth is registered with the Securities and Exchange Commission as an investment adviser.** We have been in business since March 2013 and are located at 7825 Fay Ave, Suite 140, La Jolla, CA. We provide investment advisory accounts and financial planning services for a fee rather than offering brokerage accounts and services for commission. **Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences.** This document gives you a summary of the types of services we provide and how you pay. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), the SEC's investor education website, which also provides educational materials about broker-dealers, investment advisers, and investing.

#### RELATIONSHIPS & SERVICES

##### **What Investment Services & Advice Can You Provide Me?**

**Description of services** - We offer investment advisory services to retail investors, including **investment supervisory services, financial planning services, ERISA and retirement plan consulting services, educational courses and workshops, and selection of other advisers services**, as part of our standard services. If you open an advisory account with our firm, we will discuss your financial goals, and help you design a strategy that strives to achieve those goals. Our services are controlled by our investment advisory contract with you. **We are responsible for monitoring retail investors' investments;** we will offer you advice regularly and will contact our clients, by phone, in person or by e-mail no less than annually to review their portfolio accounts. We will provide you with various account reports, periodically, *and no less than annually at a minimum*. Your custodian will have custody/possession of your account assets and will provide you with monthly or quarterly account statements and trade confirms showing all activity during the reporting period, as well as the deduction of any fees, expenses, or other charges from your account. We are available for more frequent meetings, upon your request. We do not monitor **financial planning services** client accounts and will not contact them to review their portfolio or provide further reports, after delivery of their plan.

We offer two types of investment authority: **discretionary or non-discretionary accounts**. You can choose a "**discretionary account**" (*an account that allows us to buy and sell investments within your account, without asking you in advance*), or a "**non-discretionary account**" (*an account where we will provide you advice, and you will then decide how to proceed; you will make the ultimate decision concerning the purchase or sale of your investments*). **We do not exercise any investment authority in connection with financial plan preparation or educational courses and workshops services.** **We do not restrict our advice to limited types of products or investments.** *Other firms could provide advice on a wider range of choices, some of which might have lower costs.* **Our minimum asset requirement for new clients is \$500,000.** We may make an exception to this requirement at our discretion. There are no minimum account amounts for **financial planning services** or to participate in our **educational courses and workshops**. Clients who use our **selection of other advisers' services** are required to invest the amounts detailed within their Account Agreement with their referred 3<sup>rd</sup> Party Adviser. Our clients are under no obligation to act upon our recommendation(s), and should they elect to act on any recommendations received, they are under no obligation to effect the transaction through us. *(For more information, please view our [Form ADV, Part 2A Disclosure Brochure](#), Items 4 & 7.)*

**Conversation Starters: 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? Please explain what the abbreviations in your licenses are and what they mean.*

**Compare Us vs. Typical Brokerage Accounts** - You could also open a brokerage account with a broker-dealer ("BD"), where you may pay a transaction-based fee, generally referred to as a commission, when the broker-dealer buys or sells an investment for you. Features of typical brokerage accounts include (1) with a broker-dealer, you may select investments, or the BD may recommend investments for your account, but the ultimate decision for your investments is yours, (2) a BD must act in your best interests and not place its interests ahead of yours when they recommend an investment or an investment strategy involving securities, and the purchase and sale of investments will be yours, (3) when a BD provides any service to you, they must treat you fairly and comply with a number of specific obligations. Unless you and the BD agree otherwise, they are not required to monitor your portfolio or investments on an on-going basis, (4) if you were to pay a transaction-based fee in a brokerage account, the more trades in your account, the more fees the BD may charge you, so it may have an incentive to encourage you to trade often. **You can receive advice in either type of account, but you may prefer paying a *transaction-based fee* from a cost perspective if you do not trade often or if you plan to buy and hold investments for longer periods of time. You may prefer paying an *asset-based fee* if you want continuing advice or want someone to make investment decisions for you, even though it may cost you more than a transaction-based fee.**

**Conversation Starters: Ask Your Financial Professional** — *Given my financial situation, should I choose an investment advisory service? Why should I choose a brokerage account? Why or why not?*

#### FEES, COSTS, CONFLICTS & STANDARDS OF CONDUCT

##### **What Fees Will I Pay?**

**Description of Principal Fees & Costs** - All Canter Wealth's fees vary and are negotiable. The amounts you will pay for advisory services will depend upon the services you choose and the dollar value of assets, including cash, in your account. Fees and costs affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay. *(Any fees you pay will align with the types of fee(s) we report in [Form ADV, Part 2A Brochure](#), Items 4 & 7. Kindly also see Form ADV Part 2A, specifically Items 5.A., B., C, and D, and consider your ERISA 408(b)(2) disclosure (as applicable).* **You must be aware:**

→ The amount paid to our firm and your financial professional generally does not vary based on the type of investments we select on your behalf.

- Fees will reduce the value of your account and will be deducted from your account - typically, the more assets you have in an advisory account, including cash, the more you will pay us. We, therefore, have an incentive to increase the assets in your account to increase our fees, which creates a conflict of interest when we charge on-going asset-based fees for our services.
- Fees will be deducted directly from your account or as further detailed in our Form ADV Part 2B Disclosure Brochure and your executed Advisory Agreement, and some investments, such as mutual funds and variable annuities, will also impose additional fees that will reduce the value of your investments over time. You may also be required to pay fees when certain investments are sold (i.e., surrender charges for selling variable annuities).
- Please ask your financial professional to give you personalized information on the fees and costs that you will pay. *Lower fees for comparable services can, at times, be available from other sources.*

Service Offered	Total Assets Under Management	Annual Fee
Investment Supervisory Services	\$500,000 - \$1,000,000	1.00%
	\$1,000,001 - \$2,000,000	0.90%
	\$2,000,001 - \$3,000,000	0.85%
	\$3,000,001 - \$4,000,000	0.80%
	\$4,000,001 - \$7,000,000	0.70%
	\$7,000,001 - \$9,000,000	0.60%
	\$9,000,001 - \$12,000,000	0.55%
	\$12,000,001 - \$20,000,000	0.50%
	Above \$20,000,000	0.45%
	Clients will pay an on-going <b>asset-based fee</b> in advance of each quarter, based on the value of the cash and investments in their advisory account as of the end of the prior quarter. They will pay this fee even if they do not buy, sell, or have account activity, and the amount paid generally will not vary based on the type of investments selected in their account. Accounts falling below \$500,000 will be subject to a minimum quarterly fee of \$1,250.	
Financial Planning Services	Clients will pay a <b>fixed fee</b> of \$1,000 - \$20,000, as agreed upon before engagement, based upon the complexity and scope of their financial plan. Any changes to the plan/additional fees require advance client approval.	
ERISA & Retirement Plan Consulting Services	See the "Investment Supervisory Services" Fees, above. Clients will pay the above <b>asset-based fees</b> quarterly even if we do not provide any services during that quarter.	
Selection of Other Advisers Services	We are compensated via a fee share from the 3 <sup>rd</sup> Party Advisers to which we direct clients. Fees are disclosed in the Agreement between us and each of the 3 <sup>rd</sup> Party Advisers to whom we introduce clients. Clients will pay an <b>asset-based fee</b> , paid quarterly in accordance with the Account Agreement they sign with their referred 3 <sup>rd</sup> Party Adviser.	
Educational Courses & Workshops	Fees for educational courses and workshops may be charged either to participants, through a pre-determined ticket price (typically \$25-100), or to a sponsoring company via a flat fee. In limited circumstances, the fees may be waived.	

**Description of Other Fees & Costs - 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.** The most common fees and costs applicable to our retail investors include fees and charges related to custodial and account maintenance fees, fees related to mutual funds, ETFs, and other transactional and/or product-level fees.

**Conversation Starters: 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 & 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. We are held to a fiduciary standard that covers our entire investment advisory relationship with you. We must abide by certain laws and regulations in our interactions with you.* We are required to monitor your portfolio, investment strategy, and investments on an on-going basis. *Our interests can conflict with your interests. We must eliminate these conflicts or tell you about them in a way you can understand so that you can decide whether to agree to them.* 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, Canter Wealth is an affiliate of the Canter Companies, which operates a range of businesses through commonly controlled entities, and we may, where appropriate, recommend products or services offered by an affiliated company which may result in additional compensation to the Canter Companies.

**How Do Your Financial Professionals Make Money?** Our financial professionals are compensated based on the revenue our firm earns from their advisory services or recommendations, the amount of client assets they service, and the time and complexity required to meet a client's needs. Additionally, certain of our adviser representatives are licensed real estate agents of an independent and unaffiliated real estate brokerage and agency and may earn commissions from real estate transactions. *(For additional information, please view our [Form ADV Part 2A Disclosure Brochure](#), Item 10.)*

**Conversation Starters: Ask Your Financial Professional —** *How might your conflicts of interest affect me, and how will you address them?*

## DISCIPLINARY HISTORY

**Do You or Your Financial Professionals Have Legal or Disciplinary History?** We do not have disciplinary history to disclose. Visit [www.investor.gov](http://www.investor.gov) for a free and simple search tool to research our firm and our financial professionals. To report a problem to the SEC, visit the [SEC's Investors Complaint Page](#) or call their toll-free investor assistance line at 800.732.0330. If you have a problem with your investments, investment account, or financial professional, contact us in writing at 7825 Fay Avenue, Suite 140, La Jolla, California 92037.

**Conversation Starters: Ask Your Financial Professional —** *As a financial professional, do you have any disciplinary history? For what type of conduct?*

## ADDITIONAL INFORMATION

For additional information on our advisory services, see our [Form ADV Part 2A Disclosure Brochure](#) on the IAPD system by searching by our firm name and CRD # 167828 (<https://adviserinfo.sec.gov/>), and any Form ADV Part 2B Brochure Supplement a financial professional provides. You may also view our Form ADV Brochure on our website, <https://canterwealth.com>, or receive it calling us at 858.812.7550 or e-mailing us at [info@canterwealth.com](mailto:info@canterwealth.com).

**Conversation Starters: Ask Your Financial Professional —** *Who is the primary contact person for my account, and are they a representative of an investment adviser or broker-dealer? What can you tell me about their legal obligations to me? If I have concerns about how this person is treating me, who can I talk to?*