

## Part 3 of Form ADV (Form CRS)

Wiener Financial Management

March 1, 2022

We are an investment advisor registered with the U.S. Securities and Exchange Commission (SEC). We provide investment advisory services rather than brokerage services. There are different ways you can get help with your investments and fees differ. You should carefully consider which types of services are right for you.

This document gives you a summary of the types of services we provide, how you pay, and questions to consider. Ask us for additional information or go to [www.wienerfinancial.com](http://www.wienerfinancial.com). Free and simple tools to research firms and financial professionals are at [www.investor.gov/crs](http://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisors, and investing.

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

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We provide investment advisory accounts and services to retail investors. We do not offer brokerage services. We provide investment advice and financial planning to individuals and entities.

We monitor your portfolio and investment strategy quarterly. We perform account reviews more frequently when market conditions dictate. We track your underlying investments regularly in the interim. We invest in a wide selection of (non-proprietary) investments. We base your investment strategy on your financial situation. You may change your objectives at any time. The primary investment strategy is asset allocation.

Your accounts will be discretionary, which means you allow us to buy and sell investments in your account without asking in advance. You must authorize, however, any purchase of private, unregistered investments.

Client relationships vary in scope and length of service. We do not have an account minimum. Instead, we decide on a case-by-case basis, at our discretion, who to accept as clients. You may find additional information about our services at <http://www.wienerfinancial.com/images/adv.pdf>

#### **Conversation Starters:**

*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?

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We base our fees on a percentage of assets under management. In some instances we charge fixed fees. The fee may be negotiated. Investment management fees are billed quarterly, in *ADVANCE*, meaning that we invoice you *BEFORE* the three-month billing period has *ENDED*. We do not base our fees on the type of investments selected. You may authorize us to deduct fees from your account, which would reduce your account's value.

Our fees do not include commissions, transaction fees, account fees, and other related costs and expenses charged by custodians, brokers, and other third parties, such as annuities. Also, our fees do not include management expenses charged by mutual fund and ETF managers. We do not receive any commissions or fees. You can find additional detailed information in our ADV Part 2A at: <http://www.wienerfinancial.com/images/adv.pdf>.

The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets under management in order to increase our fees. You pay our fee even if you do not buy or sell any investments during the quarter.

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.

**Conversation Starters:**

*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 advisor? How else does your firm make money and what conflicts of interest do you have?**

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**When we act as your investment advisor**, 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, if you have money to pay off your mortgage, we would have an incentive to recommend that you invest your money with us instead.

We do **not** receive any payments based upon the type of investments you purchase. We have **no** incentive to buy any particular investments.

Although we are an independent advisor, we receive economic benefits from Schwab (custodian/broker) because our clients maintain accounts there. These benefits include support products and services that enable us to operate our business. Our receipt of benefits from Schwab creates a conflict with your interest in receiving the best value in custody services and the most favorable execution of transactions. A more detailed description of this conflict can be found in the

“Brokerage Practices” section of the ADV Part 2A <http://www.wienerfinancial.com/images/adv.pdf>.

**Conversation Starters:**

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

**How do your financial professionals make money?**

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We pay our professionals based upon the amount of assets we manage. We therefore have an incentive to manage more of your assets. We do **not** pay our professionals based upon the types of investment products you invest in.

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

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We do **not** have any legal or disciplinary history. You may go to [www.investor.gov/crs](http://www.investor.gov/crs) to access a free and simple search tool to research us.

**Conversation Starters:**

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

**Additional Information**

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Your primary contact person is Bruce Wiener. You can find additional information at [www.wienerfinancial.com](http://www.wienerfinancial.com). You may request updated information and request a copy of the Form CRS by calling 301-762-0030 or emailing [bruce@wienerfinancial.com](mailto:bruce@wienerfinancial.com).

**Conversation Starters:**

*Who is my primary contact person? Is he or she a representative of an investment advisor or a broker-dealer? Whom can I talk to if I have concerns about how this person is treating me?*