

Wealth Management Resources, Inc.

Customer Relationship Summary

June 1, 2020

Wealth Management Resources, Inc. is registered with the Securities and Exchange Commission (SEC) as a registered investment adviser and a broker-dealer. We are also a member of FINRA and SIPC. Investment advisory and brokerage services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at <https://www.investor.gov/CRS>, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer both investment advisory and brokerage services, and make recommendations, to retail investors. All recommendations regarding your advisory account will be made in an advisory capacity and all recommendations regarding your brokerage account will be made in a broker-dealer capacity. When we make a recommendation to you, we will expressly tell you orally which account we are discussing.

➡ Here is a summary of how we serve you as an **investment adviser**:

- *Services:* We offer financial planning services, portfolio management services, pension consulting services, and educational seminars/workshops. For details about these services, refer to our Form ADV Part 2A disclosure at <https://adviserinfo.sec.gov/firm/brochure/45452>. Refer to Items 4, 7, 13 and 16.
- *Account Monitoring:* If you open an investment advisory account with our firm, as part of our standard service we will monitor your investments. We monitor Custom Accounts and SEI Accounts on a continuous basis; we monitor 401k Plans and tax-advantaged college savings accounts on an annual basis. If you have engaged us to develop your financial plan, we will review and update your plan upon request.
- *Investment Authority:* We manage the majority of our investment advisory accounts on a **discretionary** basis whereby **we will decide** which investments to buy or sell for your account. 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. For certain qualifying clients, we also offer **non-discretionary** investment management services and programs, whereby we will provide advice, but **you will ultimately decide the asset allocation for your account**. In this type of account, you have an unrestricted right to decline to take any advice provided by our firm.
- *Investment Offerings:* We primarily offer advice on mutual funds, exchange traded funds, and variable annuities. Additionally, we may advise you on any type of investment that we deem appropriate based on your stated goals and objectives. We may also provide advice on any type of investment held in your portfolio at the beginning of our advisory relationship.
- *Account Minimums and Requirements:* In general, we require a minimum of \$150,000 to open and maintain an advisory account relationship, which may be waived at our discretion. We also have programs for customers who do not meet our general account minimum criteria.

➡ Here is a summary of how we serve you as a **broker-dealer**:

- We recommend buying or selling securities after considering your investment profile, and we complete the transactions you decide to make based on our recommendations. We also recommend different account types, such as a retirement account.
- We also complete transactions for you that you request, that are not based on our recommendations.
- We offer limited types of securities and investments, including mutual fund shares, variable annuities, and equity-indexed annuities (EIAs). Our mutual fund and insurance product offerings are limited to certain companies—we do not offer *all* mutual fund and variable products on the market.

- We are an “application-way” broker-dealer, which means we forward your investment application and investment funds to a mutual fund or insurance product issuer. Your investment is held directly by those companies, not in an account at our firm.
- We do not assume discretionary authority over your accounts, meaning, we always get your approval before making or changing investments for you.
- Unless we separately agree in writing, we do not monitor your account or your investments.
- We do not offer stocks and bonds, products that are proprietary to our firm, or access to initial public offerings.
- We do not impose a minimum investment amount, however, minimum investment amounts may be imposed by the mutual fund or insurance company issuer.

Before and after you become a customer, we will disclose other material information about our services, fees, conflicts, investment philosophy, and our relationship; those disclosures will be made orally or in various documents, such as our Advisory Agreement, New Account Form, and/or documents that describe the specific characteristics and risks of different products (like prospectuses). Some information will be provided by third parties, such as mutual fund companies. **For additional information** please call us at 401-356-1400 or visit <https://www.wealthmanagers.com/>.

Questions to Ask Your Financial Professional



Given my financial situation, should I choose an investment advisory service?

Should I choose a brokerage service?

Should I choose both types of services? 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 fees you pay depend on whether you choose advisory services, brokerage services, or both.

➡ For **investment advisory services**, the following summarizes the principal fees and costs associated with engaging our firm as investment adviser. For detailed information, refer to our Form ADV Part 2A disclosure at <https://adviserinfo.sec.gov/firm/brochure/45452>. Refer to Items 4, 5 and 12.

- **Asset Based Fees** - Payable at the end of each quarter. Since the fees we receive are asset-based (i.e. based on the value of your account), we have an incentive to increase your account value which creates a conflict.
- **Hourly Fees** - Payable after we provide contracted financial planning or advisory services.
- **Fixed Fees** - 50% payable upfront, with the remaining balance due after we complete your financial plan. You will pre-approve of these fees in an agreement.
- **Other Advisory Fees** - Advisory fees charged by third party money managers, which are separate and apart from our fees.

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


➡ For **brokerage services**, the principal, and most common, fees that you will pay are transaction-based commissions and sales charges:

- Depending on the investment product you select, fees can include up-front commissions, as well as fees that are charged on an on-going basis for as long as you hold the investment (“trails”). Different “share classes” carry different sales charges.
- Mutual funds assess a sales charge, also called a commission, for each buy transaction, and the mutual fund company pays us a portion of that fee. Fees consist of flat fees and/or a percentage of the investment amount, and some of those fees are paid as trails.
- Variable annuity issuers may impose up-front charges and “surrender” charges, depending on the product you buy and when you withdraw your investment. Fees consist of flat fees and/or a percentage of the investment amount. We are paid a portion of those fees.
- EIAs are insurance products that have sales charges similar to variable annuities. We are paid a portion of fees charged to you.

There are additional fees that may be charged for brokerage services, for instance, mutual fund companies assess their own internal fees, including annual account maintenance fees, management fees and other charges as described in each product’s prospectus.

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.

Your financial professional will provide you with specific costs when discussing advisory services or securities transactions, and you will see disclosures about commissions, sales charges, or other fees in documents such as trade confirmations and prospectuses. **For additional information** on fees and costs, please call us at 401-356-1400.

	<p>Questions to Ask Your Financial Professional</p> <p>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?</p>
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What are your legal obligations to me when providing recommendations as my broker-dealer or when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

When we provide you with a recommendation as your broker-dealer or 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 recommendations and investment advice we provide you. Here are some examples to help you understand what this means.

- *Advisory Fees:* The more assets there are in your advisory account, the more you will pay in fees, and the firm may therefore have an incentive to encourage you to increase the assets in your account. If you pay us hourly for investment advice or financial planning, we have an incentive to spend more time with you.
- *Brokerage Commissions and Trails:* The more securities you purchase, the more we will be paid in commissions or other fees. Therefore, we have an incentive to encourage you to increase the size of your investment. Products that pay trails provide on-going fees to us and we have an incentive to recommend them. Also, the amount of trails received varies from product to product. This creates an incentive to recommend a product that pays a higher trail rather than a lower trail.

- **Brokerage Commissions and Advisory Fees:** Some individuals in our firm are dually licensed as Registered Representatives (RRs) and Investment Adviser Representatives (IARs). When an RR/IAR sells you securities, our firm receives commissions or fees, and the RR/IAR is ultimately compensated based on our firm's income. This compensation is separate and in addition to our advisory fees. This practice presents a conflict of interest because our RR/IARs have an incentive to recommend investment products based on the compensation received rather than solely based on your needs. You always have the right to decide whether to purchase securities from us based on this conflict of interest. We will always tell you what the commissions paid to us will be in advance of your purchase.
- **Third-Party Payments:** Some financial professionals in our firm are licensed insurance agents; they sell insurance products and the firm receives a commission as compensation. This creates a conflict because those individuals are incentivized to sell you an insurance product for the commission, and not necessarily for your best interest. For products requiring both a securities and insurance license, you may be limited to buying products from insurance carriers who have a selling agreement with us as broker-dealer.

For additional information, and to help you understand what conflicts exist, refer to our brochure at <https://adviserinfo.sec.gov/firm/brochure/45452>, Items 5, 10, 12 and 14. Also, when you do brokerage business with us, we will provide you with a complete disclosure of fees and costs and any related conflicts of interest.



Questions to Ask Your Financial Professional

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

How do your financial professionals make money?

The financial professional servicing your account(s) is compensated in the following ways, and their compensation depends on their role as IAR or RR:

- ➔ For **advisory services**, compensation includes salary and bonuses based on client management, administrative responsibilities, and other contributions to our operations.
- ➔ For **brokerage services**, compensation includes salary and bonuses based on sales efforts, client service, administrative responsibilities, and other contributions to our operations. RRs are not paid a percentage of the sales or other income they generate from securities transactions.

Do your financial professionals have legal or disciplinary history?

Yes. Visit <https://www.investor.gov/CRS> for a free and simple search tool to research us and our financial professionals.



Questions to Ask Your Financial Professional

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

Additional Information

For additional information about our services, or for a current copy of this CRS disclosure, please call us at 401-356-1400 or visit us at <https://www.wealthmanagers.com>.



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?