



FORM CRS RELATIONSHIP SUMMARY FEBRUARY 2022

INTRODUCTION

Joss Brown Wealth Advisors, LLC ("JBWA") is registered with the Securities and Exchange Commission (SEC).

Brokerage and investment advisory 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 www.investor.gov/CRS, which also provides educational material about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer investment advisory services to retail investors. For investors that can reasonably pay our minimum fees, we provide financial planning services, in which we provide advice and recommendations regarding your personal investment goals and objectives, personal balance sheet, tax planning, risk management, retirement, education, cash flow and investment planning. We offer financial planning as a stand-alone service.

We provide investment management services that we offer on a discretionary or non-discretionary basis according to the authority you provide in an investment advisory agreement with us. With discretion you provide us with authority to determine the investments to buy and sell in your account on an ongoing basis. You may impose reasonable restrictions on our discretionary authority, which must be provided to us in writing and accepted by us. If you do not provide us with discretion, then we will make recommendations and you will have the final decision regarding whether we purchase or sell investments on your behalf. As part of our investment management services, we will continuously monitor your investments and provide advice. Our services also include the recommendation or selection of other investment advisers. We require a minimum initial and ongoing account size for portfolio management services.

Additional information about our services can be found in ADV Part 2A, Items 4 and 7.

Ask your financial professional...

- *Given my financial situation, should I choose an investment advisor 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?

We offer both ongoing investment management (on a discretionary and/or non-discretionary basis) and financial planning advice. As a firm we charge a percentage of the investable assets that we advise on. The investment advisory fee is negotiable to 1% and the annual wealth management fee is generally a minimum of \$5,000. Ongoing services for investment management and financial planning together are considered wealth management. These assets are inclusive of all investment accounts managed within the household, including those managed outside of our custodians. We also charge on cash being held inside of portfolios as an asset class. Fees are assessed on a quarterly basis and paid in advance. Betterment accounts are assessed in arrears. Clients are generally assessed a monthly or quarterly financial planning fee in addition to investment management fees. You should be aware that as you increase the balance of your accounts, your fee increases.

Stand-alone financial planning projects and consulting fees are negotiable, but generally begin at a minimum of \$5,000 to a maximum of \$50,000, depending on the level and scope of the services required.

Retirement plan consulting fees are charged based percentage of assets under management and generally range between .25% and 1% with a \$5,000 minimum.



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Examples of the most common fees and costs applicable to retail investors include custodian fees, account maintenance fees, fees related to mutual funds and variable annuities, and other transactional fees and product-level 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.

Please refer to firm's ADV Part 2, Item 5 for additional information regarding our fees.

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 providing recommendations 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 is an example to help you understand what this means.

JBWA allows our employees to purchase or sell the same securities that may be recommended to and purchased on behalf of Clients. Owning the same securities we recommend (purchase or sell) for you presents a potential conflict of interest that, as fiduciaries, we must disclose to you and mitigate through policies and procedures. Other conflicts of interest involve placing money under management, vs. paying off debt or purchasing outside investments like real estate, partnerships, or hard assets such as precious metals. Our fees may be higher than that of other advisors who provide similar services.

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?

Our firm is a fee-only practice. All our financial professionals are compensated by a salary or hourly wages, not by commissions. From time to time, we award companywide bonuses for meeting benchmarks for revenue, professional development, and growth. Our employees are not compensated based on the amount of assets that we advise on or the number of clients they serve. Salaries may differ based on their responsibilities within the firm. Our partners are also compensated by salary and companywide bonuses. Profits are distributed to members.

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

No. Please visit [Investor.gov/CRS](https://www.investor.gov/crs) for a free and simple search tool to research you and your financial professionals.

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

Additional information about JBWA's service and to request a copy of ADV Part 3 (Form CRS), please contact us at 757-903-2127.

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?

You may contact our Chief Compliance Officer, Katherine Brown, at klb@jossbrown.com, at any time to request a current copy our disclosures. Our Chief Compliance Officer may also be reached at (757) 903-2127