

## Client Relationship Summary

**BOSTON STANDARD WEALTH MANAGEMENT (“BSWM”)**

**JULY 1, 2020**

Our firm is registered with the US Securities and Exchange Commission (the “SEC”) as an Investment Adviser.

You have a choice among different types of financial services professionals to assist you with your financial needs. These professionals offer a variety of services. It is important for you to understand the differences between the services offered, such as the difference between brokerage and investment advisory services, so that you can make an informed decision. This Summary is designed to help you understand the types of advisory services our firm can provide you. The SEC also provides free and simple tools that allow you to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS).

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

At BSWM, we provide investment advisory services to retail investors. We offer wealth management services, so that we can implement the investment plan that we develop together with you by investing your assets according to the plan. We do not generally impose a minimum portfolio value for conventional investment advisory services. For wealth management clients, we monitor collectively the investments of all of our clients on a continuous basis, and we review your particular investment plan in depth at least annually, with interim reviews and updates any time life changes or market conditions call for it. We like to meet with our clients at least annually to check in and make sure we are still on track. In addition, we offer general consulting services on a project basis. Finally, we provide Retirement Plan consulting services to Plans and Plan Fiduciaries.

We focus our investments on exchange traded funds. However, clients may also hold mutual funds, individual stocks and other types of investments on a limited basis.

We provide our services on a discretionary basis. This means that once we agree on an investment plan for your portfolio, we will actively manage your account(s) without contacting you to discuss each investment decision. You may impose certain written restrictions on us in the management of your investment portfolio, such as prohibiting the sale of highly appreciated stocks. You should note, however, that restrictions imposed by you may adversely affect the composition and performance of your investment portfolio.

**More information is available in our Form ADV Part 2A (our “Brochure”), in Items 4 and 7; please click [here](#) for a link to our Brochure or call our office to have a copy sent to you.** Here are some questions you might want to discuss with us in more detail:

*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?**

Fees and costs will affect the value of your portfolio over time. Our only source of compensation is the fee we charge for advisory services. Wealth management fees are calculated as a percentage of the assets we manage for you, and are billed monthly in arrears. This aligns our interests with yours, since we earn more money as the value of your portfolio increases. Our financial success is based on your financial success.

General consulting fees are agreed to in advance of services being provided, are usually assessed on an hourly or fixed fee basis, and are to be paid in full upon entering into a written agreement with us.

In addition to the fees that we charge, your portfolio will incur other expenses. The most common examples are brokerage transaction fees (such as the fee that the broker charges to buy or sell a security in your account) and mutual fund internal expenses. 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. **More information is available in our Form ADV Part 2A (our “Brochure”), in Item 5,** and we are happy to discuss fee arrangements in more detail with you. For example, you might want to ask:

*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, and what conflicts of interest do you have?**

When we act as your investment adviser, we have to act in your best interests and not put our interests 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 to you. Here are some examples to help you understand what this means.

The concept of conflicts of interest sounds complicated but we don't think it is. A conflict exists whenever one party can potentially benefit at the expense of another party. We have gone to great lengths to diminish or eliminate the majority of conflicts of interest that naturally exist in the client: adviser relationship. For example, we are only paid based on the value of the assets we manage on your behalf, or fixed or hourly fees as agreed. We never invest your money in any proprietary products that would result in additional payments to our firm or our financial professionals. We do not accept soft dollar payments, a common industry practice in which the transaction fees that clients pay are used to purchase research or other products that are useful to an RIA.

As described in detail in Item 12 of our Form ADV Part 2A, we recommend that you hold your account(s) at TD Ameritrade Institutional ("TD Ameritrade"), which offers an advisor-based program. We receive benefits from our participation in this program, which provides an incentive for us to encourage you to keep your account(s) at TD Ameritrade. However, we pass those benefits on to you in the form of enhanced pricing and top tier customer service, to name just two. For decades, registered investment advisers have held to what is known as a fiduciary standard. The standard requires our constant commitment to our duty of loyalty and care to you, our client. While brokers have recently been legally forced to adopt certain tenets of the fiduciary standard, advisers have always held to this higher level of trust and fierce protection of your interests. To continue this conversation, you might want to ask:

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

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

Our financial professionals are paid a salary, and are also eligible to receive bonuses based on the overall profitability of the firm. Financial professionals who are also owners may also receive their share of corporate distributions.

Some of our financial professionals are licensed to sell insurance. As such, they may receive compensation based on these sales activities. However we do not allow such sales to occur in accounts that we manage for you as your investment adviser. You will never pay a fee to our firm and any type of commission or other transaction fee to one of our professionals on the same account.

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

Yes - one of our financial professionals has a reportable legal or disciplinary history. There is a free and simple tool available at [www.investor.gov/CRS](http://www.investor.gov/CRS), which you can access at any time to read about this, our firm and our other financial professionals. You might want to ask:

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

**Additional Information**

Please refer to our Form ADV (also known as our "Brochure"), as it contains more details on these and other topics. Please call us at (781) 721-0072 or email [z.bouchard@bostonstandardwealth.com](mailto:z.bouchard@bostonstandardwealth.com) to request our latest Brochure and any updated Summary that may be available. You can also visit our website at [www.bostonstandardwealth.com](http://www.bostonstandardwealth.com) for additional information, or visit [www.investor.gov/CRS](http://www.investor.gov/CRS). Finally, you might want to ask:

*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?*