

### Item 1. Introduction

Beto Financial Group, LLC, *doing business as* BR Wealth Management (“BRWM,” “firm,” “we,” “us,” and “our”) is an investment advisor registered with the United States Securities and Exchange Commission. Brokerage and investment advisory services and fees differ and it is important that you understand the differences. Please note that free and simple tools are available to research advisory and brokerage firms and their associated financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisors, and investing.

### Item 2. Relationships and Services

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

We offer traditional ongoing portfolio management services, periodic portfolio consultations, financial planning, and pension consulting services to our clients.

Our traditional portfolio management services include a review of your unique financial circumstances and the design, implementation, and *ongoing* management of your investment accounts. We will directly invest the assets deposited to your account at the custodian and/or strategically allocate your assets to certain independent investment managers (“Independent Managers”) that have been vetted by our firm. We will monitor your account regularly (including any assets managed by Independent Managers), suggesting and making changes to your holdings as we believe to be appropriate. You can choose an arrangement that allows us to buy and sell investments without obtaining your consent prior to each transaction (a “discretionary account”) or an account in which you must obtain your consent in advance of executing any proposed transaction(s) within your account (a “non-discretionary account”). You may impose reasonable restrictions on our ability to invest in certain securities or types of securities within your account. We will formally review your account at least annually. Certain portfolio management clients may also receive complimentary or reduced cost financial planning services in line with those described below.

We also offer periodic portfolio consulting services wherein we will consult with you to determine your unique investment profile and objectives and act as your trusted investment consultant, periodically (monthly or quarterly) evaluating and offering our recommendations regarding your current investment portfolio, asset allocation, and any specific investments you wish to consider. You always make the ultimate investment decision and we will only implement investments within your account upon your request and with your prior approval. Unlike our offering of ongoing portfolio management services, we will not actively monitor or supervise your investment accounts, but will only review your holdings and provide our investment recommendations at the time of our periodic consultations. You are solely responsible to monitor and supervise your investments between each consultation.

Our financial planning and consulting services are tailored to assist you in the management of your financial affairs. We will review your financial situation and assets, risk profile,

investment time horizon, and investment goals and provide you with our recommendations. You have the option to engage these services on an annual retainer basis or on a one-time/topical basis. Annual retainer clients receive a written financial plan, a once annual review and update of the plan, and ongoing financial advice and support regarding common financial topics and issues specifically addressed in their financial plan. One-time/topical engagements are not comprehensive in nature, but are specific to particular financial topics, transactions, or accounts selected by you, and conclude with the delivery of a shorter written checklist or report to the client which is not reviewed or updated following delivery, unless otherwise agreed. You make the ultimate investment decision when you engage us for these services and will be responsible for monitoring your investments.

Our pension consulting services consist of existing plan reviews, investment policy statement formulation, asset allocation advice, non-discretionary portfolio management services, investment performance monitoring, on-going consulting and communication and education services. The client always makes the ultimate investment decision when engaging these services.

We primarily advise clients regarding investments in stocks, bonds, mutual funds, exchange-traded funds (“ETFs”), variable products (life insurance and annuities), and the selection of suitable Independent Managers. Depending on the client’s financial circumstances, we may also provide advice regarding other instruments, including, without limitation, U.S. government and municipal securities, money market accounts, and other public and private investments. We may also provide advice investments held in your portfolio at the inception of our advisory relationship and/or other investment types not listed above, at your request. We have no minimum opening account size or fee requirements to open or maintain an advisory relationship. *More detailed information about our advisory services is contained in our Form ADV Part 2A “Firm Brochure” at Items 4 and 7.*

**Conversation Starter:** Ask us:

- (i) *Given my financial situation, should I choose an investment advisory service? Why or why not?*
- (ii) *How will you choose investments to recommend to me?*
- (iii) *What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?*

### Item 3. Fees, Costs, Conflicts, and Standard of Conduct

#### What fees will I pay?

We charge annual asset-based fees for our traditional ongoing portfolio management services. These annual fees typically range from 0.25% - 1.25% of the market value of the client’s assets under our management. The annual fee is prorated and charged quarterly, in advance, based upon the market value of the client’s account at the start of the billing period as calculated by the custodian of your account.

We charge annual fixed fees for our financial planning and consulting services (typically ranging from \$1,500 - \$5,000) and portfolio consulting services (typically ranging from \$600 –

\$2,400). The amount of the fixed fee applied to your account is determined at the commencement of the engagement based on our expectation of the complexity, time, research, and resources required to complete the requested services. Unless otherwise agreed, fees will be invoiced directly to you in equal monthly or quarterly installments and are payable to us within thirty (30) days of invoicing. Pension consulting engagements for non-discretionary portfolio management services are subject to asset-based fees, as described above. All other pension consulting services are subject to annual fixed fees typically ranging from \$1,000 - \$10,000, invoiced directly to the client.

The advisory fees described above do not cover any of the following costs, which shall be paid separately by the client: customary transaction costs and brokerage commissions; custodial fees, reporting charges, taxes, margin costs, wire transfer fees and other similar charges; Independent Manager advisory fees; and any internal costs and fees charged in connection with your investment in any mutual funds, ETFs, variable products, and/or alternative investments. Where an asset-based fee applies to your account, consider that the more assets you have in your account the more you will pay us, thus creating an incentive for us to encourage you to increase and/or maintain the level of assets in your account.

**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 detailed information about our advisory fees is contained in our Firm Brochure at Item 5.*

**Conversation Starter:** Ask us: “*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?**

*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. Here are some examples to help you understand what this means:*

**Example 1:** The value of your asset-based advisory fee account goes up, and while the annual percentage we charge may stay the same, the total compensation you pay us goes up proportionately.

**Example 2:** Your account value goes down, but you still must pay us an asset-based fee advisory fee proportional to your assets under management.

Some of our financial professionals are also registered representatives of Private Client Services, LLC (“PCS”), an independent broker-dealer firm. Clients can enter into a separate commission-based arrangement with such individuals (but not

our firm directly) and PCS (“Brokerage Arrangement”). Under a Brokerage Arrangement, our financial professionals, acting as registered representatives of PCS, may receive commissions, ongoing distribution fees (i.e., trails), and other compensation based on sales of securities to clients. You should also understand that investments made exclusively under a Brokerage Relationship may be separate from the advisory services we provide to you, and therefore, the firm does not have a fiduciary duty over such recommendations.

Some of our financial professionals are also individually insurance licensed, may sell insurance products to clients, and collect commissions or fees in connection with such transactions. The foregoing fees and commissions are separate from BRWM’s advisory fees. The receipt of these commissions and fees by our financial professionals creates a conflict of interest, including a financial incentive to sell securities or insurance products to clients. As fiduciaries, we will only transact securities and insurance business with clients when fully disclosed, suitable, and appropriate. You are never obligated to use any of our financial professionals for insurance or brokerage services. *More detailed information related to these conflicts of interest is contained in our Firm Brochure at Items 5 and 10.*

**Conversation Starter:** Ask us: “*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 compensated with annual salaries and/or discretionary bonuses. Registered representatives and insurance licensed persons may also receive commissions and/or fees as described above. *More detailed information related to these conflicts of interest is contained in our Firm Brochure at Items 5 and 10.*

#### **Item 4. Disciplinary History**

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

No. We encourage you to visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research any of our financial professionals.

**Conversation Starter:** Ask us: “*As a financial professional, do you have any disciplinary history? For what type of conduct?*”

#### **Item 5. Additional Information**

You can find additional information regarding our firm, including our Form ADV Part 2A by visiting [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) and searching for our firm by its name or unique CRD number (307546). You can obtain a copy of this relationship summary by visiting our website at [www.brwealthmgmt.com](http://www.brwealthmgmt.com) or by contacting us by telephone at 205-258-540. We are always available to answer any of your questions.

**Conversation Starter:** Ask us: “*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?*”