

## **JULY 1, 2021: FORM CRS (CLIENT RELATIONSHIP SUMMARY) A SUMMARY OF YOUR ADVISORY RELATIONSHIP WITH BR WEALTH MANAGEMENT**

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](https://www.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?**

BR Wealth Management [“Firm”] offers traditional ongoing portfolio management services, financial planning and consulting, 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). In a discretionary account, you authorize us to buy and sell investments without obtaining your consent prior to each transaction. In a non-discretionary account, we must obtain your consent in advance of executing any proposed transaction(s) within your account. You may impose reasonable restrictions on our ability to invest in certain securities or types of securities within your account. Certain portfolio management clients may also receive complimentary or reduced cost financial planning services in line with those described below. We have no minimum opening account size or fee requirements to open or maintain an advisory relationship.

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.

#### **QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL:**

- Given my financial situation, should I choose an Investment Advisory service?
- 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?

**PLEASE REFER TO OUR FIRM’S ADV PART 2A BROCHURE - ITEMS 4, 7, AND 13**

### **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). 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.

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. Fees and costs affect the account value of your account over time. Please ask your Financial Professional about the fees.

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**QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL:**

- How do 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?

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**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 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: 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. 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

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**QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL:**

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

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**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.

**PLEASE REFER TO OUR FIRM’S ADV PART 2A BROCHURE - ITEMS 5, 10, 11 & 14**

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**ITEM 4 – DISCIPLINARY HISTORY**

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**DO YOU OR YOUR FINANCIAL REPRESENTATIVES HAVE 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.

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**QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL:**

- As a Financial Professional, do you have any disciplinary history?
- For what type of conduct?

**PLEASE REFER TO OUR FIRM’S ADV PART 2A BROCHURE - ITEM 9**

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**FOR ADDITIONAL INFORMATION OR A COPY OF THIS DISCLOSURE, PLEASE CONTACT:**

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 205-258-2540. We are always available to answer any of your questions.

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**QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL:**

- Who is my primary contact person?
- Who can I talk to if I have concerns about how this person is treating me?