

The Personal Wealth Coach®
FORM CRS CLIENT RELATIONSHIP SUMMARY

October 28, 2020

We are registered with the Securities and Exchange Commission (SEC) as an Investment Adviser. Brokerage and Investment Advisory services and fees differ. It is important for you to understand these differences. Investor.gov/CRS has free and simple tools available to research information about firms and financial professionals. They also provide educational materials about broker-dealers, investment advisers, and investing*.

What investment services and advice can you provide me?

We offer Investment Advisory services to retail investors. We primarily design and manage investment portfolios for individuals, families, trusts, pensions, companies, and foundations on a discretionary basis. When requested, we will provide general personal financial planning, investment and/or business advice if we believe we have the appropriate expertise in the specific area for which you have made the request.

We first create an asset allocation analysis and investment policy statement for your portfolio from the current value of your portfolio, the amount and frequency of your planned future additions and withdrawals. Through our conversations with you and the answers you provide in our Risk Tolerance Questionnaire, we will estimate the level of market risk that we believe you may be able to tolerate and would be prudent.

With many employer sponsored retirement plans, we will need you to make the adjustments to your portfolio after we give the advice, as well as keep us informed with regular updates on values.

We monitor our clients' portfolios on an ongoing, but no less than monthly basis. Our normal minimum initial portfolio size is \$1,000,000; however, we can and do waive that minimum on an individualized basis and routinely waive the minimum for family members of existing clients. For more information about our investment advisory services, please refer to our [Firm Brochure](#).

We recommend that you ask us the questions in the gray boxes.

“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 licenses, education, and other qualifications? What do these qualifications mean?”

What fees will I pay?

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.

We generally charge our fees based on the value of the assets that we manage for you. We can bill you directly or deduct them from your account based on your preference. Our annual portfolio management

fees depend on the size of the portfolio and the complexity of the analysis, advice, and management required to address special situations. We additionally will commonly, but not always, charge an annual retainer fee for meetings, special requests, and general

Assets under management	Percentage
On the first \$250,000 of assets under management	1.50%
On the next \$250,000 (\$250,000 to \$500,000)	1.30%
On the next \$500,000 (\$500,000 to \$1,000,000)	1.25%
On the next \$4,000,000 (\$1,000,000 to \$5,000,000)	1.10%
On the next \$5,000,000 (\$5,000,000 to \$10,000,000)	1.00%
On amounts over \$10,000,000	0.50%

financial and investment advice. The retainer usually amounts to about \$500 annually but depends greatly on

the complexity of your portfolio and situation. Because we are compensated based on the value of the assets that we manage for you, we may have an incentive to encourage you to increase the assets in your accounts. The fees listed here are the *maximum* normal fees for asset management. We may offer you lower fees and you are welcome to negotiate your fee level. Your actual fees will be disclosed in detail in Schedule B of your Investment Advisory Agreement. Other fees are charged at the custodian, fund or product, and transactional level. For more information please refer to Item 5 of our [Firm Brochure](#).

“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 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.

Because we are compensated based on the value of the assets that we manage for you, we may have an incentive to encourage you to increase the assets in your accounts. For more information about our conflicts, please refer to our [Firm Brochure](#).

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

How do your financial professionals make money?

To help avoid conflicts, our professionals are paid a salary and bonuses based entirely on the overall profitability of the firm during the year. There is a conflict of interest here, in that our firm’s profits are based largely on the assets that we manage, so there is an implied incentive to increase the value of existing assets. We believe that this aligns our interests to yours, because we are paid more when your accounts grow and less when your account values fall.

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

No, for our firm. Yes, for financial professionals. We *highly* recommend that you use the free tool on Investor.gov/CRS to research our firm and our professionals.

Please ask us: “As a financial professional, do you have any disciplinary history? For what type of conduct?”

Additional information:

You can access our [Firm Brochure](#) otherwise known as ADV Part 2A. You may also contact us at (254)947-1111 or <https://www.tpwc.com> to request additional information or a copy of this summary as well as our Form ADV Part 2B (for the history and education of our advising members.)

“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?”

*Statements in this summary (i) are required by SEC Form CRS, summary in nature and limited in substance and size by SEC Form CRS; (ii) relate only to our obligations under the Investment Advisers Act of 1940, (iii) do not create or modify any agreement, relationship or obligation between you and us or our financial professionals; and (iv) are subject to the more complete terms and conditions of our investment advisory agreements and disclosures including Form ADV Part 2.