

# Relationship Summary

## Part 3 of Form ADV

### Item 1 Introduction

**This relationship summary provides information regarding Lefavi Wealth Management (“LWM”).** LWM is an investment adviser registered with the Securities and Exchange Commission. Registration as an investment adviser does not imply any level of skill, training, aptitude or qualification. **Brokerage and investment advisory services and fees differ, and it is important for retail investors, like yourself, to understand those differences.** Free and simple tools are available to research firms and financial professionals at [www.investor.gov/crs](http://www.investor.gov/crs), where you can find educational materials about broker-dealers, investment advisers, and investing.

### Item 2. Relationships and Services

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

LWM offers investment advisory and financial planning and retirement planning services to retail investors. We offer various retirement accounts (Individual Retirement Accounts (IRA), SEP and SIMPLE IRAs, Roth IRAs), Trust Accounts, and small-business related accounts (Profit-Sharing Plans and Individual 401Ks). For high net-worth individuals, we also offer alternative investments offered by third party vendors, (limited partnerships, 1031 Exchanges, Qualified Opportunity Zones, non-traded real estate investment trusts (REIT), and business development companies (BDC)). Through our affiliated broker-dealer, Bruce A. Lefavi Securities, Inc., a licensed insurance producer, we offer advisory annuities and other insurance products.

LWM offers accounts participating in certain wrap fee programs. For more information on our Wrap Fee Program, please see Items 4 and 5 of Part 2A Appendix 1 Form ADV.

We provide regular monitoring and an annual review of your investments along with updates regarding your financial plan. To facilitate this, we obtain discretionary authority over your accounts. This means that we decide when to place trades and which investments to trade. However, only you can authorize the removal of funds from your account(s). As an independent investment advisor, we have discretion to choose from a wide variety of investments for our clients and are not limited to proprietary products. However, clients are always welcome to provide written instructions regarding our activity such as avoiding certain types of stocks (e.g. avoid sin stocks) or holding certain positions. For further information on services provided, please see Form ADV Part 2A Brochure Items 4 and 7.

#### Conversation Starters – Questions to ask your financial professional

- **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?**

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

#### What fees will I pay?

LWM charges asset management fees based on the total value of your account(s). Fees are assessed quarterly, in advance, and may be paid by check, credit card, or by account withdrawal. For advisory clients taking part in a wrap program, all brokerage fees are covered by this asset management fee. Typically, fees associated with wrap fee programs are higher than other types of advisory accounts. Placing clients into a wrap fee program poses a conflict of interest for the advisor since the client may pay less outside of a wrap fee program. Additionally, because our fee is based on the amount of assets in your account, we have an incentive to encourage you to increase the assets in your account to increase our fee.

Custodians and Clearing Firms may impose their own fees, which are charged to you, the client, but which are not passed on to LWM. These may include wire fees, transaction fees, statement fees, and account maintenance fees. Some investments, such as annuities and mutual funds also impose their own fees, which are detailed in their prospectus and/or offering documents.

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. For more information on fees see our Form ADV Part 2A brochure, Item 5.

### **Conversation Starters – Questions to 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 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 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. Because our fees are based on how much money is in your account, we may encourage you to put more money in your account to earn a higher fee.*

### **Conversation Starters – Questions to ask your financial professional**

- **How might your conflicts of interest affect me, and how will you address them?**  
For additional information on conflicts of interest and how they are mitigated, please see Form ADV Part 2A Brochure, Item 14.

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

Our investment advisor representatives, are paid a percentage of the asset management fees we collect from clients. They also earn quarterly, and annual bonuses based on the success of the business. Our financial professionals who are also registered representatives of our affiliated broker-dealer will receive some compensation from brokerage client transactions. Conflicts of interest exist in how our financial professionals earn money in that they may choose investments and accounts for clients that will earn them more money rather than what will be best for the client.

## **Item 4. Disciplinary History**

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

Yes. Details can be found in Form ADV 2A Brochure Item 9. You can also visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

### **Conversation Starters – Questions to ask your financial professional**

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

## **Item 5. Additional Information**

For further information about our investment advisory services and to request a copy of this relationship summary, please contact our compliance department at 801-478-8558 or toll free at 800-422-9997 or via email at [compliance@lefavi.com](mailto:compliance@lefavi.com).

### **Conversation Starters – Questions to 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?**