

# Client Relationship Summary

EFFECTIVE June 30th, 2021

We are looking forward to working with you. This document summarizes our relationship with our clients.

## > Introduction

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Axxcess Wealth Management (the Firm, we, our, us) is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Brokerage and investment advisory services and fees differ and it is important for you to understand these differences. Free and simple tools are available for you to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

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We offer investment advisory services to retail investors and high net worth investors, such as accredited investors, and qualified purchaser investors. Our services include portfolio management, financial planning, corporate retirement services, and advice to clients with complex needs. Our services do not require a stated minimum in liquid assets. We accept discretionary authority over client assets, which can be limited by factors like investment mandates, required minimum distributions, and other required events. While we do not accept custody of client assets, we work with qualified custodians who hold our client's assets. We also offer non-discretionary services, meaning the client makes the ultimate decisions regarding the purchase or sale of investments. Our financial professionals also provide brokerage services through third-party broker-dealers that are separate from our firm. As explained above, these brokerage services are different from our advisory services, and are explained in a separate Relationship Summary from this one.

For additional information regarding Axxcess, please see Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A or Items 4.A. and 5 of Part 2A Appendix 1) and other applicable documents which can be found at <https://adviserinfo.sec.gov/firm/summary/164081>.

## > What fees will I pay?

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We charge our clients an advisory fee that can be a flat fee, hourly fee or a fee based on the investments that we manage. We arrive at our fees on a client-by-client basis and do not have a standard fee table, but our fees will be stated in a clear and transparent manner in your engagement agreement or scope of work. Axxcess uses different tools to analyze how fees will impact a client's investments, and this analysis is communicated to our clients each time a proposal is made. You will pay additional fees if you use a third-party money manager (which we call a "sleeve manager"), or elect a portfolio management service available on the Axxcess Platform. In this case, these fees will be stated in a separate agreement regarding those services, and will be clear and transparent. Also, underlying investments in your portfolio will have operating expenses that are disclosed in the prospectus or other disclosure document for the relevant investment. Generally fees you pay will be billed on a quarterly in arrears or billed-forward basis. Axxcess will remit payment to the third-party manager or service provider, and retain a portion of the managers fee for execution, and investment operations that Axxcess provides to the Manager.

For more information please refer to the Axxcess Form ADV <https://adviserinfo.sec.gov/firm/summary/164081> which is sent no less than once a year, or when a third-party manager or service is elected on the Axxcess Platform. You can find the operating expenses for the underlying investments you own in the prospectus for the investment, which you will be provided at the time each investment is made. 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. The more assets there are in your account, the more you will pay in fees, and Axxcess therefore has an incentive to encourage you to increase the assets in your accounts.

### > Conversation

#### Starter:

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*"Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? Why or why not?"*

### > Conversation

#### Starter:

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*"How will you choose investments to recommend to me?"*

### > Conversation

#### Starter:

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*"What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?"*

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## > Conversation

### Starter:

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*"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?"*

## > Conversation

### Starter:

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

## > Conversation

### Starter:

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

## > Conversation

### Starter:

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*"Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?"*

## > What are your legal obligations to me when providing recommendations? How else does your firm make money and what conflicts of interest do you have?

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*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. We have an economic interest in recommending third-party managers that work on the Axxcess Platform. We endeavor to create an efficient and cost effective way for our clients to access the strategies of third parties, without opening additional accounts. This process requires that we execute, and take responsibility for the trades, and allocations of these third-party managers. We have negotiated competitive fees with the third-party managers, and our compensation includes a portion of the fee we charge to our clients who use third-party sleeve managers that we keep to offset the costs of providing the service. We endeavour to keep the third-party manager fees at or below other platforms, or in some cases less than going direct with the Manager. However, it may create a conflict of interest to recommend third party managers on our Platform. Axxcess is able to open additional accounts for the client to accommodate managers that are not trading on our platform. Also, the Firm permits employee personal trading. Our policies manage the conflict of interest posed by employee trading by seeking to prevent employees from making competing transactions, trading against, or front-running client investments. In addition, we receive conference support from third-party money managers, and sponsors. We have a limited amount of soft dollar arrangements to offset research and technology costs. As we explain above, our financial professionals may also provide services through third-party broker-dealers that are separate from our Firm.

## > How do your financial professionals make money?

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Our investment professionals are compensated directly from the advisory fee charged to client by receiving a substantial portion of that fee. The larger the account under management, the more the financial professional will make. Typically, the percentage fee paid on larger accounts will be lower than smaller accounts. In certain cases, larger clients like family offices or other qualified purchasers can enter into a fee arrangement where the client agrees to share in the capital gains of the client's investment. As we explain above, the advisor may also charge flat, or hourly fees for financial planning, undertaking diligence projects for the client, or to perform CIO, or outsourced CFO services. These fees are explained fully in the client's engagement agreement or scope of work. As we explain above, our financial professionals may also provide services through third-party broker-dealers that are separate from our Firm.

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

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Yes. While Axxcess does not have this kind of history, some of our financial professionals do. Visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

### Additional Information

You can find additional information about our investment advisory services, including a current copy of this Client Relationship Summary, by visiting our websites at <https://www.axxcesswealth.com/> and <https://axxcessplatform.com/>. You can also contact us at 858-217-5347 to request up-to-date information regarding Axxcess, as well as a current copy of this Client Relationship Summary.