



## Client Relationship Summary – January 3, 2022 Is An Investment Advisory Account Right For You?

Summit Financial, LLC (“Summit”) is a SEC registered investment adviser and provides advisory accounts and services. Advisory and brokerage services each have different fee structures and are even governed by different rules and regulations. It is important for you to understand the difference (<http://summitfinancial.com/Important-Client-Information.pdf>) between advisory and brokerage fees. This document gives you a summary of the types of services Summit provides and how you are charged fees. Please ask us for more information. For additional free information, simple tools are available 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?”

#### Some possible questions to ask your financial advisor

- Given my financial situation, should I choose an investment advisory service?
- What is your relevant experience, including your licenses, education and other qualifications?
- What do these qualifications mean?
- How will you choose the investments to recommend to me?

- We provide investment advisory services including financial planning, investment advice, asset allocation, management, wrap fee programs and investment consulting to retail investors. When we act as your adviser, we have a fiduciary duty to assess if the services are appropriate based on your individual goals, objectives, time horizon, risk tolerance, liquidity needs, investment assets and income (“financial circumstances”).
- We provide ongoing advice and continuous monitoring of your portfolio and consistency of the investment strategy selected based on your financial circumstances for most of our standard services.
- You can choose an account that allows us to buy and sell investments in your account without asking you in advance (a “discretionary account”) or we will give you advice and you decide what investments to buy and sell (a “non-discretionary account”).
- Our advice will primarily cover investments in exchange traded funds, mutual funds, equities, fixed income and we may use other securities to help diversify a portfolio. Other firms can provide advice on other investments, which may have lower costs.
- The minimum account size ranges from \$0 - \$1 million depending on the program you select and is outlined in the [Investment Management Agreement](#) required to establish an advisory relationship with us.
- You can notify us if you wish to impose any reasonable restrictions upon our investment management services.
- For additional information regarding our services, please refer to Summit’s [ADV 2A](#), [Wrap Brochure](#), and [Investment Management Agreement](#).

### “What fees will I pay?”

- We will be compensated for providing ongoing investment advice and continuous monitoring of your portfolio. Our financial advisors determine their own advisory fees and/or flat fees based on the services they are providing to you; however, such fees must not exceed the maximum advisory fee documented in our [ADV 2A](#) or [Wrap Brochure](#).
- If you participate in our Wrap Programs, a wrap fee, consisting of an annual advisory fee and an annual program fee (as described in the Fees section of Summit’s [ADV 2A](#) or [Wrap Brochure](#)), will be charged to your account on a monthly basis. The wrap fee includes the costs of investment advisory, execution, clearance, and administrative fee. The maximum advisory fee ranges up to 1.5%. The annual program fee ranges from 0.05-0.15% depending on the aggregate value of household assets, plus a \$4/month per account fee for certain Summit Managed Portfolios or \$10/month fee for most other accounts. The annual program fee is assessed for all new relationships since November 1, 2018. Some of our advisory programs using sub-advisors have an asset-based platform fee charged by the custodian which we pass along to you. These programs will not include the \$4 or \$10 per month charge.
- If you participate in our non-wrap programs, we charge an annual advisory fee and additional fees as described in the Fees section of Summit’s [ADV 2A](#). The maximum advisory fee ranges up to 1.5%. Other fees from third party managers or custodians may apply.
- We charge a flat fee for financial planning determined by your financial advisor.
- Some investments (such as mutual funds and variable annuities) impose additional fees that will reduce the value of your investment over time. Also, with certain investments such as variable annuities, you may have to pay fees such as “surrender charges” to sell.
- The advisory and program fees vary and are negotiable. The amount you pay will depend, for example, on the services you receive and the amount of assets in your account.
- The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to urge you to increase the assets in your account so that we earn more fees. Your fee is charged monthly or quarterly (depending on the program you select), even if you do not buy or sell.
- If there is little or no trading activity in your account, the program fee will cost more than the commission charges you would have incurred if the account were non-managed.
- You will pay our fees and costs, whether you make or lose money on your investments, which 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 additional information, please speak to your Financial Advisor or review the Fees Section of the Form [ADV 2A](#) or [Wrap Brochure](#).

#### A possible question to ask your financial advisor

- 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?**

**A possible question to ask your financial advisor**

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

- 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 in which 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:
  - Your financial advisor has an incentive to recommend other services and products that pay them compensation in addition to advisory fees and/or financial planning fees. Your financial advisor can earn compensation from assets not managed by Summit Financial, LLC that he/she recommends such as securities transactions through a brokerage firm or insurance products as an insurance broker or agent. You are under no obligation to act on your financial advisor's recommendations.
- We also receive referral fees from banks and other financial institutions if our clients do business with those firms. Our affiliated insurance company, Summit Risk Management, LLC, earns insurance commissions if you purchase insurance products through certain insurance firms. We have an affiliated broker dealer, named LS Securities, LLC, which has no retail clients, but receives referral fees for the brokerage services and products that your Summit advisor provides to you in their capacity as registered representatives of certain unaffiliated broker dealers. These affiliations create a conflict of interest since our affiliates earn fees if you purchase products and/or services through these entities. You should understand and ask your financial advisor about these conflicts.
- For additional information about these conflicts and we mitigate them, please speak to your Financial Advisor or review our Form [ADV 2A](#) or [Wrap Brochure](#).

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

We pay your financial advisors for providing investment advisory and related services. For example, we pay a percentage of the advisory fee to the financial advisors as compensation for the services they provide to you. The amount of this fee varies depending on the advisor, which program you select, the assets under management in your account(s), and the time and complexity to meet your needs and the fee may be more than what the financial advisor would receive if (i) you engaged us for other investment advisory services, such as asset management in one of the non-wrap programs, or (ii) paid separately for investment advice, brokerage and other services.

- In addition to working as a financial advisor for the advisory business of Summit, your financial advisor may act as a registered representative of Purshe Kaplan Sterling Investments or other non-affiliated broker dealers and/or offer insurance products as a broker or agent through a number of insurance companies, including Summit Risk Management, LLC, an affiliated company, which is licensed to sell various insurance products. These roles create conflicts of interest as discussed above.

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

Yes, visit [Investor.gov](http://Investor.gov) for a free and simple search tool to research our firm and our financial professionals.

**A possible question to ask your financial advisor**

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

**Possible questions to ask your financial advisor**

- 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?

**Additional Information**

- For additional information on our advisory services, see our Form [ADV 2A](#) and [Wrap Brochure](#) on our website ([www.SummitFinancial.com](http://www.SummitFinancial.com)).
- For additional free information, simple tools are available to research our firm and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS)
- For up-to-date information or to request a free copy of this relationship summary from the Compliance Department, please call 973-285-3600.
- To report a problem to the SEC, visit [Investor.gov](http://Investor.gov) or call the SEC's toll-free investor assistance line at (800) 732-0330.
- If you have a problem with your investments, account or financial professional, contact us in writing at **4 Campus Drive, Parsippany, NJ 07054** or call the **Compliance Department at 973-285-3600**.