

March 22<sup>nd</sup>, 2021  
Robinson Smith Wealth Advisors, LLC  
A Registered Investment Adviser with the SEC

Brokerage and advisory services and fees differ. It is important for retail investors to understand the differences. Free and simple tools are available to research firms and financial professionals at <http://www.investor.gov/CRS>, which also provides educational materials about broker dealers, investment advisers, and investing.

**1. What investment services and advice can you provide me?**

We offer Financial Planning, Portfolio Management, and Advisors Selection. We primarily allocate your investment management assets among money market funds, mutual funds, exchange-traded funds (ETFs), target date funds, closed-end funds, individual fixed income securities, stocks, options and structured notes. We also work with a number of clients interested in investing based on environmental, social, and governance criteria (“ESG”). We also provide advice about any type of investment held in your portfolios. For our advisor selection service, we may allocate a portion of your assets among certain independent investment managers in accordance with your investment objective. We also provide on-going monitoring and review the account performance of assets managed by the independent manager. We provide you with a broad range of financial planning and consulting services. Through initial meetings and discussions, we seek to create a comprehensive and holistic financial plan tailored to meet your needs, often including, but not limited to, investments, budgeting, education funding, cash flow analysis, insurance, retirement and estate planning.

**Monitoring:** We monitor and review the account performance and your investment objectives, including assets being managed by an independent manager we recommend. For those clients to whom we provide investment management services, we monitor your portfolios as part of an ongoing process while regular account reviews are conducted on at least a quarterly basis or as circumstances dictate.

**Investment Authority:** If you have granted us discretion, we have the authority to make investment decisions without asking you for consent. In cases where you granted us non-discretionary authority, we do not have the authority to determine, without obtaining your specific consent as our client, the securities to be bought or sold, the amount of the securities to be bought or sold, broker or dealer to be used, or commission rates paid. With non-discretionary authority, you have the ultimate decision regarding the purchase or sales of investments.

**Minimum Requirements:** We do not have minimum account value requirements, however, some of the independent advisors we recommend do have account minimums. For more detailed information, please see [Items 4 and 7 of the ADV Part 2A](#).

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?

**2. What fees will I pay?**

**Investment Management Fees:** [Item 5 of the Form ADV](#) has a detailed description of the fees and costs we charge you. We provide investment management services for an **ongoing annual fee** that is prorated and charged quarterly, in arrears. The investment management fee is based upon a percentage of the market value of the assets we managed on the last day of the previous quarter. Our investment management fees will not exceed 1% annually. If we recommend a third-party advisor, that advisors fees will be in addition to our own management fee. We have a conflict of interest due to the fact that the more assets there are in your advisory account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account.

**Financial Planning Fees:** For most clients, the fees for financial planning are included in the investment

management fee described above. For clients that we only provide financial planning and consulting services for, we charge fixed fees. These fees are negotiable, but generally range from \$5,000 to \$50,000 on an annual fixed fee basis.

**Other Fees:** You may also need to pay your custodian or broker dealer some or all of the following: transaction fees, commissions, account maintenance fees, etc. Please see [Item 5 of the Form ADV](#) for a list of additional expenses.

**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.**

**Conversation Starters:** 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?

### 3. 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.

- Our firm and persons associated with us are allowed to invest **for their own accounts or have a financial interest in the same securities or other investments that we recommend or acquire for your account**, and may own or transact in open ended mutual funds that are the same as or different than the funds recommended to or made for your account. This creates a conflict of interest.
- **We receive non-cash benefits from Schwab and SPTC, which raises a conflict of interest.** Benefits we receive include but not limited to software and support systems to help us better serve our clients.

**Our Firm will act in your best interest at all times.** We have established policies to mitigate any conflicts of interest. For more detailed information on our conflicts, [see Item 11 of the ADV](#).

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

### 4. How do your financial professionals make money?

Our owners receive a guaranteed payment and a % of our profits based on their ownership shares. Advisors receive a salary. Some advisors and owners also receive a bonus based on a % of our profits and their individual performance. We do not compensate based on bringing in new business or selling clients certain products nor do we receive compensation from third parties.

### 5. Do your financial professionals have legal or disciplinary history?

No, 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:** As a financial professional, do you have any disciplinary history? For what type of conduct?

For additional information on our advisory services, see our Form ADV brochure on [Investor.gov](http://Investor.gov) or on (<https://adviserinfo.sec.gov/>) and any brochure supplement your financial professional provides. You can also request up-to-date information by calling us at (207) 874-9840 or by emailing us at [tdaigle@robinsonsmithwealth.com](mailto:tdaigle@robinsonsmithwealth.com).

**Conversation Starters:** 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?

## Addendum 1: Changes to Form CRS

Date of Change	Information Updated
March 22, 2021	<p>Bolded and underlined all hyperlinks to make them more noticeable.</p> <p>Removed unnecessary verbiage. Added 'Conversation Starter' to each of these sections to help clarify what the questions are for. Updated the financial professionals income section to clarify the information. Bolded and italicized 'When we act as your investment advisor' under 3.</p> <p>Removed the information regarding hourly fees since we have not used hourly fees for a few years and removed it from our ADV disclosures as part of our 2021 annual amendment. Move information around in the fee section to clearly segregate management fees, financial planning fees, and other fees. Added section headers regarding monitoring, investment authority, and minimum requirements. Added additional information about the financial planning and advisor selection services provided.</p>