

# Endowment Wealth Management, Inc.

## Form ADV Part 3 – Client Relationship Summary

Date: 6/18/2020

### Item 1: Introduction

ENDOWMENT WEALTH MANAGEMENT, INC. (“our” “we” or “us”) is an investment adviser registered with the Securities and Exchange Commission. We offer advisory accounts and services as an independent, fee-only fiduciary. Brokerage and investment advisory services and fees differ, and it is important that you understand the differences. This document gives you a summary of the types of services and fees we offer. Please visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for free, simple tools to research firms and for educational materials about broker-dealers, investment advisers, and investing.

### Item 2: Relationships and Services

***Questions to ask us: 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?***

What investment services and advice can you provide me? Our firm primarily offers the following investment advisory services to retail clients: portfolio management (we review your portfolio, investment strategy, and investments); financial planning (we assess your financial situation and provide advice to help you meet your goals); and selection of other advisers (we select a third party adviser(s) for you to use). As part of our standard services, we typically monitor client accounts on a quarterly basis. In most cases, our firm has discretionary management without any material limitations. For accounts in which we do not have discretion, the retail investor makes the ultimate decision regarding the purchase and sale of investments. We do *not* limit the types of investments that we recommend. Our firm does *not* have a minimum account size. Please also see our Form ADV Part 2A (“[Brochure](#)”), specifically Items 4 & 7.

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

***Questions to ask us: 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? How might your conflicts of interest affect me, and how will you address them?***

What fees will I pay? Our fees vary depending on the services you receive. We charge advisory fees, hourly fees, and financial planning fees. The amount of assets in your account affects our advisory fee; the more assets you have in your advisory account, the more you will pay us and thus we have an incentive to increase those assets in order to increase our fee. You pay our advisory fees even if you do not have any transactions. While the advisory fee paid to us generally does not vary based on the type of investments selected, in non-qualified (taxable) accounts our fee for alternative investments is 1% of assets. In many instances, this is a higher rate than we charge for traditional assets, so we have an incentive to recommend alternative assets in taxable accounts. For hourly fee arrangements, each additional hour (or portion therefore) we spend working for you would increase the fee. Our fixed fee arrangements are based on the amount of work we expect to perform for you, so material changes in that amount of work will affect the fee we quote you. Accounts holding traditional assets are billed quarterly in advance. Accounts holding alternative investments, Plan level and self-directed 401(k) accounts, and HSA accounts are billed quarterly in arrears. Financial Planning fees are billed when the financial plan is delivered. For private funds that we manage, we charge management fees, hourly accounting fees and performance-based fees. Because we earn more on assets in our private funds, we have an incentive to recommend them to retail clients. For performance-based fee arrangements, we make more money the better your investment returns are, so we have an incentive to invest in riskier investments due to the higher risk/higher reward attributes. Private fund management fees are billed quarterly in advance. Accounting fees to private funds are billed quarterly in arrears. Please also see Items 4, 5, 6, 7 & 8 of our [Brochure](#).

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Some investments (e.g., ETFs, mutual funds, third-party investment managers, fund managers, etc.) impose additional fees (e.g., transactional fees and product-level fees) that reduce the value of your investment over time. The same goes for any additional fees you pay to providers that help us service your account, including fees paid to a turnkey asset management platform, or a custodian. Additionally, you will pay transaction fees, if applicable, when we buy or sell an investment for your account. **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.** Please also see our [Brochure](#) for additional details.

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 (see heading immediately below):*

How do your financial professionals make money? Primarily, we and our financial professionals receive cash compensation from the advisory services we provide to you because of the advisory fees we receive from you. This compensation may vary based on different factors, including the amount of client assets they service and those listed above in this Item. Please also see Item 10 of our [Brochure](#) for additional details.

**Item 4: Disciplinary History**

***Questions to ask us: As a financial professional, do you have any disciplinary history? For what type of conduct?***

Do you or your financial professionals have legal or disciplinary history? We do not have legal and disciplinary events. Visit <https://www.investor.gov/> for a free, simple search tool to research us and our financial professionals.

**Item 5: Additional Information**

***Questions to ask us: 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?***

For additional information on our advisory services, see our [Brochure](#) available at <https://adviserinfo.sec.gov/firm/summary/108652> and any individual brochure supplement your representative provides. If you have any questions, need additional up-to-date, or want another copy of this Client Relationship Summary, then please contact us at 920-785-6010. Please direct any questions or concerns with respect to your relationship with EWM to Robert L. Riedl, Chief Executive Officer.

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**Exhibit A – Material Changes to Client Relationship Summary**

This is the initial version of the Client Relationship Summary. There are no material changes.