

Introduction

Our firm, Sawyer & Company, Inc., 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 the difference. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer investment advisory services to retail investors. As our standard service, we will discuss your investment goals, design with you a strategy to achieve your goals, manage or advise you on the investments in your portfolio, and regularly monitor your portfolio. We will arrange to meet with you or speak periodically to discuss your portfolio. The frequency of our meetings and/or calls will be determined based on your unique needs and will be discussed prior to our entering into an agreement. We generally have these portfolio review meetings or phone discussions at least annually.

You can choose to allow us to buy and sell investments in your account(s) without asking you in advance (a “**discretionary account**”) or we may give you advice and you decide what investments to buy and sell (a “**non-discretionary account**”). You may request in writing that we do not buy or sell a specific investment or sector (“**investment restrictions**”).

Our investment advice will cover a limited selection of investments, including stocks, bonds, notes, mutual funds, exchange traded funds, certificates of deposit, and cash equivalents. Other firms could provide advice on a wider range of investment choices.

Our firm does not require a minimum account or portfolio size.

For more detailed information on our services please see our [Form ADV Part 2A](#), Items 4 and 8.

Conversation starter: 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?*

What fees will I pay?

We charge an annual asset-based fee which will vary depending on the assets we manage or advise on. Our fee for new clients ranges from .50% - .95% and is outlined in your investment management agreement. The fee is calculated using the value of the cash and investments in your account(s) at the end of each three-month billing period. This fee reduces the value of your account and will be deducted from your account, or invoiced to you, at the beginning of each new billing period. The more assets that are in your account, the more you will pay in fees, and therefore we have an incentive to encourage you to increase the assets in your account.

Some investments (such as mutual funds and exchange traded funds) impose additional fees that will reduce the value of your investment over time. You may pay a transaction fee or commission when we buy and sell an investment for you. These fees are charged by the broker-dealer or bank (called “custodian”) that holds your assets. Some custodians waive commissions, depending on your account size and other factors. You will also pay other account related fees to the custodian which may include fees for statements, wire fees, and other account maintenance fees.

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 additional information, please see our [Form ADV Part 2A](#), Item 5 for more detailed information on our fees.

Conversation starter: 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 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.

- **Brokerage Arrangements**: We have an incentive to recommend you maintain your account with RBC Capital Markets and TD Ameritrade because they provide us with technology and research for no additional costs.
- **Block Trading**: If you select a broker that we don't recommend, you may pay higher commissions, transaction fees, or account fees and we may not be able to aggregate your trades with those of our other clients, which could result in higher execution costs.

Conversation starter: Ask your financial professional, *"How might your conflicts of interest affect me, and how will you address them?"*

For additional information, see our [Form ADV Part 2A](#), Items 12 and 14 for detailed information on our conflicts of interest.

How do your financial professionals make money?

Our financial professionals are compensated by salary and profit distributions, which are based on the advisory fee revenue earned by the firm. The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fees. You pay our fee quarterly even if you do not buy or sell any investments.

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

Sawyer & Company has one item of disciplinary history. Our financial professionals have none. In 2017 we discovered that we had not properly kept up the registration of our Investment Advisors Representatives (IARs) with the Massachusetts Security Division due to an administrative oversight. We had been properly registered in the past and had maintained the qualifications to be registered. We brought this error to the attention of the MA Securities Division and went through the steps to properly register William Sawyer, Michael Foley, and Benjamin Webber as IARs. As part of this process, we entered into a Consent Order with the MA Securities Division and paid a fine. More information may be located in our [ADV Part I](#), Item 11.D.(4) and the ADV Part I Disclosure Reporting Page.

Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Conversation Starter: Ask your financial professional, *As a financial professional, do you have any disciplinary history? For what type of conduct?*

Additional Information

You may find **additional information** about our investment advisory services by reviewing our [Form ADV Part 2A brochure](#). You may also contact us at 617-227-7033 or client@sawyer-company.com for up-to-date information on our firm or to request a copy of our current relationship summary.

Conversation Starter: 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?*