



# YHB Wealth Summary

January 28, 2021

YHB Wealth is an investment adviser registered with the Securities and Exchange Commission. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and 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 adviser, and investing.

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

We provide investment management and financial planning services to retail clients, typically bundled together for a **single ongoing asset-based fee based upon the value of cash and investments in the advisory account**. We will examine your current financial situation, and then work with you to identify an appropriate investment strategy, considered in the context of your overall financial plan, investment objectives, and risk tolerance. Based upon these conversations, we will create an investment policy statement and select an appropriate asset allocation based upon your unique objectives, goals, and risk tolerance.

All client portfolios are generally invested in a mix of no-load mutual funds, exchange-traded funds, individual equity securities, corporate and municipal bonds and a small allocation to cash or cash equivalents. Our investment management program provides **discretionary** account management monitored on a continuous basis by our firm's Portfolio Manager, who is responsible for ensuring that your account is managed according to your investment objective and risk tolerance. Reasonable restrictions on the management of your account(s) may be imposed on our firm. We have a household minimum of \$200,000 in investable assets, but this can be waived at the firm's discretion.

## For additional information, please see YHB Wealth's ADV Form 2, Item 4.

**Conversation Starters.** 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?

You will be charged an **ongoing management fee** based on the assets under management in accordance with the fee schedule contained in your agreement. Fees are typically charged quarterly in advance based on the last day of the previous quarter. The firm's current fee schedules are described in Item 5 of the Form ADV Part 2. If you receive a non-bundled financial plan, you will be charged a **flat financial planning fee** on a per-plan basis.

In addition to the fee(s) above, you will be responsible for certain charges imposed by the custodian and/or broker, including transaction fees, custodian fees (e.g. wire fees), and internal fees related to mutual funds.

Clients who choose to participate in our wrap fee program will also be charged an ongoing management fee based on the assets under management in accordance with the fee scheduled contained in the agreement. Wrap fee clients are typically charged a higher ongoing management fee because that program will include most transaction costs and fees a broker-dealer or custodian may charge. Participation in the wrap fee program presents the Firm with a conflict of interest as the Firm pays the transactional costs associated with the management of the account. This may incentive the Firm to trade your account less and therefore incur fewer transactional costs, while continuing to charge a higher asset based fee.

***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 YHB Wealth's Form ADV, Part 2A brochure Items 5. For additional information, please see YHB Wealth's ADV Form 2, Items 5.***

**Conversation Starters.** 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.

- Our firm has an inherent conflict of interest in recommending you rollover or transfer your accounts to an account managed by YHB Wealth since we have an incentive to generate compensation for the firm.
- Our firm includes personnel who also own interests in YHB Wealth Tax, which creates a conflict of interest when the firm recommends the use of those firm's services.

**For additional information, please see YHB Wealth's ADV Form 2, Item 10.**

**Conversation Starters.** Ask your financial professional –

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

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

Our financial professionals are paid a salary plus discretionary bonuses based on company, team, and individual performance, which includes metrics like client retention, referrals, and because the firm's salaries are ultimately derived, from revenue the firm earns from the financial professional's advisory services or recommendations.

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

No. Visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**Conversation Starters.** Ask your financial professional –

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

**Additional Information**

For additional information about our services, including up-to-date information about the firm and/or a copy of this disclosure, please call Curtis Thompson at (540) 545-8702. To report a problem to the SEC, visit [Investor.gov](https://www.investor.gov) or call the SEC's toll-free investor assistance line at (800) 732-0330. If you have a problem with your investments, investment account or a financial professional, you may contact us in writing at 50 South Cameron Street, Winchester, VA 22601. You may also view much of this information utilizing our firm's Form ADV brochure on IAPD on [Investor.gov](https://www.investor.gov) and any brochure supplement a financial professional provides for additional information.

