



FULLCIRCLE WEALTH

FullCircle Wealth is a registered investment adviser with the Securities and Exchange Commission and provides investment advisory accounts and services, rather than brokerage accounts and services. Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. 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 portfolio management services and financial planning services to retail investors. As part of our **portfolio management services**, we provide you with advice based on your individual investment objectives, risk tolerance, net worth, income, age, investment time horizon, tax situation, and other relevant factors. We continuously monitor your accounts and conduct a review at least annually. We also review your account if you inform us of a change in your personal circumstances, if you request a review, or if there are tax law changes, market changes, market conditions, or other unusual economic conditions. You have the option to grant us discretionary or non-discretionary authority via the Client Services Agreement. If you grant us **discretionary authority**, we make all decisions to buy, sell or hold securities, cash, or other investments in your account *without consulting you first*. This discretionary authority includes the authority to hire and fire third-party managers and reallocate assets among them. You may, at any time, revoke this authority or impose reasonable restrictions. If you grant us **non-discretionary authority**, we will always contact you before implementing any transactions in your account. We may manage your account internally or recommend a third-party manager (“TPM”) to manage your account. For more information, please see the Form ADV for the TPMs that manage your accounts. We may also recommend a wrap fee program offered by one of our TPMs, Triad Advisors LLC.

We offer two types of **financial planning services**: (1) A *Financial Planning Preparation* where we meet with you and prepare a comprehensive or segmented financial plan based on your current situation, and a (2) *Financial Planning Review* of your existing financial plan, updating it based on reappraisal of cash flow, net worth, tax liabilities and retirement projections. For the *Financial Planning Preparation*, you can request a comprehensive financial plan (addressing a variety of areas such as asset protection, business succession, cash flows, education planning, estate planning and wealth transfer, etc.), or, a segmented financial plan (focusing on an isolated area of your financial affairs). This is a one-time review and there are no minimum fees. For the *Financial Planning Review*, your financial plan is reviewed at least semi-annually. You are not obligated to act on our recommendations or implement the financial plan through our firm.

We do not limit our advice to specific securities. Depending on your specific needs, we may recommend stocks, bonds, ETFs, foreign-issued securities, CDs, life insurance, annuities, options, or any other investment product that may be suitable for you based on your specific circumstances, needs, goals and objectives. We require a minimum fee of \$2,500 per year and a minimum managed account of \$250,000 for our portfolio management services, which may be negotiable in our sole discretion. Similarly, some of the investment managers we recommend also require minimum investment minimums which are disclosed in their ADV Part 2A.

For more detailed information about our services, please see Items 4 and 7 of our [Form ADV 2A “Brochure.”](#)

- 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?

Portfolio Management Fees: You will pay an annual Advisory Fee for our portfolio management services (“Portfolio Management Fee”) based on a percentage of the total assets we manage for you based on the fee schedule below. The exact Advisory Fee is listed in your Client Services Agreement and is negotiable. Portfolio Management Fees are billed quarterly in advance based on the account balance on first trading day of each quarter. For accounts managed by

AssetMark, Inc. we receive solicitor fees ranging from 0% to 1.35%. The total fees collected by FullCircle and the third-party manager will not exceed 3% of total assets under management per year.

Account Balance	Annual Advisory Fee
\$0 - \$10,000,000	1.00%
\$10,000,001 - \$25,000,000	0.75%
Above \$25,000,000	Negotiable

Financial Planning Fees: The fee for *Financial Planning Preparation* (for either a comprehensive or segmented financial plan) varies, with no required minimum. If you select this service, you will be charged either on a fixed-fee or hourly-fee basis, due in two installments. Fixed fees will usually not exceed \$25,000, and hourly fees for financial plans are up to \$300/hr. The fee for a *Financial Planning Review* also varies, with a minimum annual fee of fee of \$2,500. If you select this service, the annual fee will be charged in 4 equal installments at the end of each quarter.

Other Fees and Costs: You will also pay brokerage commissions, transaction charges, handling fees, third-party manager fees, custodial fees, overlay fees, service charges, ticket charges and other similar charges incurred in connection with transactions for your Account(s). If your assets are managed by a third-party manager, you will pay the third-party manager separately based on the agreement you signed with such third-party manager. Third-party manager fees, custodial fees, and overlay fees generally range from .10% to 1% in total. In addition to the fees described above, you may also pay fees imposed directly by a mutual fund, index fund, or annuity (for example, fund management fees, initial or deferred sales charges, mutual fund sales loads, 12b-1 fees, surrender charges, annuity fees, and other fund expenses. [For more detailed information about our fees and costs, please see Item 5 of our Form ADV 2A “Brochure.”](#)

The fees you pay us create conflicts of interest. For example, we may recommend you roll over your retirement plan assets into an account to be managed by us. This recommendation creates a conflict of interest as we will earn a new (or increase our current) advisory fee as a result of the rollover. [For more information on conflicts of interests and how we address them, please see Items 4, 5, 10, 11 and 12 of our Form ADV 2A “Brochure.”](#)

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.

- **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. For example, some of our IARs are also registered representatives of a broker-dealer. Whenever any such IARs recommend insurance products or securities products, the IAR is recommending a product on which he or she will receive a commission. This presents a conflict of interest in that our IARs have a financial incentive to recommend these products. [For more information on the conflicts of interests we have and how we resolve them, please see Items 4, 5, 10, 11, 12 and 14 of ADV Part 2A “Brochure.”](#)

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

How Do Your Financial Professionals Make Money?

Our IARs are compensated by salary, incentive pay based on the amount of client assets they manage and/or discretionary bonuses. This presents a conflict of interest in that we have an incentive to encourage you to increase the assets in your account.

Do You or Your Financial Professionals Have Legal or Disciplinary History?

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

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

For more information about our investment advisory services or to request the most current version of this relationship summary, please go to www.fullcircle-wealth.com or call our office at (972) 480-6200.

- **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?**



Summary of Changes

Please note the following changes since the previous version of our Form CRS, dated June 29, 2021:

- We revised the terminology used in the CRS to make it more consistent with the language that appears in our Client Services Agreement.