

A Summary of Your Advisory Relationship with BCS Wealth Management

BCS Wealth Management (BCSWM) is registered with the Securities and Exchange Commission as an investment adviser. **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 advisors, and investing.**

What investment services and advice can you provide me?

BCSWM offers investment advisory services to retail clients. These services include portfolio management, financial planning, family office services (marketed as Still Waters Family Office), and retirement plan advisory services. We provide services to individuals, high net worth individuals, pension and profit-sharing plans, business owners and business retirement plans, as well as trust accounts. As part of our discretionary portfolio management service, accounts will be monitored and reviewed at least annually. For non-discretionary portfolio management services, you as the retail investor make the ultimate decision regarding the purchase or sale of investments. BCSWM also offers the use of independent professional investment managers (Separately Managed Accounts) if the advisor believes it would be a good fit for the client's objectives. BCSWM does not require account minimums to open an account, except for Institutional Intelligent Portfolios which require a minimum of \$5,000. More information can be found in our Form ADV Part 2A brochure (Items 4 and 7), which is located on our website (www.bcswealth.com).

- **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?

Fees for our financial planning services may either be an hourly rate or fixed fee. Our portfolio management fees are assessed as a percentage of managed assets and are billed on a quarterly basis in advance of each quarter. Clients that utilize an independent professional investment manager (Separately Managed Accounts) as part of their portfolio will also pay an agreed upon fee for that service. Our fee schedule can be found on our Form ADV Part 2A brochure (Item 5) which is located on our website (www.bcswealth.com). The more assets there are in a *retail investor's* advisory account, the more a *retail investor* will pay in fees, and we may, therefore, have an incentive to encourage the *retail investor* to increase the assets in his/her account. Some investments, like mutual funds, have internal fees and may have transaction fees when purchased or sold. **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.

Some Investment Adviser Representatives are also Registered Representatives of a broker-dealer. Those advisors may receive commissions or other compensation on the sale of other financial products. Some Investment Adviser Representatives are also licensed to sell insurance in Tennessee and receive commissions or other compensation on the sale of insurance products. BCSWM receives compensation for referrals to Jones Insurance Service which creates an incentive for us to refer clients to their services. BCSWM is affiliated with the accounting firm Blackburn, Childers & Steagall, PLC, First Covenant Trust & Advisors, and Trinity Valuation Consulting Group. Consolidated services with BCSWM, Blackburn, Childers & Stegall, and First Covenant Trust & Advisors are marketed under the name Still Waters Family Office. Clients are not required to use these other affiliated companies. BCSWM does not receive compensation for referring clients to an affiliated company.

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

How do your financial professionals make money?

Financial Advisors are compensated on an annual salary plus applicable bonus at year end. Salary is determined by many factors which include, but are not limited to, assets managed, revenue generated, and non-revenue generating responsibilities. Year-end bonuses are a distribution of firm profits and are not a sales bonus.

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

No, neither BCSWM nor any of our financial professionals have a legal or disciplinary history. You can visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research BCSWM and our financial professionals.

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

Additional Information

For additional information about our services, please visit our website at www.bcswealth.com. If you would like a copy of this disclosure, please call our office at (423)283-9821.

- **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?**