

Annex Wealth Management, LLC is an Investment Advisor federally registered with the US Securities & Exchange Commission. 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://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing. We have also created an online resource to help you discern the important differences between investment advisors and broker-dealers, available at [Annex Know The Difference](#).

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

- Annex is a fiduciary and offers comprehensive wealth management and investment advisory services to its Clients including personalized on-going money management services, retirement planning, tax planning, estate planning, and consultative services. All these services are frequently and collectively referred to as "financial planning".
- As part of our standard account management services, we will discuss your goals with you and help design a strategy to achieve them. Accounts and households are monitored by Annex on a frequent basis using advanced exception reporting tools, the firms secure Client Relationship Monitoring system, and various industry grade technology tools.
- You may grant us authority to buy and sell investments in your account(s) (a "discretionary relationship"), or we may give you advice and you make the ultimate decision regarding what investments to purchase or sell (a "non-discretionary relationship"). Client may impose reasonable restrictions on the management of their account or modify existing restrictions at any time.
- Annex should be viewed as a "level-fee" fiduciary whose bundled fees are based on individualized and ongoing comprehensive wealth management and financial planning services without the bias and conflicts of commissions or variable compensation based upon its recommendations.
- We will contact you at least annually to discuss your investments and financial plan.
- Annex generally utilizes investment companies (mutual funds), exchange-traded funds, cash equivalents, and individual securities in its Client accounts, it does not limit the types of investments it might consider managing for a Client.
- Annex has no formal account minimums, size restrictions or other requirements to open or maintain account(s), and we seek clients who prefer a long-term investment focus.

*For additional information, please see [Item 4](#) and [Item 7](#) of our Form ADV, Part 2A Brochure <https://go.annexwealth.com/AWMADV>*

### Ask Your Annex Wealth Manager:

- **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?

- Annex charges fees in different ways depending on the way the Client elects to engage the firm and the services the Client elects. Asset Management Services are generally calculated as a percentage of assets under management based on the market value of the assets in the account, including cash, on the close of the last business day of each calendar quarter and are collected in advance. You will pay fees and costs whether you make or lose money on your investments and even if we don't buy or sell in your account. Fees and costs will reduce any amount of money you make on your investments over time. Asset Management services are subject to negotiation based on scope and complexity. The more assets there are in an investor's account, the more an investor will pay in fees. The firm may therefore have an incentive to encourage the investor to increase the assets in his or her account. Consulting services are available on a flat-fee or project fee basis.
- You may pay a transaction fee when we buy or sell an investment for you. This fee is paid to the custodian, not Annex.
- Mutual funds, variable annuities, certain ETFs and alternative investments pay management fees to their own investment advisors, which reduces the overall return to the investor. Therefore, Clients who invest in these types of vehicles pay two levels of advisory fees for the management of their assets; one to the mutual fund, variable annuity, ETF or alternative investment, and one to Annex.
- Please make sure you understand what fees and costs you are paying.

*For additional information, please see [Item 5](#) of our form ADV, Part 2A Brochure <https://go.annexwealth.com/AWMADV>*

### Ask Your Annex Wealth Manager:

- **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 does your firm make money and what conflicts of interest do you have?**

- **When we act as your investment advisor**, we must 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.
- Custodians provide free services to us, including consulting, access to research, and conferences on practice management. These services may give Annex an incentive to recommend that clients open or maintain accounts with these custodians.
- Annex provides financial planning services to its Clients that usually lead to Clients electing to receive investment management services from Annex. The bundled fee Annex charges is almost always based on the value of each Client's investment accounts. Therefore, Annex has an inherent conflict because its interests are best served by making financial planning recommendations that result in either retaining or increasing assets under management. Clients should understand that financial planning recommendations such as paying off a mortgage or gifting, among other things, may reduce Annex's assets under management, thereby creating a natural conflict.
- Annex may receive Client referrals from Charles Schwab through its participation in Schwab Advisor Network (SAN) program. Annex's participation in SAN raises potential conflicts of interest. Charles Schwab will most likely refer Clients through SAN to investment advisors that encourage their Clients to custody their assets at Charles Schwab and whose Client accounts are profitable to Charles Schwab. Consequently, in order to obtain Client referrals from Charles Schwab, Annex may have an incentive to recommend to Clients that the assets under management by Annex be held in custody with Charles Schwab and to place transactions for Client accounts with Charles Schwab.
- Solicitors of Annex refer persons to engage in investment advisory services or accounts with Annex, Annex has agreed to compensate the solicitor for the referral by paying the solicitor a percentage of the ongoing quarter-end advisory fees collected by Annex. A conflict of interest exists in that the solicitor is predisposed to make referrals to Annex because the solicitor is compensated for the referral.

**For additional information, please see [Item 4](#), [Item 10](#), [Item 12](#), and [Item 14](#) of our ADV, Part 2A Brochure <https://go.annexwealth.com/AWMADV>**

**Ask Your Annex Wealth Manager:**

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

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

- Annex and the financial professionals servicing your account(s) are compensated with a salary and may receive a discretionary bonus. Financial professionals' compensation is based on how well they service our clients, their individual performance, and the firm's performance.

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

- No. Annex does not have any legal or disciplinary history that is required to be disclosed on Form ADV Item 1A or [Item 9](#) of Part 2A Annex ADV 2A Brochure <https://go.annexwealth.com/AWMADV>
- However, Annex employs a limited number of financial professionals who have disclosures reported on their Form U4 related to events at former employers. Details about these personal events can be found at [brokercheck.finra.org](https://brokercheck.finra.org).
- Please visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple tool to research the firm and its financial professionals.

**Ask Your Annex Wealth Manager:**

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

**Additional Information:**

- Investors can find additional information about the firm's services at [annexwealth.com](https://annexwealth.com). To request a copy of the form CRS please visit our website at [annexwealth.com](https://annexwealth.com) or call us at 262-786-6363.

**Ask Your Annex Wealth Manager:**

- **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?**