

## Relationship Summary

June 2020

### Highland Private Wealth Management

Highland Private Wealth Management is an investment adviser registered with the Securities and Exchange Commission. Investment advisory services and fees differ from brokerage services and fees and it is important for you to understand the differences. [Investor.gov/CRS](https://www.investor.gov/CRS) is a website providing free and simple tools to research firms and financial professionals, and which provides educational materials about investment advisers, broker-dealers, and investing. We encourage you to ask us questions and have provided possible questions in call-out boxes throughout this Relationship Summary.

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

We offer advisory services to individual investors. Specifically, we focus on providing financial life management services, which includes investment management and wealth advisory services. We first meet with you to gain an understanding of your current financial situation, your short- and long-term goals, and your risk tolerance, among other things. We use this information to provide advice specific to your investment and wealth advisory needs.

Our Investment Committee reviews and set the firm's overall investment philosophy and underlying mix of asset classes. We monitor client portfolios as part of an ongoing process. Reviews are also triggered by material market, economic or political events, or by changes in your financial situation (such as retirement, a liquidity event, or change in goals).

**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?**

We manage portfolios on a discretionary basis. When you grant us discretionary authority, this means we don't need your prior approval for transactions. We obtain discretionary authorization through our signed advisory agreement with you. We offer advice on different types of securities. We don't have a minimum accounts size but we do have a minimum annual fee of \$10,000.

*For more detailed information about our services, please request a copy of our Form ADV, Part 2A brochure. Our brochure can also be found by clicking [this link](#).*

#### What fees will I pay?

Our fees for investment management and wealth advisory services are unique to each client, and are based on the complexity of your circumstances, the composition of your assets, and the services you value. We charge a custom advisory fee, specified in writing, structured as a fixed annual amount, paid quarterly in advance. The agreed-on fixed annual fee is based on two components: investment management and wealth advisory. We adjust the investment management portion of the fee annually if your assets have increased or decreased materially. The wealth advisory component is customized to what you need and value.

The way we charge our fees generally means that the more assets we manage, the more you'll pay in overall fees. While there is not a perfect correlation between growth in assets and growth in fees, we typically have a financial incentive to increase the amount of assets we manage for you over time.

**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?**

In addition to our advisory fees, you will pay fees to third parties for other services provided to you. We do not share in these charges and work to keep overall costs and taxes low. We have no financial incentive to recommend any specific product, strategy, or referral. Examples of additional costs you might pay to third parties include custodian transaction fees and fees charged by third-party managers. Mutual funds and exchange traded funds also charge internal management fees, which reduce the return of investments over time. We

***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. Our [Form ADV, Part 2A \(Item 5 and Item 12\)](#) contains more detailed information about fees and costs.***

**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. For simplicity and transparency, we only make money through the fees you pay us. At the same time, the way we make money doesn't eliminate all conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. We work hard to minimize and eliminate these conflicts whenever possible.***

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

Our primary conflict of interest arises from some of our compensation being derived from asset-based fees. For example, if you asked us for a recommendation about paying down outstanding debt or making charitable contributions, versus keeping those funds in your accounts with us, we will always make the recommendation that we believe is in your best interest. We do, though, have a conflict of interest in making the recommendation to the extent we earn more from the basic investment fee when you keep more assets in your account. We have designed a fee structure to reduce these conflicts, by using a fixed annual fee based significantly on wealth advisory needs, keeping the fee fixed for a 12 month period, and only adjusting our investment fees if assets have changed materially.

***Our [Form ADV Part 2](#) contains detailed information about our conflicts of interest.***

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

Our financial professionals are mainly compensated through salaries, with discretionary bonuses based on firm profitability and the individual's contribution to the goals of the firm. We pride ourselves on excellent service and seek to help an increasing number of clients Live Fully™. We believe compensation should align with those goals. As result, our employees have an incentive to contribute to the growth of the firm, and to encourage clients to take advantage of the scope of services we offer.

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

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

**Who is my primary contact person? Who can I talk to if I have concerns about the service I'm receiving?**

***For more detailed information about our investment advisory services, or to request another copy of this Relationship Summary, please contact us at (425) 739-6500 and speak to your advisory professional or our Chief Compliance Officer. You may also visit the SEC's public disclosure website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).***