

March 2021

A Summary of Your Advisory Relationship with *Neumann Capital Management, LLC*

Neumann Capital Management, LLC is registered with the Securities and Exchange Commission (SEC) as an investment adviser. 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, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer investment advisory services to retail clients, through 2 wealth management programs.

- Our **Comprehensive Wealth Management** program includes portfolio management, in-depth financial planning and consultations regarding your financial matters with you and/or your other professional advisors (e.g., CPA, attorney, insurance agent, etc.). A minimum portfolio of \$1 million is required.
- Our **Essentials Wealth Management** program is a more streamlined, portfolio management-only (automated) service, with an annual consultation. A minimum of \$5,000 per account is required.

For all our clients we use a collaborative team approach. Our team members are all subject to a code of ethics and held to a fiduciary-standard of putting your interests first. We work with you to determine an appropriate target asset allocation for your portfolio, based on your risk tolerance, time horizon, and needs.

We manage all accounts on a fully discretionary basis, determining which publicly-traded securities to buy or sell as well as the amounts and timing. We provide ongoing monitoring of all the investments we select. We require that all accounts be held at Charles Schwab & Co. Inc., the brokerage firm that we selected based on their service, size, strength, and reputation.

For additional information, see [ADV Part 2A: Item 4 Advisory Business, Item 7 Types of Clients, Item 8 Methods of Analysis, etc., Item 13 Review of Accounts, Item 16 Investment Discretion](#)

Ask us: *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?

We charge management fees as a percentage of the value of the portfolio that we manage for you.

- For **Comprehensive** program clients, the fee ranges between 0.90% and 0.50%, depending on the size of your portfolio. For example, the fee for a \$1 million portfolio is 0.90% or \$9,000 annually. And the fee for a \$5 million portfolio is 0.50% or \$25,000 annually. Fees are charged quarterly.
- For **Essential** program clients, the fee is 0.90%, charged annually. For example, for a \$250,000 portfolio, the fee is \$2,250.

Generally, the more assets under our management, the more you will pay in fees, creating an incentive for us to encourage you to rollover or transfer assets to our management.

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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, see [ADV Part 2A: Item 5 Fees and Compensation](#)

Ask us: *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 2 wealth management programs have different fee structures, creating an inducement for us to recommend the higher-fee program. Additionally, there is a conflict of interest whenever we advise you to rollover or transfer assets to our management – more assets generally mean more fees for our firm. These conflicts are mitigated by our thorough review and analysis of your situation and needs, and our discussions with you.

We do not make money from any source other than the fees we charge our clients. We receive non-monetary benefit from our relationship with the custodian of our clients' accounts through services, training, and products that they provide to our firm.

For additional information, see [ADV Part 2A: Item 11 Code of Ethics, Item 12 Brokerage Practices](#)

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

How do your financial professionals make money?

Owners share the firm's profitability based on their individual ownership. Employees receive a salary and bonus based on experience, skills and responsibilities. The firm, its owners, and its employees do not receive any outside compensation for the sale to clients of securities, products, insurance, etc.

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

No; however, free and simple tools are available at Investor.gov/CRS to research our firm and financial professionals.

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

For additional information about our services, see [ADV Part 2A](#). If you would like additional, up-to-date information or a copy of this disclosure, please call 650-548-9200.

Ask us: *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?*