

## **Introduction**

Reston Wealth Management (RWM) is an investment advisory firm registered with the Securities and Exchange Commission (SEC). 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 [www.Investor.gov/CRS](http://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 investment advisory services to retail investors, including wealth management and financial planning. We tailor our wealth management services to your needs and manage your account on a discretionary or non-discretionary basis. Discretionary authority allows us to decide the type and amount of securities to be bought or sold for your account and when to invest, without consulting you first. We maintain this discretion until it is revoked (e.g. by termination of our agreement or upon written instruction from you). For those who request wealth management on a non-discretionary basis, it means that we cannot execute securities transactions in your account without first obtaining your consent.

We also from time to time recommend third-party separate account investment managers to manage a portion of your assets. We generally make this recommendation when a manager offers an investment strategy that is in line with your objectives and risks but it is not offered by RWM. We will recommend a separate account manager only when we believe it is appropriate and in your best interests.

For financial planning services, we consult on issues including retirement planning, education funding, tax planning, charitable giving, business succession, risk management, estate planning, and financial aspects of divorce. With our financial planning services, you retain absolute discretion over all implementation decisions and are under no obligation to act upon any of our recommendations; the ultimate decision regarding the purchase or sale of investments lies with you.

### **Questions to 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?*

For our wealth management services, we determine what we believe is the optimal asset allocation mix based on your investment strategy. We typically utilize mutual funds, exchange-traded funds, bonds, some individual equities, and cash or cash equivalents. As part of our standard service, we monitor wealth management accounts on an ongoing basis, with each account reviewed at least annually. We also perform a review when there is a change to your financial position or investment objectives, or in case of unusual market or economic circumstances or other unforeseen events. We do not impose a strict asset minimum to open an account with us; however, it may be impractical for clients with less than \$750,000 under management to maintain an account with us since we usually charge a minimum fee. For further information about our services and advice please read Items 4, 7, and 8 of our Form ADV Part 2A disclosure brochure.

## **What fees will I pay?**

Fees and costs affect the value of your account over time. Please ask your adviser to give you personalized information on the fees and costs that you will pay. Our fees vary and are negotiable.

We charge an ongoing quarterly fee that is a percentage of the value of your account. You pay this fee even if you do not buy or sell investments. Our fee schedules are in tiered levels that depend on the value of the investments in your account. As your portfolio value steps up to the next tier level, either through additional deposits or asset growth, the amount of assets above the fee-break will be billed by that corresponding annual fee rate on that level.

The more assets you have in your account, the more you will pay us in fees. Regardless of the fee, this creates a conflict of interest because this may create an incentive to encourage you to increase the size of your account. We may charge an hourly fee or fixed fee for additional services such as financial planning and consulting services that are of limited duration or nature.

Quarterly fees will be automatically deducted from your account unless you request to be billed directly. You will also pay additional fees to third parties in connection with your account. These can include (as applicable): custodian fees, transaction charges, distribution fees, IRA fees, margin interest, wire transfer and electronic fund fees, and other account administrative fees.

#### Questions to Ask Us:

- *Help me understand how these fees and costs will 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?*

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. Refer to the Fees & Compensation section of our Form ADV Part 2A disclosure brochure, Items 5 and 14 for more details.

#### ***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 a fiduciary duty 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.

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

Here is an example to help you understand what this means:

Some of our financial professionals are also licensed insurance agents. This presents a conflict of interest when an advisor recommends you purchase an insurance product on which they will earn a commission.

More detailed information about our conflicts of interest can be found in Items 4, 10, 11, 12, and 14 of our Form ADV Part 2A disclosure brochure.

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

Each of our financial professionals is paid a salary and a discretionary bonus. Neither the salary nor bonus is based on or tied to the number of clients that have been referred to RWM or the types of investment products we recommend to clients. Some of our financial professionals are licensed insurance agents appointed with various insurance agencies. This presents a conflict when they recommend the purchase of an insurance product from which they receive a commission.

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

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

No. Visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free and simple research tool to research us and our financial professionals.

#### Questions to 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?*

#### ***Additional Information***

You can find additional information about our firm's investment advisory services on the SECs website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by clicking on the FIRM tab and then searching CRD #148816. You may also contact our firm at (703) 481-2280 to request a copy of this relationship summary and other up-to-date information.