

## **Client Relationship Summary –March 31, 2021**

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Leicht Financial Planning and Wealth Management, Inc. (“Leicht”) is registered with the Securities and Exchange Commission as an investment adviser. Broker-dealer 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.

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

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We offer investment advisory services to retail clients. We provide financial planning and a wrap-fee program. We provide advice on the purchase and sale of various types of investments, such as mutual funds, exchange-traded funds (“ETFs”), variable annuity subaccounts, real estate investment trusts (“REITs”), equities, and fixed income securities. Ongoing monitoring of these investments is included as part of a wrap-fee program. Financial Plans are reviewed on an annual basis.

Investment services are provided on a discretionary or non-discretionary basis. Discretionary advisory services mean that we have the ability to purchase or sell your investments without first obtaining your permission. Non-discretionary services mean that you make the ultimate decision regarding the purchase or sale of investments.

Our financial professional is a registered representative of LPL Financial LLC (“LPL”), an SEC registered broker-dealer and investment adviser. Your financial professional may offer you brokerage services through LPL or investment advisory services through Leicht. Brokerage services and investment advisory services are different, and the fees we, and LPL, charge for those services are different. It is important that you understand the differences. In particular, your financial professional may earn additional transaction-based compensation and have additional conflicts of interest as a result of providing brokerage services through LPL. You are encouraged to learn more about LPL by reviewing <https://www.lpl.com/disclosures.html> and having a discussion with your financial professional. You can also access free and simple tools to help you 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 only provide investment advice through a wrap-fee program. You must open a strategic wealth management account with LPL to participate in the wrap-fee program. We impose a customary minimum client account value of \$25,000.

*For more detailed information about our services, please see our Form ADV, Part 2A brochure (specifically Items 4 and 7) and Part 2A Appendix 1 (specifically Items 4A and 5) .*

#### Conversation Starters:

- ✓ 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?**

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For investment advisory services, we charge you a wrap fee quarterly in advance. The wrap fee ranges from 1-2% of assets under management. This means that the more assets there are in your advisory account, the more you will pay in fees, and we therefore have an incentive to encourage you to increase the assets in your account. Asset-based fees associated with the wrap fee program will include most transaction costs and fees paid to LPL who has custody of these assets, and therefore are higher than a typical asset-based advisory fee. We receive the wrap fee paid by clients less transaction charges which are paid to broker-dealer. This arrangement creates an incentive for us to limit trading in your account to reduce transaction charges. For financial planning services, we charge a fixed or hourly fee.

You will also pay other fees and costs related to our investment advisory services and investments in addition to our advisory fee, that you will pay directly or indirectly. Categories of the most common additional fees and costs you pay include fees related to mutual funds, including trailing 12-b-1 commission, exchange-trades funds and variable annuities, and other product-level fees.

**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 more detailed information about our fees and costs, please see our Form ADV, Part 2A brochure (specifically Item 5), Part 2A Appendix 1 (specifically Item 4) and your investment management agreement.*

Conversation Starter:

- ✓ 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.

- As a registered representative of LPL, our financial professional can receive commissions on investment products purchased in brokerage accounts and 529 plans. We can recommend such products as part of a financial plan. We do not receive commissions on investments purchased in accounts that are part of the wrap-fee program.
- Our financial professional is also a licensed insurance broker. As an insurance broker, he receives commissions on insurance products recommended as part of a financial plan.
- We recommend the brokerage and custodial services of LPL. LPL provides us with research and support services, at zero or reduced costs. This arrangement creates an incentive for us to use LPL.

Conversation Starter:

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

*For more detailed information about our services, please see our Form ADV, Part 2A brochure (specifically Items 10, 12 and 14) and Part 2A Appendix 1 (specifically Items 4 and 6).*

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

Andrew Leicht is our financial professional and sole owner of the firm. He is compensated based on revenue generated by the firm as owner and he receives a salary. He is therefore incentivized to encourage you to increase the assets in your account. He can also be compensated through commissions on investments in brokerage accounts and 529 plans and insurance products recommended during financial planning. He is therefore incentivized to recommend such products. Mr. Leicht is also eligible to receive shares of restricted stock from LPL Financial Holdings Inc., the parent company of LPL and educational trips based on his overall performance as a registered representative and investment adviser. This arrangement creates an incentive for us to recommend the custodial and brokerage services of LPL.

**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 us and our financial professionals.

Conversation Starter:

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

*You can find additional information about our investment advisory services on our website and at <https://adviserinfo.sec.gov/firm/summary/171967>. To request up-to-date information and request a copy of the relationship summary, call (973) 599-0400.*

Conversation Starter:

- ✓ 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?



## EXHIBIT – SUMMARY OF MATERIAL CHANGES

Since its previous Form CRS dated February 12, 2021, Leicht has updated Form ADV Part 2A brochure and Part 2A Appendix 1. This Form CRS has been amended to include hyperlinks to the updated Form ADV Part 2A brochure and Part 2A Appendix 1 wherever it states please see our Form ADV, Part 2A brochure and Part 2A Appendix 1.