

## 1. Introduction

Kathleen S. Wright Associates, Inc. (d/b/a Wright Associates) is a SEC registered investment adviser founded in 2002. We are a fee-only **standalone investment adviser** providing financial planning and discretionary investment management services. The services we provide to you are regular and ongoing.

There are different ways you can get help with your investments, through a standalone investment adviser, standalone broker-dealer or dual registrant. Fees differ and it is important for you to know the difference.

Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials on broker-dealers, investment advisers, and investing.

## 2. What Investment Services and Advice Can You Provide Me?

Wright Associates offers **fee-only** investment advisory services to retail investors. Principally, we offer financial planning and discretionary investment management services. You may hire us for either service or both. We are neither a law firm nor a certified public accounting firm and no part of our service should be construed as legal or accounting advice.

Discretionary investment management services are offered as part of our standard services. That means we invest your funds on your behalf without prior consent. We monitor your accounts on a regular and on-going basis. We send reports with performance data in the first two weeks after the end of a quarter. You are responsible to advise us if changes occur in your personal/financial situation to make sure your portfolio is appropriate for your needs. Investing involves various degrees of risk. There can be no assurances or guarantees that the advice we provide you will be successful.

Financial planning is also part of our standard services. Financial planning covers topics such as, but not limited to, estate planning, tax planning, education funding planning, insurance and risk management planning, investment planning, retirement planning, philanthropic planning and employee benefit planning. We monitor updates and changes to your personal situation no less than annually. We are neither a law firm or a certified public accounting firm and no part of service should be construed as legal or accounting advice.

More detailed information about our services is available in our Form ADV, Part 2A. A copy is available on our website at [www.kswrightassociates.com](http://www.kswrightassociates.com). Scroll to the bottom of the homepage.

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?”

## 3. What Fees Will I Pay?

We charge one fee for our wealth management services, but there are two ways we can charge. We only earn fees from you. We do not collect commissions nor do we have a wrap fee program.

One option is splitting the planning and investing into two separate pieces and adding those together to make one fee. In this instance, planning is a flat fee and investing is based on a percent of the assets we manage. The other option is to assess an all-in-one comprehensive fee, charged as a percent of assets under management.

Our fee options can be found on our website: <https://kswrightassociates.com/services/>

It is important to note that the more assets that there are in your account, the more you will pay in fees, and the firm may therefore have an incentive to encourage you to increase the assets in your account.

You are exposed to other fees such as underlying mutual fund and exchange traded fund fees and transaction costs. Underlying fund fees can range from 0.04% to 1.40%. There are no transaction costs on products such as exchange traded funds or stocks. Mutual funds cost \$25.00 to \$49.95 to buy and sell. We do not trade often.

You will pay fees whether or not 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.

Conversation starter: “Help me understand how these fees and costs might affect my investments. If I give you \$1,000,000 to invest, how much will go to fees and costs, and how much will be invested for me?”

### **3.B. What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts 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.

It is important to note that the more assets that there are in your account, the more you will pay in fees, and the firm may therefore have an incentive to encourage you to increase the assets in your account.

Conversation starter: “How might your conflicts of interest affect me, and how will you address them?”

More detailed information about our conflicts of interest is in our Form ADV, Part 2A. A copy is available on our website at [www.kswrightassociates.com](http://www.kswrightassociates.com). Scroll to the bottom of the homepage.

### **3.C. How Do Your Financial Professionals Make Money?**

The financial professionals at Wright Associates are paid a base salary and, if appropriate business conditions exist, a yearend cash bonus. Salary and bonus are solely based on firm size and profits the firm earns from its advisory services. We do not use sales-based awards to incentivize our financial professionals. None of our financial professional collect commissions or sales-based compensation from any third party or outside institution.

### **4. Do Your or Your Financial Professionals Have a Legal or Disciplinary History?**

**No.** Find out more at [Investor.gov/CRS](http://Investor.gov/CRS) for a free search tool.

Conversation starter: “As a financial professional, do you have any disciplinary history? For what type of conduct?”

### **5. Where May I Find Additional Information?**

You can find more information and a copy of this relationship summary on our website ([www.kswrightassociates.com](http://www.kswrightassociates.com)) along with our Code of Ethics and Privacy Policy. Request up-to-date information by calling our offices at 412.854.2100.

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?”