

## Client Relationship Summary

**Summit Financial Partners, Inc (“Summit”)**

April 21, 2025

Our firm is registered with the US Securities and Exchange Commission (the “SEC”) as an Investment Adviser.

You have a choice among different types of financial services professionals to assist you with your financial needs. These professionals offer a variety of services and fee arrangements. It is important for you to understand the differences between the services offered, such as the difference between brokerage and investment advisory services, so that you can make an informed decision. This Summary is designed to help you understand the types of financial services our firm can provide you and the fees we charge for those services. The SEC also provides free and simple tools that allow you to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS). This site also provides educational materials about broker-dealers, investment advisers and investing.

### **What Investment Services and Advice Can You Provide Me?**

At Summit, we provide investment advisory services to retail investors. We offer portfolio management services, so that we can implement the investment plan that we develop together with you by investing your assets according to the plan. For this service, we require a minimum investment portfolio of \$1,000,000. As part of our standard services for portfolio management clients, we monitor collectively the investments of all of our clients on an ongoing basis, and we review your particular investment plan in depth at least annually. We will also conduct interim reviews of your plan any time life changes or market conditions call for it. We like to talk to our clients at least quarterly to check in and make sure we are still on track. We also offer limited financial planning and general consulting services.

We also offer an Accumulators Program. This is a specific portfolio management services package geared for young investors who desire to establish a long-term relationship with an adviser and whose assets and planning needs may not currently meet our typical requirements. In this program, we will assess your risk tolerance and situation and then recommend one of our model portfolios that contains the asset allocation most closely aligned with your financial situation, investment objectives, risk tolerance, and other considerations. As part of our standard services, we will review your financial and personal situation with you on an annual basis.

We focus our investments on mutual funds and exchange traded funds. We may also utilize individual stocks and other types of investments on a more limited basis. When appropriate, we may recommend the use of third-party managers for part of a client portfolio.

Most of our clients engage us for discretionary portfolio management. This means that once we agree on an investment plan for your portfolio, we will actively manage your account(s) without contacting you to discuss each investment decision. You may impose certain written restrictions on us in the management of your investment portfolio, such as prohibiting the sale of highly appreciated stocks. You should note, however, that restrictions imposed by you may adversely affect the composition and performance of your investment portfolio.

If you choose a non-discretionary relationship, you will ultimately make the final decision regarding every investment decision; you will have to provide your approval for each transaction in your account(s). While we are happy to accommodate this arrangement, you should know that this can have an impact on our ability to manage your account(s) efficiently and may result in delays in implementing our advice. By signing our advisory agreement, you will choose whether to give us discretionary or non-discretionary authority, which will be in effect until either you or we terminate that agreement.

**More information is available in our Form ADV Part 2A (our “Brochure”), in Items 4 and 7; please click [here](#) for a link to our Brochure.**

Here are some questions you might want to discuss with us in more detail:

<i>Given my financial situation, should I choose an investment advisory service? Why or why not?</i>
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<i>How will you choose investments to recommend to me?</i>
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<i>What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?</i>
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## What Fees Will I Pay?

Fees and costs will affect the value of your portfolio over time. Our financial planning fees are assessed on a fixed fee basis. We will discuss and agree upon the cost before we start working on your plan. Portfolio management fees are calculated as a percentage of the assets we manage for you, and are billed quarterly in arrears. This type of fee arrangement provides an incentive for us to encourage you to deposit more assets in your account, which would increase our fees. General consulting fees are agreed to in advance of services being provided, and are usually assessed on an hourly or fixed fee basis.

In addition to the fees that we charge, your portfolio will incur other expenses. The most common examples are brokerage transaction fees (such as the fee that the broker charges to buy or sell a security in your account) and mutual fund internal expenses. 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. **More information is available in Item 5 of our Brochure (linked above)**, and we are happy to discuss fee arrangements in more detail with you. For example, you might want to ask:

*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 interests and not put our interests 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 to you. Here are some examples to help you understand what this means.

As described in detail in Item 12 of our Brochure, we recommend that you hold your account(s) at SEI Private Trust Company (“SEI”) or Charles Schwab & Co., Inc. (“Schwab”). These firms offer adviser-based programs. We receive benefits from our participation in these programs, which provides an incentive for us to encourage you to keep your account(s) at SEI or Schwab.

As a registered investment adviser, we are held to what is known as a fiduciary standard, which covers our entire investment advisory relationship with you. As a fiduciary, we must eliminate any conflicts of interest or tell you about them in a way you can understand, so that you can decide whether to agree to them. More information is available in our Brochure (linked above) in Items 11 and 12.

To continue this conversation, you might want to ask:

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

## How do your financial professionals make money?

Our financial professionals are paid a salary. Financial professionals who are also owners may also receive their share of corporate distributions. None of our financial professionals earn any type of commission (e.g., product sales commissions or revenue from securities bought or sold).

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

No. There is a free and simple tool available at [www.Investor.gov/CRS](http://www.Investor.gov/CRS), which you can access at any time to read about our firm and our financial professionals. You might want to ask:

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

## Additional Information

**Please refer to our Brochure, as it contains more details on these and other topics. Please call us at (804) 290-0162 or email [info@SummitRVA.com](mailto:info@SummitRVA.com) to request our latest Brochure and any updated Summary that may be available.** You can also visit our website at [www.SummitFinancialPartnersRVA.com](http://www.SummitFinancialPartnersRVA.com) for additional information. Finally, you might want to ask:

*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?*