

## Customer Relationship Summary

### Helping you make an informed decision

June 30, 2020

Form CRS

Carolinas Wealth Consulting LLC is registered with the Securities and Exchange Commission (“SEC”) as an investment adviser. Our advisory services are the primary focus of this summary, though we do have an affiliate FINRA registered broker-dealer, Carolinas Investment Consulting LLC (“CIC”), whose Form CRS is available on our website. Brokerage and investment advisory services and fees differ, and it is important for the retail investor 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.

All recommendations regarding your advisory account will be in an advisory capacity, and all recommendations regarding your brokerage account will be made in a broker-dealer capacity. When we make a recommendation to you, we will expressly tell you which account we are discussing.

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

We offer investment advisory services to retail investors, giving continuous advice based on your individual needs. Advisory services are offered by defining your objectives, preparing a financial and investment plan, selecting appropriate investments, implementing the plan, and monitoring progress. You may also receive research reports and performance reporting. Third party money managers may be recommended as part of the advisory services offered depending on your asset allocation and asset management service needs. As part of our standard service we are responsible for performing periodic reviews and consulting with you at least annually.

Our advisory services are offered through either non-wrap or wrap fee accounts custodied with other registered broker-dealers. Wrap accounts provide investment advice, brokerage, and custodial services under a “wrap fee” arrangement.

We also offer financial planning, which can provide you with a written financial plan addressing personal financial goals; current and projected assets, liabilities and income; anticipated spending needs over time; tax realities (income, capital gains and estate); retirement goals; estate and legacy plans; and any other financial/investment needs. Financial planning may be offered as part of your asset-based fee, or under a separate fee arrangement. Once a financial plan is delivered, we do not commit to provide on-going monitoring of your assets that are not managed by us.

We provide both non-discretionary and discretionary accounts. In non-discretionary accounts, you may receive recommendations to buy, sell, or hold assets. When we make a recommendation in this type of account, you make the ultimate decision regarding the purchase or sale of investments. You may accept or reject any recommendation. When you choose to grant investment discretion to us, we will have authority to supervise and direct the investments of and for your account(s) without prior consultation with you. This may allow us to take more immediate action in your account and this authority will continue until terminated in writing. When we make a recommendation to you, or take discretionary action for you, we are obligated to ensure we are acting in your best interest, considering reasonably available alternatives, and based on your stated investment objective, risk tolerance, liquidity needs, time horizon, financial needs, tax status, and other financial information you provide us.

There is no minimum initial account balance required to open an advisory account with us, however, for some investments there may be a minimum investment amount or ongoing minimum account balance. Your account may be subject to a minimum annual fee.

### What fees will I pay?

There are costs involved in an advisory relationship. 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.

Not all charges are included in the asset-based, or in some cases fixed, advisory fee you pay. These include third party, mutual fund, exchange-traded fund, or index fund management fees, and fees related to other transactional, account, and product-level charges.

Generally, in a wrap-fee arrangement, you pay a combined fee for investment advice, brokerage services, clearance and settlement services, and custodial services. Because wrap fees include most transaction costs and fees paid to a broker-dealer or bank that has custody of these assets, the asset-based fees may be higher than a non-wrap asset-based advisory fee.

#### Questions you might wish to ask:

- 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?

#### Questions you might wish 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?

Ongoing asset-based fees, fixed fees, wrap-fee arrangements, or other direct fee arrangements are charged to your account on a quarterly basis in advance. For inflows or outflows during a quarter you are charged or refunded based on the portion of the quarter in which the assets are in the account and under an advisory relationship with us.

You can get more information about our advisory services in our [ADV Disclosure Brochure](#) (Form ADV Part 2A, Items 4, 7, 13 and 16; or Form ADV Part 2A Appendix 1 Wrap Fee Program Brochure, Items 4 and 9).

## What are your legal obligations to me when providing recommendations? How else does the firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we must act in your best interest 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 recommendations and investment advice we provide you. Here are some examples to help you understand what this means.

Our conflicts of interest are typically the result of compensation structures and other financial arrangements between us, our financial professionals, our clients and third parties. With respect to asset-based fees, the more assets there are in your advisory account, the more you will pay in fees. Therefore, we may have an incentive to recommend you transfer assets to your account or rollover your retirement plan.

Some of our financial professionals are also licensed as insurance agents, offering Life, Health, Long-Term Care, and other insurance products through CIC. Fees and commissions charged in connection with insurance products are separate and distinct from advisory fees paid. This poses a conflict of interest to the extent that there is a financial incentive to recommend insurance products that result in commissions, trails, or other payments. You are under no obligation to use our financial professionals for insurance services and may use an insurance brokerage firm and agent of your choosing.

A conflict may also arise if you are eligible to open a brokerage account through CIC, where sales charges in connection with buying and selling investments are received as compensation. These charges may exceed the recurring asset-based fees in an advisory account. This may lead to our incentive to encourage you to open a brokerage account.

For additional information about potential conflicts of interest, please see our [ADV Disclosure Brochure](#) (Form ADV Part 2A) or Form ADV Part 2A Appendix 1 Wrap Fee Program Brochure.

## How do your financial professionals make money?

Our financial professionals are compensated based on a specific percentage of the fees you pay. Their compensation is not based on the time and complexity required for any particular client or the products sold.

Some product and service providers provide training and education to the financial professionals. Such meetings are provided at no cost to us and may include reimbursement for meals and travel. These meetings or events are held to educate financial professionals and are also considered to be a form of non-cash compensation.

For additional information about how our financial professionals make money, please see our [ADV Disclosure Brochure](#) (Form ADV Part 2A) or Form ADV Part 2A Appendix 1 Wrap Fee Program Brochure).

## 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.

## Where can I find additional information?

You can always ask your financial professional for more information and request a copy of this relationship summary by calling 704-643-2455. Please visit our website at [carolinainvest.com](http://carolinainvest.com) for further information and copies of our Form CRS, ADV Disclosure Brochure, Wrap Fee Brochure, and other disclosures.

Questions you might wish to ask:

- What are your conflicts of interest?
- How might your conflicts of interest affect me and how will you address conflicts of interest?

Questions you might wish to ask:

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

Questions you might wish to ask:

- Who is my primary contact person?
- Is she or he 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?