

Acumen Wealth Advisors®, LLC (AWA) is registered with the U.S. Securities and Exchange Commission (SEC) as an Investment Adviser. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences because the services, fees, and conflicts can affect your investments. There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you. Free and simple tools are available at [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

We provide investment advisory services to retail investors, including comprehensive portfolio management (investment management and financial planning), standalone financial consulting, and retirement plan consulting for employer plan sponsors. Retirement plan consulting services are provided to employer plan sponsors and do not include management of individual participant accounts unless separately agreed in writing.

Under Comprehensive Portfolio Management, we manage portfolios based on your goals, risk tolerance, and time horizon. We invest in mutual funds, ETFs, investment grade bonds, stocks, and other securities.

- **Monitoring**

We provide ongoing monitoring as part of our comprehensive portfolio management services and conduct formal reviews at least annually. We typically invite clients to meet quarterly, semi-annually, or annually depending on client needs and preferences. Standalone financial consulting engagements do not include ongoing monitoring unless separately agreed in writing.

- **Investment Authority**

We typically provide services on a discretionary basis, meaning we buy and sell investments in your account without obtaining prior approval for each transaction. Clients may impose reasonable restrictions. Typically, we use a third-party separate account manager to select individual bonds. When third-party managers are used, additional fees apply as described below. Most retirement plan consulting is provided as a co-fiduciary and without full discretion.

- **Limited Investment Offering**

For certain qualified investors, we may also recommend private investments such as private equity, private real estate, hedge funds, or other private vehicles. AWA sponsors and is affiliated with a private real estate fund. The fund is currently closed to new investors. Although the fund is not presently available for new investment, affiliated entities receive compensation at the fund level for existing investors, which creates an ongoing conflict of interest.

- **Account Minimums**

Our standard minimum account size for comprehensive portfolio management is \$500,000, although we may waive this minimum at our discretion. Certain private investments may have higher eligibility requirements.

For additional information, please see our Form ADV Part 2A at <https://adviserinfo.sec.gov/firm/summary/282565>.

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

We charge a tiered, asset-based fee ranging from 1.50% to 0.50% annually depending on assets under management. Fees are calculated monthly and billed in advance based on the portfolio value as of the last day of the previous month. Because our fee is based on assets under management, we benefit financially when your account value increases, which creates a conflict of interest. Fee reductions may be provided at our discretion. The full fee schedule is available in our Form ADV Part 2A.

In addition to our advisory fee, you may incur fees charged by third-party separate account managers (generally 0.10%-0.75%), Envestnet platform fees (approximately 0.04% annually per account on that platform, with a \$50 minimum), optional tax overlay services (approximately 0.10% annually), mutual fund, ETF, or private fund internal expenses, and custodial or transaction related fees. These fees are separate from and in addition to our advisory fee. We do not receive compensation from third-party managers for recommending them.

Standalone financial consulting fees may be charged as a flat fee, hourly fee, or asset-based fee depending on the scope and complexity of the engagement. Fees are disclosed in your signed agreement. 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 ensure 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 \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?*

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### **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 are required to act in your best interest and not put our interest ahead of yours. This is called a fiduciary duty. However, the way we make money creates some conflicts of interest. We address these conflicts by disclosing them to you and by adhering to our fiduciary duty, policies, and procedures to ensure we act in your best interest.

- Because we earn fees based on assets under management, this creates a conflict of interest because we benefit financially when your account value increases.
- Certain employees are licensed insurance agents and may receive commissions from insurance sales. Clients are not required to purchase insurance through AWA. Insurance commissions are separate from and in addition to advisory fees. This creates a financial incentive for those individuals to recommend insurance products.
- AWA sponsors and is affiliated with a private real estate fund that is currently closed to new investors. Although we are not accepting new investments into the fund, because affiliated entities receive compensation at the fund level for existing investors, we have a financial incentive related to that fund, which creates a conflict of interest.

#### *Conversation Starter*

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

Additional Information about conflicts of interest between AWA and its clients is available on Part 2 of our Form ADV, which is available at: <https://adviserinfo.sec.gov/firm/summary/282565>.

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

Our financial professionals receive a base salary and may earn bonuses based on individual performance, firm performance, and client referrals. Financial professionals may receive additional compensation for referring new clients to AWA, which creates a financial incentive to encourage individuals to become clients. Clients invested in the affiliated private real estate fund should carefully review the fund's offering documents, which describe compensation arrangements related to the fund.

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

No. Please visit [Investor.gov/CRS](https://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?*

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Additional information about our services can be found on our Form ADV, at <https://adviserinfo.sec.gov/firm/summary/282565>. If you have any questions about the contents of this brochure or would like to request a copy of this relationship summary, please contact Amy Stone, Chief Compliance Officer, at (423) 825-4796.

#### *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?*