

Acumen Wealth Advisors, LLC® is registered with the Securities and Exchange Commission as an Investment Adviser.

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.

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

Acumen Wealth Advisors, LLC® (AWA) offers investment advisory services to retail investors via comprehensive portfolio management as well as standalone financial planning services, and retirement plan investment consulting to employer plan sponsors.

*Comprehensive Portfolio Management* services consist of both investment advisory services and financial planning or consulting. We invest the client portfolios in mutual funds, ETFs, investment grade bonds, individual stocks, etc. per their agreed upon risk tolerance.

#### > Monitoring

As part of our standard service we monitor comprehensive client accounts on at least a quarterly basis. We deliver quarterly performance reports and meet with clients on a quarter, semi-annual, or annual basis dependent upon the client preference.

#### > Investment Authority

Our firm is authorized to execute transactions on behalf of our clients and determine which, when, and how much of a security is bought and sold. Limitations may be imposed by the client in the form of specific constraints on any of these areas of discretion. We utilize third-party, separate account managers to make individual stock selections when appropriate.

#### > Limited Investment Offering

Though we offer a selection of vetted illiquid alternative investments for qualified purchasers, we do not currently make available or offer advice only with respect to proprietary products or a limited menu of products or types of investments.

#### > Account Minimums and Other Requirements

AWA makes extensive investments in technology to assist with reporting and active investment management, including tax optimization. To receive the full benefit of our strategy, minimum investor portfolios of \$500,000 are recommended. Exceptions can be made for certain circumstances.

*Standalone financial planning services* are for clients who prefer to only receive financial plan reporting or consulting. By working with clients and obtaining pertinent financial information, we can create a plan for specific needs such as retirement, college savings, charitable gifting, etc. Once the plan is presented, it would signal the end of our engagement unless a followup meeting is requested.

*Retirement plan consulting services* typically include acting as a co-fiduciary to monitor and review employer sponsored retirement plans.

**More information:** For a full list of services please review our Form ADV Part 2A brochure, available at [https://files.adviserinfo.sec.gov/IAPD/Content/Common/crd\\_iapd\\_Brochure.aspx?BRCHR\\_VRSN\\_ID=633085](https://files.adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=633085)

### 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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### A. What fees will I pay?

AWA charges a tiered asset-based monthly fee for comprehensive portfolio management ranging between 0.50% to 1.50%. A view of this tier fee schedule can be found in our ADV Part 2A. This fee is charged at the start of each month and is based on a percentage of the value of your portfolio as of the last day of the previous month. We may be incentivized to recommend clients

invest additional funds with us, as we charge fees on a percentage-of-assets-under-management basis. Our fees are also calculated based on breakpoints for additional assets. The base fee schedule can be found in item 5 of our Form ADV Part 2A brochure,

[https://files.adviserinfo.sec.gov/IAPD/Content/Common/crd\\_iapd\\_Brochure.aspx?BRCHR\\_VRSN\\_ID=633085](https://files.adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=633085).

Additional asset-based fees apply to money held in and traded by a separate account manager for individual stock selection. These fees are paid quarterly and range from 0.28% to 0.75% depending on the third-party manager. Charles Schwab, as custodian, charges fees to trade bonds and some mutual funds. Mutual funds and ETFs also have internal fees.

Clients with illiquid alternative investments would need to refer to their subscription agreement for information on fees for those products as they vary.

*Standalone financial planning service* fees can either be a flat fee or an hourly fee depending on the scope and complexity of our engagement. The maximum hourly fee will not exceed \$400.

*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.*

### Conversation Starter

> *Help me understand how these fees and costs might affect my investments. If I give you \$500,000 to invest, how much will go to fees and costs, and how much will be invested for me?*

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## B. 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:

- > Some employees of AWA can sell insurance products and receive commission on these sales. To be clear, clients are not obligated to purchase insurance from AWA.

### 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://files.adviserinfo.sec.gov/IAPD/Content/Common/crd\\_iapd\\_Brochure.aspx?BRCHR\\_VRSN\\_ID=633085](https://files.adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=633085)

## How do your financial professionals make money?

Our financial professionals only earn a salary and are not incentivized by number of clients or specific products. Additionally, as noted above, employees may receive outside commission from the sale of an insurance product.

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

No. Please 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?*

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Additional information about our services can be found on our Form ADV, at <https://reports.adviserinfo.sec.gov/reports/ADV/282565/PDF/282565.pdf>

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?*