

**Total Wealth Advisors, LLC  
Client Relationship Summary**

**Introduction**

Total 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 retail investors to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

**Relationships and Services**

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

We offer investment advisory services to retail investors.

Our financial planning service involves evaluating the client's financial situation, goals, and risk tolerance, and providing recommendations and advice on topics such as financial and cash management, risk management, estate planning, tax issues, retirement planning, educational funding, goal setting, and other needs. At the conclusion of our financial planning service, we provide the client with a written financial plan.

We also offer portfolio management services through a wrap fee program. We work with each client to determine his/her objectives, time frame, risk parameters and other investment considerations. Once these are determined we recommend one of our equity, bond or municipal portfolios. Our agreement with the client will detail the initial portfolio. As time progresses, we will have discretion to reallocate account holdings and to make strategit changes without consulting with the client.

***Additional Information:***

You can find more detailed information about the services we offer in our Firm Brochure, ADV Part 2A, Items 4 and 7 of Part 2A and Items 4 and 5 of Part 2A Appendix 1.

***Conversation Starters:***

1. "Given my financial situation, should I choose an investment advisory service? Why or why not?"
2. "How will you choose investments to recommend to me?"
3. "What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?"

**Fees, Costs, Conflicts, and Standard of Conduct**

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

We offer our financial planning services on a fixed or monthly subscription basis. Our fixed fees range between \$500 and \$5,000, depending on the nature and complexity of the client's individual circumstances. Our fixed fee is negotiable and are agreed to in advance and due at the time of engagement. Our monthly subscription based financial planning is \$150 per month. The subscription fee is due at the beginning of each month.

Our portfolio management fee is based on a percentage of assets under management in the client's account. The fee is calculated and billed quarterly in advance based on the following fee schedule.

<b>Custodian Reported Assets</b>	<b>Annual fee</b>
\$0 to \$249,999	1.75%
\$250,000 to \$499,999	1.50%
\$500,000 to \$999,999	1.25%
\$1,000,000 to \$1,999,999	.95%
\$2,000,0000 and above	Negotiable

The fee may be tiered. A tiered fee means the applicable rate will be applied to the custodian reported value in each applicable range of account value. For example, an account with a quarter end value of \$300,000 will be charged at a rate of 1.75% for the first \$249,999 and 1.50% for the remaining \$50,001. We allow the client to negotiate a lower fee by combing the value of multiple accounts. The additional accounts may include immediate family members' accounts who live in the same household as the client.

Client accounts managed through our wrap program, the asset-based fees associated with the wrap program will include most transaction costs and fees charged by the custodian of the client's assets and are therefore higher than

**Total Wealth Advisors, LLC  
Client Relationship Summary**

a typical asset-based fee. These fees are also separate from internal management fees associated with mutual funds and exchange traded funds.

**Additional Information:**

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. You can find more detailed information about our fees and costs in Item 5 of our Firm Brochure.

**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?”

***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:

- a) When we recommend you rollover a retirement account for us to manage, this creates a financial incentive because we charge a fee for our services. We attempt to mitigate the conflict of interest by acting in your best interest and applying an impartial conduct standard to all rollovers. Please note that you are not under any obligation to roll over a retirement account to an account managed by us.

**Additional Information:**

You can find more detailed information about our conflicts of interest in our Form ADV Part 2A, Item 10 and the Appendix 1, Item 9.

**Conversation Starter:**

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

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

Our financial professionals receive a salary for their services. Bonuses are paid from time to time based on our owner’s discretion. Our financial professions who are insurance licensed will receive commissions when an insurance policy is purchased. As a result, they have an incentive to recommend insurance policies to clients in order to increase their compensation.

**Disciplinary History**

***Do you or your financial professionals have legal or disciplinary history?*** No

**Additional Information:**

Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research you and your financial professionals.

**Conversation Starter:**

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

**Additional Information**

***You can find additional information about our investment advisory services and request a copy of our relationship summary using one of the following:***

Website: [www.totalwealthadvisors.com](http://www.totalwealthadvisors.com) Address: 809 Mainstreet Hopkins, MN 55343

Email: [pmccoy@totalwealthadvisors.com](mailto:pmccoy@totalwealthadvisors.com) Telephone: (612) 294-9208

**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?”