

## RELATIONSHIP SUMMARY

Dated: March 29, 2022

### Introduction

[FSB Premier Wealth Management, Inc.](#) (“FSB”, “our”, “us”, “we”) is dually registered with the Securities and Exchange Commission (SEC), as both a broker-dealer and an investment adviser. **Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences.** FSB is also a member of the Financial Industry Regulatory Authority ([FINRA](#)), and the Securities Investor Protection Corporation ([SIPC](#)).

Free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

Depending on your financial needs and investment objectives, FSB can provide you with brokerage services, investment advisory services, or both.

#### *Broker-Dealer Accounts and Services*

**Principal Services** – Our services as a broker-dealer are limited to assisting you with purchases of mutual funds or variable annuity products directly from the issuer.

**Investment Products** – Investment products available to you through our broker-dealer are limited to mutual funds and variable annuity products. These products are further limited to those mutual fund companies and annuity providers that have entered into a selling agreement with FSB. Other firms could offer a wider range of choices, some of which might have lower or higher costs.

**Monitoring Services** – FSB does not provide ongoing monitoring of your investments as part of our standard broker-dealer services.

**Investment Authority** - FSB will recommend securities for your consideration. FSB does not have the authority to place trades on your behalf without your consent. You make the ultimate decision regarding the purchase or sale of investments.

**Account Minimums and Other Requirements** - FSB does not establish brokerage accounts for the purpose of investing in securities on behalf of retail customers.

#### *Advisory Accounts and Services*

**Principal Services** – Our principal advisory services include discretionary portfolio management, financial planning, and personal financial consulting.

**Investment Products** – Clients utilizing FSB’s discretionary portfolio management service will generally be invested in stocks, bonds, mutual funds, Exchange-Traded Funds (ETFs), unit investment trusts, real estate investment trusts, as well as other investment products including cash. FSB does not have or utilize proprietary products.

**Monitoring Services** – For advisory clients, we provide continuous and regular portfolio management as part of our standard advisory services. See Item 13 of our [Part 2 Brochure](#) for more details about our monitoring and review of client account holdings.

**Investment Authority** – FSB primarily provides investment management services on a discretionary basis. This means you authorize us to buy and sell the securities in your advisory account without asking you in advance of each trade. Clients have the right to request restrictions/limitations on the securities held in their account(s).

**Account Minimums and Other Requirements** – FSB’s advisory accounts have a minimum AUM advisory fee of \$500 per year. This amount is negotiable solely at the discretion of FSB.

**Additional Information:** For more detailed information about our services, please consult our [Part 2 Brochure](#) and [Broker-Dealer Disclosure Obligation Form](#) available on our website at [www.fsbfs.com](http://www.fsbfs.com).

**Questions you should ask your financial professional:**

- *Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? 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?*

## What fees will I pay?

### Principal Fees and Costs when using Broker Dealer services.

Mutual fund and variable annuity purchases by clients offered under FSB's services as a broker-dealer trigger the payment of commissions to FSB. Many mutual fund purchases will incur an upfront charge, known as a "sales load," which determines the amount of the commission payable to FSB. With that type of mutual fund, the more purchases you make, the more commissions we earn. Therefore, we have an incentive to encourage you to trade more often. From a cost perspective, you may prefer these transaction-based fees if you do not trade often or if you plan to buy and hold investments for longer periods. Variable annuities generally do not charge upfront sales loads but instead charge internal fees from which commissions are generated and then paid to FSB. Many variable annuities impose a surrender charge in the first 1-8 years of the contract on withdrawals of more than 10%.

The sales loads on mutual funds, and the internal expenses of both mutual funds and variable annuities can vary widely, and they influence the compensation paid to FSB. Therefore, FSB has an incentive to recommend products that pay higher compensation which generally come with higher costs. The loads and expenses of these products reduce your net amount earned. Consequently, you are encouraged to read the prospectus for any such product you are considering and to understand the total costs of these investment products.

### Principal Fees and Costs when using Investment Advisory services

Portfolio Management Service - You will pay an ongoing asset-based fee calculated as a percentage of the value of the cash and investments held in your advisory account. This fee will be assessed quarterly in advance and automatically deducted from your account, unless otherwise stated in your advisory agreement. Our asset-based fees are negotiable. See Item 5 of our [Part 2 Brochure](#) for further details.

Advisory accounts are subject to additional fees that you will pay directly or indirectly. Some examples of the most common fees and costs include fees your custodian may charge such as any transaction, account maintenance, and/or account inactivity fees, as well as fees related to mutual funds and exchange-traded funds (ETFs), and any other product-level fees.

Financial Planning and Personal Financial Consulting - FSB will charge you either a flat/fixed fee or an hourly fee for financial planning and/or consulting work done on your behalf. See Item 5 of our [Part 2 Brochure](#) for further details.

**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. For more detailed information about our fees and costs, please consult our [Part 2 Brochure](#) and our [Broker-Dealer Disclosure Obligation Form](#) available on our website at [www.fsbfs.com](http://www.fsbfs.com).*

**Question you should ask your financial professional:**

- *Help me understand how these fees and costs might affect my investments. If I give you \$10,000, how much will go to fees and costs, and how much will be invested for me?*

**What are your legal obligations to me when providing recommendations as my broker-dealer or when acting as my investment adviser? How else does your firm make money, and what conflicts of interest do you have?**

**When we provide you with a recommendation as your broker-dealer or 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 recommendations and investment advice we provide you. Here are some examples to help you understand what this means:

**When acting as your broker-dealer.** Mutual fund companies and annuity companies (“Issuers”) compensate us for offering their investments. We pass a portion of this compensation onto your financial professional. This compensation is derived from sales loads, 12b-1 Fees, or internal expenses deducted from the amount of your investment. The compensation rates vary among Issuers and depending on the share class selected. As a result, there is an incentive for your financial professional to recommend securities offered by Issuers that pay higher commissions and recommend share classes with higher fees when less expensive options are available to you.

**When acting as your investment adviser.** The more assets you have in your advisory account the more you will pay us. Therefore, we have an incentive to encourage you to increase the assets in your account in order to increase our revenue. You pay the asset-based fee even if you do not buy or sell during the fee period. An asset-based fee may cost more than a transaction-based fee, but you may prefer an asset-based fee if you want ongoing advice or want someone to make and implement investment decisions for you.

**When your financial professional sells insurance products.** Some of our financial professionals are licensed to sell insurance products which may generate more revenue for us and your financial professional as compared to a broker-dealer product or advisory service. Consequently, these professionals have an incentive to recommend these higher paying products.

**Additional Information:** *For more detailed information about our conflicts of interest, please consult our [Part 2 Brochure](#) and [Broker-Dealer Disclosure Obligation Form](#) available on our website at [www.fsbfs.com](http://www.fsbfs.com).*

**Question you should ask your financial professional:**

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

## How do your financial professionals make money?

All Financial Professionals of FSB are licensed to provide both broker-dealer and investment advisory products and services. Some are licensed to sell insurance products. Regardless, all their income derived from providing these products and services comes from and through FSB only and not through outside sources. In addition, all are dual employees of FSB and its affiliate bank, Farmers State Bank. Our employees receive a salary and in some cases are eligible for bonuses not related to broker-dealer transactions or advisory services. Information regarding any income these professionals derive from outside activities can be found in their Brochure Supplement (Form ADV 2B) which is available upon request.

**Additional Information:** *For more detailed information about our conflicts of interest, please consult our [Part 2 Brochure](#) and [Broker-Dealer Disclosure Obligation Form](#) available on our website at [www.fsbfs.com](http://www.fsbfs.com).*

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

Yes, for our firm. No, for our financial professionals. Please visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

### Question you should ask your financial professional:

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

## Additional Information

*For more detailed information about our investment advisory and broker-dealer services, please consult our [Part 2 Brochure](#) and [Broker-Dealer Disclosure Obligation Form](#) available on our website at [www.fsbfs.com](http://www.fsbfs.com). To request a copy of the most current Relationship Summary you may contact us via email at [corporate@fsbfs.com](mailto:corporate@fsbfs.com) or by phone at 800-747-9999.*

### Questions you should ask your financial professional:

- *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?*