



Soundmark Wealth Management, LLC Form CRS - Customer Relationship Summary

Introduction

Soundmark Wealth Management, LLC (SWM) is registered with the 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 these differences. Free and simple tools are available to research firms and financial professionals at 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?

Our firm offers the following principal investment advisory services to retail investors:

- Portfolio Management Services
- Financial Planning Services

Portfolio Management Services include the provision of continuous advice to a client or investing of the client’s account based on their particular circumstances. We offer Portfolio Management Services on a discretionary basis (referred to internally as “Investment Advisory Services”). When engaged on a discretionary basis, we will buy and sell investments in your account as appropriate without requiring your pre-approval. As part of our standard service, Portfolio Management Services client accounts are managed at least quarterly.

Through our Financial Planning Services, we may take into consideration, among other things, your retirement plans, tax planning, trusts, and estate planning. SWM may recommend the services of other professionals (e.g. CPAs, lawyers) for implementation purposes. SWM may also provide investment advice on assets held away such as 401(k) plans.

For additional information, please see Items 4 and 7 of our Form ADV, Part 2A, available at:

soundmarkwealth.com/important-disclosures/ or <https://www.adviserinfo.sec.gov/IAPD/default.aspx>

Conversation Starter: We encourage you to ask your financial professional:

- *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?*

What fees will I pay?

Our fees are assessed quarterly, in advance, and are disclosed in our Form ADV, Part 2A, Item 5.

Assets Under Management	Annual Rates
First \$1,000,000	1.0%
Next \$3,000,000	0.75%
Excess of \$4,000,000	0.50%

It is important to understand that the greater the amount of assets held in a retail client’s account, the more the client will pay in fees. Therefore, we have an incentive to encourage a client to increase the assets in their account. Some fee arrangements create conflicts of interest described in more detail in our Form ADV, Part 2A. Lastly, not all clients pay the same fees, which is at the discretion of Soundmark Wealth Management, LLC.

In addition to the principal fees and costs listed above, there are other fees and costs related to our investment advisory services that you will pay directly or indirectly. Examples of the most common additional fees and costs include custodial and brokerage fees,

including commissions. Mutual funds and exchange-traded funds also charge internal management fees, which are taken directly from the fund, and are separate from the fees assessed by us.

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 additional information, please see Item 5 of our Form ADV, Part 2A, available at:

[soundmarkwealth.com/important-disclosures/](https://www.soundmarkwealth.com/important-disclosures/) or <https://www.adviserinfo.sec.gov/IAPD/default.aspx>

Conversation Starter: We encourage you to ask your financial professional:

- *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 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 act as your investment adviser, we have to 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:

- The greater the assets the client has in their account, the more we receive in fees. Therefore, we have an incentive to encourage a client to increase the assets in their account.
- Some of our advisers are licensed insurance agents. As agents, they will receive compensation from any insurance products sold to you, usually based on the premium amount. This creates a financial incentive to recommend one insurance product over the other.

Conversation Starter: We encourage you to ask your financial professional:

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

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[soundmarkwealth.com/important-disclosures/](https://www.soundmarkwealth.com/important-disclosures/) or <https://www.adviserinfo.sec.gov/IAPD/default.aspx>

How do your financial professionals make money?

Our financial professionals are compensated through an agreed upon salary, discretionary bonus, and direct compensation for new clients. The discretionary bonus is determined by the firm principals and may be based on efforts to acquire new clients, among other factors. In theory, a discretionary bonus and direct compensation can create conflicts as the financial professional may be incentivized to seek new clients and increase managed assets.

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

Neither our firm nor our financial professionals have any legal or disciplinary history. Visit www.investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Conversation Starter: We encourage you to ask your financial professional:

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

Additional Information

If you would like additional, up-to-date information or a copy of this relationship summary or our Form ADV, Part 2A, please call **425.820.1769**.

Conversation Starter: We encourage you to 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?*