

# Client Relationship Summary

BigSur Wealth Management, LLC (“BSWM”, the “Adviser”, “our”, “we”, or “us”), who conducts business under the name of BigSur Partners, LLC, is registered with the Securities and Exchange Commission (“SEC”) as an investment adviser. We want you to fully understand the ways you can invest with us and the basic differences between our product and service offerings in comparison to other SEC registered investment advisers. It is also important for you to understand the difference in fees and services between brokerage firms and investment advisers. Free and simple tools are available for you 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.

## **WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?**

BSWM offers discretionary and non-discretionary investment advisory services to high net worth investors and corporations. BSWM’s family office services generally include, but are not limited to the following: selection of third party attorneys, management of business entities, and trust services. BSWM also serves as an investment adviser to pooled investment vehicles where clients can directly access and invest in non-traditional investments such as private equity and other alternative investments. Further, we can offer consulting services where we assist you in the selection of interests in real estate transactions and third party investment managers where you make the final decision. Additionally, we can offer solely consolidated reporting services which involve data aggregation and performance reporting on your overall assets. Our investment advisory activities focus on investment in various kinds of asset classes. Our offerings include, but are not, limited to the following: equities, fixed income, mutual funds, private equity and debt, real estate, and other alternative investments. As part of our portfolio management processes, we monitor global macroeconomic, geopolitical and industry trends to guide us in implementing the strategy employed in your account.

### **Investment Authority**

For client accounts managed on a discretionary basis, BSWM will exercise discretionary authority in traditional asset classes such as equities and fixed income securities. This means that we will have full authority with respect to the timing of when a transaction is placed in your account as well as the notional value of securities to purchase or sell in your account. BSWM will not exercise discretionary authority with respect to alternative investment products such as private equity, and real estate and will always obtain your consent before investing. For client accounts managed on a non-discretionary basis, you will make the final decision and be responsible for the execution of purchase and sale of securities in your account. BSWM will solely facilitate the execution of your transactions.

### **Portfolio Monitoring**

During your relationship with us, we will review and discuss your investment objectives, risk tolerances, time horizon and strategy on an ongoing basis, and outline your goals in an Investment Policy Statement (IPS). We will customize an investment portfolio based on your IPS. Your account holdings and activities are then monitored and reviewed, at a minimum, on a quarterly basis to ensure that the strategy employed is consistent with the investment goals set forth in your IPS. Please note that all account monitoring performed by BSWM is conducted on a post transaction

basis which means that the Adviser will not identify any real time deviations in your portfolio strategy.

### **Minimum Requirements**

We do not have account minimums, but do recommend that the size of your account have a balance of \$20,000,000 in assets under management (AUM). In addition, we generally utilize \$20,000 as a threshold for minimum annual management fees. However, lower management fees may be accepted and maintained at our discretion.

### **Conversation Starters**

**Ask your financial professional the following:**

- ***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?**

BSWM assesses advisory and consulting fees for its services and offerings. Our advisory fees which include consolidated reporting on your total AUM, generally range between 0.50% to 1.25% depending on the complexity of the client’s profile, family composition, amongst other factors. This fee is calculated as a percentage of AUM and it is an ongoing asset based fee that is deducted from your account. Our consulting fees are based on your total assets under consultation, and also range between 0.50% to 1.25%. If you wish to engage us solely for consolidated reporting services, BSWM will charge a flat annual fee of (0.10%) based on your total non-managed BSWM assets.

Other fees and charges that you may incur, associated with the trading in your account are generally comprised of the following: brokerage fees, custodian and account maintenance fees, third party adviser fees, as well as certain expense charges assessed by exchange traded funds and mutual funds which include: marketing, distribution and administrative fees. BSWM does not have the ability to earn any additional fees or compensation that you may incur associated with the trading in your account. ***You will pay fees and costs regardless if you make or lose money on investments in your account. Fees and costs will reduce the value of your account over time.*** Please consult with your BSWM investment advisor to ensure you understand what costs and fees you are paying at all times. For further information about fees and costs, please see our Form ADV Brochure at <https://adviserinfo.sec.gov/firm/summary/146511>.

**Pooled Investment Vehicle**

BSWM also serves as General Partner and investment manager to a historical pooled investment vehicle, titled "BigSur Partners Three Corporation" (herein referred to as "the Fund"). The Fund is closed to any prospective investors and was established to provide access and facilitate investments into a multimedia company via a private placement offering. Existing investors of the Fund are charged Fund fees, as outlined in the private offering memorandum and subscription documents. BSWM clients who participated and invested in the Fund are not charged the BigSur advisory management fee for their invested capital.

Existing investors of the Fund are to review the private placement offering memorandum for any other fees, and penalties about the Fund which may include, but not limited to: restrictions on withdrawals and redemptions from the Fund.

**Conversation Starters**

Ask your financial professional the following:

- ***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 are held to a fiduciary standard and 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. For example, we will have an incentive to recommend that you bring more assets for us to advise on, as the higher the value of your account will result in more fees earned by BSWM.

Other ways BSWM makes money are from performance/incentive fees. This means that if your account outperforms a specified threshold, you will pay BSWM a performance fee in addition to the ongoing asset based fee assessed to your account. As such, performance based fee arrangements create an additional incentive for BSWM, since the higher the performance of the account, the more fees will also be earned by BSWM.

Prospective investors considering performance fee based sharing arrangements need to be aware that the investments and strategies recommended may be more speculative than those which would be recommended under traditional fee based arrangements.

If you do not wish to engage us for any investment advisory or consulting services and wish to solely engage us for consolidated

and performance reporting on your total non-managed assets, we will charge you a flat annual fee of .10%. BSWM does not maintain any proprietary products or revenue sharing arrangements with third parties, receive compensation from third parties for the investments it recommends to clients, or engage in any principal trading whereby it earns compensation buying from one client and selling to another client. For further information about our offerings and services, please also see our Form ADV Brochure at <https://adviserinfo.sec.gov/firm/summary/14651>.

**Conversation Starters**

Ask your financial professional the following:

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

**DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?**

Registered Investment Advisers and their Financial Professionals are required to disclose all material facts regarding certain legal and disciplinary events. In this regard – No, BSWM does not have any legal or disciplinary history or events since its inception. Yes, certain BSWM financial professional(s) do have legal and/or disciplinary history. Please visit [Investor.gov/CRS](http://Investor.gov/CRS) or <http://brokercheck.finra.org> for a free and simple search tool to research our financial professionals.

**Conversation Starters**

Ask your financial professional the following:

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

**ADDITIONAL INFORMATION**

If you wish to obtain a free copy of this relationship summary document, you may contact BSWM at: [compliance@bigsurpartners.com](mailto:compliance@bigsurpartners.com) or via telephone at (305) 740-6777. You can also visit BSWM's website at [www.bigsurpartners.com](http://www.bigsurpartners.com) to obtain a free copy.

**Conversation Starters**

Ask your financial professional the following:

- ***Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?***