



Form CRS Customer Relationship Summary, June 5, 2020

Bellwether Advisors, LLC dba Bellwether Wealth 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 as a 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.

What investment services and advice can you provide me?

We offer investment advisory services to retail investors, including investment management, financial planning, retirement planning, estate planning, and tax planning. We use a time-tested, disciplined approach to investing. We are a “total portfolio” manager using active and passive, diversified investment approaches. We believe that a portfolio should be diversified, and excess returns can be achieved by overweighting undervalued asset classes and investment styles. Typically, we use model portfolios that meet the individual needs and risk tolerances of our clients. Investment management is provided on a discretionary or nondiscretionary basis. Discretionary means the trading activity with your account is entered by us without receiving prior authorization for each trade. For nondiscretionary accounts, you make the ultimate decision regarding the purchase and/or sale of investments. You may impose restrictions on the securities or types of securities in which you would like us to invest. We monitor your account at least quarterly. We will offer you advice on a regular basis and contact you at least annually to discuss your portfolio. We have a \$250,000 minimum account size; however, our minimum account size and fees are negotiable in certain circumstances. We do not restrict our advice to limited types of products or investments.

Our financial planning services help the client identify the strengths and weaknesses of your long-term financial health using software tools to develop comprehensive financial plans to guide you toward accomplishment of your goals. Retirement planning focuses on the management of your portfolio to ensure longevity through retirement while at the same time providing needed income. We provide a full range of estate planning services, all of which are designed to help clients achieve their personal and financial goals regarding the tax-efficient transfer of their assets to the next generation and/or to charitable institutions. Our goal with tax planning is to minimize your lifetime tax liability.

For additional information, please see our Form ADV Part 2A brochure Items 4 and 7, which is available online at <https://adviserinfo.sec.gov/firm/summary/300012>

Conversation Starters. Questions to Ask Us:

- 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?

We offer our services on a fee basis, which may include hourly and/or fixed fees, as well as fees based upon assets under management. We provide investment management services for an annual fee, which is negotiable and varies between 0.375% and 1.25% depending upon the market value of the assets under management. The more assets you have in your advisory account, the more you will pay us. Therefore, we have an incentive to increase the assets in your advisory account in order to increase our fees. Our fees are prorated and charged monthly, in advance, and automatically deducted from your account, which will reduce the value of your account. We do not currently charge a fee to an investment client for a financial plan. For non-investment clients, we charge a fee of \$3,000 for a financial plan billed at the completion of the plan.

We will also bill an hourly rate of \$300 per hour for certain projects. An estimate of the project completion time will be discussed with the client.

The broker/dealer that holds your assets may charge you a transaction fee when we buy or sell an investment for you. These transaction fees are in addition to our fees. You may also pay charges imposed by the broker-dealer for custodial fees, account maintenance fees, fees related to mutual funds and variable annuities, and other product-level fees.

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 our Form ADV Part 2A brochure Item 5 and 12, which is available online at:

<https://adviserinfo.sec.gov/firm/summary/300012>

- 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.

You can implement securities transactions with certain persons associated with our firm as Registered Representatives of Pursche Kaplan Sterling (PKS), an SEC registered broker-dealer and member of FINRA/SIPC. PKS will charge brokerage commissions to effect these securities transactions. You are encouraged to learn more about PKS by reviewing PKS's relationship summary and having a discussion with your financial professional. Some of our financial professionals in their individual capacities, are also licensed insurance agents with various insurance companies. Our firm generally addresses commissionable sales conflicts that arise when explaining to clients these sales create an incentive to recommend based on the compensation to be earned and/or when recommending commissionable mutual funds, explaining that "no-load" funds are also available. Our firm does not prohibit clients from purchasing recommended investment products through other unaffiliated brokers or agents. A conflict of interest exists as these commissionable securities and insurance sales create an incentive to recommend products based on the compensation earned. To mitigate this potential conflict, our firm will act in the client's best interest. We do not reduce your advisory fees to offset the compensation that our financial professionals receive.

We recommend that you establish an account with a third-party independent custodian. We receive research products and services from the custodian to assist us in the performance of our investment decision-making responsibilities. These arrangements present a conflict of interest in that we have a financial incentive to recommend that you maintain your account with the custodian for the availability of these products and services and not solely on the nature, cost, or quality of custody and brokerage services provided by the custodian.

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

For additional information, please see our Form ADV Part 2A brochure Items 5, 10, and 12, which is available online at:

<https://adviserinfo.sec.gov/firm/summary/300012>

How do your financial professionals make money?

Our financial professionals are compensated by a salary based on their duties and the revenue our firm earns from its advisory or consulting services. In addition, they are compensated with commissions based on the type of product sold. This presents a conflict of interest because those individuals can recommend the purchase of insurance and brokerage products where they would receive commissions or other compensation.

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

No, our firm or financial professionals do not have any legal or disciplinary history. Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

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

For additional information about our services, you may visit the SEC's website at adviserinfo.sec.gov by searching CRD #300012. If you would like additional, up-to-date information or a copy of this disclosure, please contact our firm at (319) 596-1101.

- 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?