

## Essential Investment Partners, LLC – Client Relationship Summary

**Essential Investment Partners, LLC (“EIP”) is registered as an Investment Adviser with the United States Securities and Exchange Commission under the rules associated with the Investment Advisers Act of 1940. We provide investment advisory and wealth management services. EIP is not a broker and does not provide brokerage services and does not earn fees or commissions from investment transactions. It is important that you understand the differences between the types of services. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which provides educational materials about broker-dealers, investment advisers, and investing.**

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

We offer customized investment and financial management services to individual retail investors as well as trusts, charitable foundations and other organizations. Our primary service is discretionary investment management (“Advisory Services”). If you become an Advisory Services client, we will meet with you to discuss your current financial situation, your future goals and your risk tolerance and will document these discussions in an Investment Policy Statement. We may also provide financial planning and advice in developing and implementing wealth management strategies designed to achieve your objectives.

We monitor portfolios daily, asset allocations are reviewed routinely and, if appropriate, rebalancing is performed. Reviews may also be triggered by material changes in variables, such as your individual circumstance, the securities markets or the outlook for the economy.

Discretionary authority is usually provided pursuant to the Advisory Services Agreement entered with EIP. Discretion is to be exercised in a manner that is consistent with your stated investment objectives, including any limitations or restrictions imposed by you. All guidelines and restrictions must be provided to us in writing. A minimum investment account of \$1,000,000 is usually required to open or maintain an Advisory Services relationship (see below); however, these minimums may be lowered or negotiated in certain circumstances at EIP’s discretion.

**Conversation Starter: Given my financial situation, should I choose an investment advisory service? How will you choose investments for me? What are your qualifications?**

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

We charge our clients a percentage of the assets we manage for them, based upon the average daily portfolio value, billed quarterly in arrears. Our standard fee is 1% annually on assets up to \$2 million, 0.75% annually on the next \$3 million and 0.50% annually on assets in excess of \$5 million. The minimum annual fee is \$10,000. We usually require a minimum relationship of \$1,000,000 for Advisory Services clients. Fees may be negotiated on the basis of the entire relationship and minimums may be negotiable.

If we invest in mutual funds, exchange traded funds (ETFs) or other pooled investments on your behalf, these entities charge their own fees and have their own expenses, which are in addition to the fees you pay 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.

**Conversation Starter: Help me understand how these fees and costs 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 must act in your best interest and not put our interests ahead of yours. Because we are a registered investment adviser, this obligation is continuous, and it is a core principle that defines our relationship.

At the same time, the way we make money creates some potential conflicts with your interests. You should take the time to understand these potential conflicts and discuss them with us because they can affect the advice we provide you. For example, the more assets there are in your portfolio, the more you will pay us in fees and therefore we may have an economic incentive to encourage you to keep or increase the assets in your portfolio, rather than withdrawing them.

**Conversation Starter: How might your conflicts affect me and how will you address them?**

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

EIP is privately owned by the two principal portfolio managers and we are paid only by our clients who are billed a percentage of the assets we manage for them. Our staff is paid primarily via salary accompanied by a small bonus, tied to the firm's total revenue.

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

No, we have no history to report. To confirm this, you can go to [Investor.gov/CRS](https://www.investor.gov/crs) for a free and simple search tool to research us.

**Conversation Starters: Who will be my primary contact person? Who can I talk to if I have concerns about how this person is treating me?**

Please refer to our Form ADV Part 2 for more detailed information about our firm. This form can be found, along with more information about our services, on our website:

[www.essentialinvestment.com](http://www.essentialinvestment.com). You can also call (303) 333-8498 or email [ksumner@essentialinvestment.com](mailto:ksumner@essentialinvestment.com) to request up-to-date information and request a copy of the relationship summary.