Knox Wealth Partners Advisory, LLC

Client Relationship Summary Introduction

Knox Wealth Partners Advisory, LLC is an investment adviser with the Securities and Exchange Commission ("SEC"). Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

Relationships and Services

What investment services and advice can you provide me?

We offer investment advisory services to retail investors, including the below:

- We will offer you investment advice on a regular basis. We will discuss your investment goals, design with you a
 strategy to achieve your investment goals, and regularly monitor your account. We will contact you (by phone or email) at least annually to discuss your portfolio.
- You can choose an account that allows us to buy and sell investments in your account without asking you in advance (a "discretionary account") or we may give you advice and you decide what investments to buy and sell (a "non-discretionary account").
- We are held to a fiduciary standard that covers our entire investment advisory relationship with you. For example, we are required to monitor your portfolio, investment strategy, and investments on an ongoing basis.
- We do not have requirements for retail investors to open or maintain an account or establish a relationship.

For additional information, please see our <u>Form ADV, Part 2A</u> brochure, specifically Items 4 and 7 or our <u>Wrap Brochure</u> Items 4.A and 5.

Conversation Starters: Ask us the following questions –

- ✓ 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?

Fees, Costs, Conflicts, and Standard of Conduct

What fees will I pay?

- If you open an advisory account, you will pay an on-going *asset-based fee* billed in advance at the beginning of each quarter for our services, based on the value of the cash and investments in your advisory account. Your fee is negotiable but will not exceed 2.5% annually. Financial planning is included as part of our comprehensive asset management services for no addition fee.
- We offer advisory accounts through wrap fee and non-wrap fee programs. In a wrap fee program, the asset-based fee will include most transaction costs and fees to a broker-dealer or bank that will hold your assets (called "custody"), and as a result wrap fees are typically higher than non-wrap advisory fees. You will pay transaction costs in a non-wrap fee program account. Non-wrap fee programs are sponsored by LPL, our qualified custodian.
- The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fees. You pay our fee quarterly even if you do not buy or sell.
- If you are not invested in a Wrap program, you may pay a transaction fee when we buy and sell an investment for you. You may also pay fees to a broker-dealer or bank that will hold your assets (called "custody"). Other fees you may pay include, but are not limited to, custodial fees.
- Some investments (such as mutual funds and variable annuities) impose additional fees that will reduce the value of your investment over time. Also, with certain investments such as variable annuities, you may have to pay fees such as "surrender charges" to sell the investment.
- You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any 8/2022 Page 1 of 2

amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. For more information, please see <u>Form ADV</u>, <u>Part 2A</u> brochure, Item 5.

Conversation Starters: Ask us the following questions –

✓ 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. Atthe 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. 1) We can make extra money by advising you to invest in certain investments, such as Insurance Products, because (a) they are issued, sponsored or managed by us or our affiliates, (b) third parties compensate us when we recommend or sell the investments, or (c) both. Your financial professional also receives more money if you buy these investments. 2) To the extent we recommend you roll over your account from a current retirement plan to an individual retirement account ("IRA") managed by us and subject to our asset-based investment advisory fees, this is a conflict of interest because we have a financial incentive to recommend that you move your IRA to us even if it is not in your best interest. 3) Our investment adviser representatives are registered representatives of LPL Financial LLC ("LPL"), an SEC registered broker-dealer and investment adviser. They may offer you brokerage services through LPL or investment advisory services through our Firm. Brokerage services and investment advisory services are different, and the fees we, and LPL, charge for those services are different.

For additional information, please see our <u>Form ADV, Part 2A</u> brochure, specifically Items 4, 5 and 10 or our <u>Wrap Brochure</u> Items 4.A and 5.

Conversation Starters: Ask us the following questions –

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

How do your financial professionals make money?

- We compensate our investment adviser representatives based on the level of assets that the representative brings in to us. This creates a conflict of interest as it gives your representative an incentive to recommend you invest more in your account with us due to the potential for increased payments.
- Our interests can conflict with your interests. We must tell you about them in a way you can understand, so that you can decide whether or not you to agree to them.

Disciplinary History

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

- No, the firm and/or its financial professionals do not have a reported disclosure.
- Visit <u>Investor.gov/CRS</u> for a free and simple search tool to research your financial professionals.

Conversation Starters: Ask us the following questions –

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

Additional Information

- For additional information on our investment advisory services and to request a copy of the relationship summary, go to IAPD at adviserinfo.sec.gov or to our website, www.knoxwealthpartners.com.
- You can call us at (865) 291-2422 to request up-to-date information and request a copy of the relationship summary.

Conversation Starters: Ask us the following questions –

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

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