

Arnold & Mote Wealth Management  
Form CRS Client Relationship Summary  
Dated: January 21, 2022

### Item 1. Introduction

Arnold Financial Planning dba Arnold & Mote Wealth Management (“Adviser”) is registered with the Securities and Exchange Commission as an investment adviser. 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](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

### Item 2. Relationship and Services

***What investment services and advice can you provide me?*** We provide investment management and financial planning services to individuals and high net worth individuals (our “retail investors”).

**Wealth Management:** Adviser provides ongoing investment management services to retail investors on qualified and nonqualified account(s). We use mutual funds, exchange traded funds, stocks, and bonds to construct portfolios. Adviser has discretionary authority to manage accounts, meaning Adviser will buy, sell, or otherwise transact in securities and other investments in a client’s accounts without first receiving the Client’s specific approval for each transaction. Investment accounts will be monitored and reviewed regularly on at least an annual basis. We do not make available or offer advice with respect to proprietary products nor to a strictly limited menu of products or types of investments. We do not have a minimum asset value or account size requirement to open or maintain an account under our management. We provide financial advice on the same set of topics noted below for Financial Planning services.

**Financial Planning:** Adviser will provide clients with a broad range of ongoing financial planning services that include topics such as business planning, investment analysis and recommendations, insurance analysis, retirement planning, employee benefits optimization, education funding, estate planning, tax and cash flow management, among other topics.

For **Additional Information** regarding the services we make available to you, please review Item 4 of our Form ADV Part 2A.

***Conversation Starters:*** We encourage you to ask our financial professionals these key questions:

- “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?”

### Item 3. Fees, Costs, Conflicts, and Standard of Conduct

***What fees will I pay?*** The amount of fees you pay to our firm and the frequency in which you are billed depends on the services being provided.

**Wealth Management:** We provide investment management and financial planning services for a fee based on a percentage of AUM (assets under management). Our fee is provided in your Advisory Agreement and ranges from 0.50% to 1.00%. The fee is calculated quarterly in arrears based on the last business day of the prior quarter. We have a minimum fee of \$5,000 per year.

The more assets there are in your advisory account, the more you will pay in fees. We, therefore, have an incentive to encourage you to increase the assets in your account. This is a conflict of interest. However, we mitigate this by ensuring all recommendations and investment decisions we make are in your best interest.

**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.**

**Financial Planning:** For financial planning services, we charge a fixed fee ranging from \$2,400-\$6,000 per year, depending on the complexity of the client’s request. Fees are negotiable. Financial planning fees are billed either monthly or quarterly in arrears. At our discretion, we may reduce the fixed fee charged if the client also requests that the Adviser manages investment accounts. Those investment accounts are billed at our regular Wealth Management fees.

**Other Fees:** Our fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which you may incur. Additional fees you may pay include certain charges imposed by custodians such as custodial fees, deferred sales charges, or other fees and taxes on brokerage accounts and securities transactions. Mutual fund and exchange-traded funds also charge internal management fees, which are disclosed in a fund's prospectus.

**Conversation Starter:** *We encourage you to ask us any questions. For example, start a conversation by asking, “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. For example, if your account value goes up, and while the tiered management fee percentage may stay the same, the total compensation you pay us goes up proportionately.

**Conversation Starter:** *You can begin a conversation by asking, “How might your conflicts of interest affect me, and how will you address them?”*

**How do your financial professionals make money?** Our financial professionals are compensated with salaries and a year-end profit sharing percentage. Our firm principal(s) receive net income based on ownership percentage(s). Neither our firm nor any of our professionals receive commissions.

More detailed information, including fee schedules, conflicts of interest, and other disclosures are available in our ADV Part 2A Firm Brochure, which is available at: <https://adviserinfo.sec.gov/>.

#### **Item 4. Disciplinary History**

**Do you or your financial professionals have legal or disciplinary history?** No. You can visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**Conversation Starter:** *In addition, feel free to ask: “As a financial professional, do you have any disciplinary history? For what type of conduct?”*

#### **Item 5. Additional Information**

You can find additional information regarding Arnold & Mote Wealth Management and receive a copy of this relationship summary by visiting our website at <https://arnoldmotewealthmanagement.com> or by contacting (319) 393-4020. We are always available to answer any of your questions.

**Conversation Starter:** *If you do have any concerns, please let us know by asking the following questions: “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?”*