

Form CRS Customer Relationship Summary June 30, 2020

Introduction

Financial Partners Capital Management (FPCM) 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 to understand these differences. Free and simple tools are available to research firms and financial professionals at www.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 primarily offer discretionary investment advisory services to retail investors, where we may buy and sell investments at our discretion for their portfolio. In some cases we have a non-discretionary consulting relationship, where we provide investment recommendations and the client makes the decision.

At the outset of a relationship we work with the client to develop an investment strategy that takes into account their investment goals and risk tolerance. We monitor their account on an ongoing basis, and meet or speak with the client on a regular basis. We provide quarterly portfolio reports to the client, which are in addition to monthly reports from their independent custodian. For additional information, see Items 4 and 7 of our Form ADV Part 2A.

Conversation Starters – Questions to ask your financial professional:

- 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 fees will I pay?

Our management fees are charged as a percentage of the assets that we manage for a client, so it is important to understand that the higher the value of the assets in a client's account, the higher the fees. As a result, we have an incentive to have clients add additional assets to their account. For accounts where we invest primarily in individual investments, clients may have additional expenses, primarily in the form of trading commissions. For clients who invest through our wrap fee program, the client does not pay trading commissions.

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 – Ask your financial professional:

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 may create some conflicts with your interests. You should understand and ask us about these conflicts because they affect the recommendations we provide you. As noted above, we have an incentive for you to add additional assets to your account.

Conversation Starter - Ask your financial professional:

- 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 a base annual salary, plus discretionary bonus. We perform an annual review for each employee to set base salary for the next year, as well as any discretionary bonus for the year ending. The discretionary bonus incorporates a number of criteria and is customized to the duties of each employee within the firm.

Do your financial professionals have legal or disciplinary history?

Neither FPCM nor our financial professionals have any legal or disciplinary history. Visit www.investor.gov/CRS for a free and simple search tool to research FPCM and our financial professionals.

Additional Information

If you would like additional information, including up-to-date copies of our Form ADV Part 2A or Form CRS, please call 646-277-7310.