

Venturi Wealth Management, LLC ("Venturi") is registered with the Securities and Exchange Commission ("SEC") as an investment adviser. Services and fees of investment advisers and broker-dealers differ, and it is important for you to understand those differences. Free and simple tools for researching firms and financial professionals are available at <http://Investor.gov/CRS>, which also provides educational materials about broker-dealers, investment advisers and investing.

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

Venturi offers customized investment strategies to help its clients preserve, protect and grow their wealth. We generally offer investment advisory services to high-net-worth families, endowments, and foundations. Firm services include investment management, wealth management, financial planning, and investment consulting. Venturi allocates client assets among individual debts and equity securities, mutual funds, exchange-traded funds ("ETFs"), options, independent investment managers, and for qualified clients, private equity funds managed by Venturi or others. We also provide access to third party managers. As an initial step in our services, we develop a plan to help you meet your financial objectives. Planning includes recommendations of an asset allocation strategy based on our proprietary portfolio approach. We regularly monitor your portfolio, discuss any changes in your financial situation, and review recommended changes to your portfolio with you at least annually.

Clients typically grant us discretionary authority to manage their accounts by signing Advisory Agreements, which means that we can buy and sell investments on their behalf without seeking client permission on a trade-by-trade basis. In limited instances, non-discretionary authority on specific holdings where you make the ultimate decision on trading. The Firm allows for you to impose reasonable restrictions on your accounts. Additionally, Venturi may recommend the management of all or part of your assets to one or more independent investment managers. If you choose this route, independent managers will be hired under separate agreements and will charge fees in addition to our fee. Venturi generally requires a minimum portfolio value of \$2,500,000 for new clients but may accept smaller relationships at our discretion.

**More detailed information regarding our services is provided in items 4 and 7 of our Form ADV Part 2A, Items 4 and 7, which can be found at <https://venturiwealth.com/legal/>.**

### Conversation Starters | Questions you might wish to ask when considering our services:

- 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?

Venturi charges its clients a management fee based on a percentage of assets under management for providing investment management services to its investment advisory accounts. Generally, you will pay such management fees, which are assessed monthly in arrears, based upon the average daily market value of the assets we manage as valued by the custodian. The more assets you have in your advisory account, the more you will pay us. We therefore have an incentive to encourage you to increase the assets in your account to increase our fees. The Firm only charges performance-based fees on some of the private funds we manage. Because Venturi charges higher fees for some of the private funds it manages, it has a conflict of interest with its clients because the Firm is incented to recommend clients move assets into these managed funds.

In addition to our management fees, you will bear additional fees, including brokerage commissions and charges for executing trades; exchange fees; taxes; and fees charged by your custodian and/or trustee. Our fees are exclusive of the fees, charges and expenses charged by third party managers or the fees, charges, and expenses you pay in connection with investments in mutual funds, ETFs and certain private funds.

The account fees you pay to us are set forth in your investment management agreement. Please contact us to obtain a copy of your investment management agreement and any applicable offering documents. You

\*Conversation Starters are meant to facilitate a conversation between you and your financial professional.

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. **Additional information about fees is included in the applicable Form ADV Part 2A, which is available at: <https://venturiwealth.com/legal>.**

**Conversation Starters** | “Help me understand how these fees and costs might affect my investments. If I give you \$100,000 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 advisor? 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. 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:

We also make money when we recommend and clients invest in our affiliated private funds. Typically, the management fee charged by our funds is offset against your investment management fee. However, our affiliates will benefit from the performance fees these private funds pay. Clients must approve investments in private funds after receiving offering documents describing the applicable fees, terms, and conflicts.

Venturi does not charge clients a management fee on cash (or cash equivalents, i.e. money market) earmarked and being held by a client outside of a strategy or charge a fee for cash sitting idle and awaiting initial investment. This creates an incentive for the Firm to put the cash to work quickly by investing in securities to generate a management fee on such assets. The Firm addresses this risk by conducting a review of such client’s risk tolerance, suitability, liquidity needs and routine monitoring of clients’ accounts.

Venturi may negotiate to charge clients a lesser fee based upon certain criteria, such as anticipated future earning capacity, anticipated future additional assets, dollar amount of assets to be managed, related accounts, account composition, account retention, and pro bono activities. This may be deemed as a conflict of interest to incentivize clients and prospects to increase assets under management.

**More detailed information about conflicts of interest specific to each of our affiliates is included in the applicable Form ADV Part 2A, which is available at: <https://venturiwealth.com/legal>.**

**Conversation Starters** | 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 generally paid a combination of salaries, discretionary bonuses and on the revenues generated from the accounts they service. Certain advisors are partners of the firm and receive distributable firm income. The commissions are based on client revenues, which presents a conflict of interest since our professionals are incentivized to increase billable assets under management. Additionally, certain senior level employees may purchase or receive equity interest in our firm.

**Conversation Starters** | As a financial professional, do you have any disciplinary history? For what type of conduct?

No for the firm. Yes for a financial professional. For additional information, visit [investor.gov/CRS](http://investor.gov/CRS) to research us and our financial professionals.

**Conversation Starters** | Ask your financial professional – “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 how this person is treating me?”

You can find additional information about our investment advisory services by visiting [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) and searching for CRD #169576 or by visiting [www.venturiwealth.com](http://www.venturiwealth.com). You can request up to date information and a copy of our client relationship summary by contacting us at [Info@venturiwealth.com](mailto:Info@venturiwealth.com) or calling us at (512) 220-2035. If you have any concerns, please contact our Compliance Department as indicated above.