

# STEVEN G. BLUM AND ASSOCIATES, LLC

CLIENT RELATIONSHIP SUMMARY - DATED: MARCH 23, 2023

## Item 1. Introduction

Steven G. Blum and Associates, LLC. (“Blum” “we” “us” and “Advisor”) is a limited liability corporation registered as an investment advisor under the laws of the Securities and Exchange Commission. 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 investors to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS). This site also provides educational materials about broker-dealers, investment advisors, and investing.

## Item 2. Relationships and Services

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

We provide investment advisory services to you for a fee based on the value of your account. We review investments across all individual retirement accounts, taxable accounts, and employee retirement accounts. After assets are invested, we help our clients monitor their investments and provide advice related to ongoing financial and investment needs. Our investment recommendations generally include mutual funds, exchange-traded funds, and exchange-listed equity securities. We also recommend certificates of deposit, municipal securities, U.S. government securities and money market funds. If Clients hold other types of investments, we will also advise them on those investments. Clients may impose restrictions on investing in certain securities or types of securities. Advisor has no asset minimum.

We will offer you 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 e-mail) at least annually to discuss your portfolio.

We provide investment management on a discretionary or a non-discretionary basis. For clients who grant us discretion, we can buy and sell investments in their account without first obtaining the client’s permission. Non-discretionary clients must provide us authorization before making any trades. Any restrictions to our investment management must be in writing from the client.

**Conversation Starters:** We encourage you to ask our financial professionals these key questions about our investment services and accounts:

- (i) *Given my financial situation, should I choose an investment advisory service? Why or why not?*
- (ii) *How will you choose investments to recommend to me?*
- (iii) *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?**

We provide investment advisory services for a fee based on a percentage of assets under management. We are compensated solely by our clients for advisory services. We believe this method of compensation minimizes the conflicts-of-interest that are prevalent in the investment management industry. Our standard fee is noted in the Advisory Agreement as 0.24% plus \$1,800 per quarter. The fee is calculated quarterly and in arrears. There is a possibility that some clients have a slightly different Advisory Fee than noted above.

The more assets you have in the advisory account, including cash equivalents, the more you will pay us as an advisory fee. We therefore have an incentive to increase the assets in your account to increase our fees. You pay our fee quarterly regardless of whether we buy or sell securities. Clients may be required to pay, in addition to our fee, a proportionate share of any mutual fund’s fees and charges, as well as any fees charged by the broker-dealer or custodian that holds their assets.

***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:** We encourage you to ask us any questions you may have regarding our fees or how cost from third parties such as custodians or mutual funds affect your account. 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?”*

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## **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 advisor, we must 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. Here are some examples to help you understand what this means:*

Example 1: Your account value goes up, and while the management fee percentage may stay the same, the total compensation you pay us goes up proportionately. Example 2: Your account value goes down, and while the management fee percentage may stay the same, the total compensation you pay us goes down proportionately.

Certain professionals working with Advisor are licensed attorneys and as Certified Public Accountants ("CPA"). However, retention of the Advisor does not constitute an attorney-client relationship, and attorneys do not give legal advice to clients. Retention of Advisor does not constitute an attorney-client relationship.

**Conversation Starter:** If you have any questions regarding conflicts of interests, please feel free to ask us. 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?**

Advisor is "fee-only" meaning that our financial professionals receive income from advisory fees we charge to our clients.

More detailed information, including fee schedules, conflicts of interests, and other disclosures are available in our ADV Part 2A Firm Brochure, which is available at: [adviserinfo.sec.gov](http://adviserinfo.sec.gov).

## **Item 4. Disciplinary History**

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

No. We have no legal or disciplinary actions in our history as a registered investment advisor. Regardless, we encourage you to visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research any of 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 Advisor and receive a copy of this relationship summary by visiting our website at <http://www.stevengblum.com> or by contacting (610) 328-7725.**

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 advisor or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?"