

May 17, 2024

AWR Investment Management, LLC  
**Client Relationship Summary**  
Form CRS/Form ADV, Part 3

AWR Investment Management, LLC is registered with the Securities and Exchange Commission as an investment advisor. Brokerage and investment advisory services and fees differ and it is important 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 advisors, and investing.

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

We offer investment management and financial planning services to clients.

AWR uses primarily mutual funds and separate managed accounts for investment implementations. Separate managed accounts are portions of your portfolio that are managed by unaffiliated investment managers, in a similar way as a mutual fund, but with much more transparency to-and control by-AWR. These investments allow AWR to diversify across asset classes, market capital weightings, and industry sectors, while selecting the best managers in each class. Separate managed accounts are often used for larger clients. Client's assets are allocated across several accounts with minimum account sizes ranging from \$100,000 to \$500,000 per account.

For large portfolios, AWR may, in addition to mutual funds and separate managed accounts, periodically invest in individual equity securities and individual bond holdings. Bond portfolios are managed using a "laddered" maturity of holdings. AWR does not exclude any type of security from consideration for its clients' investments.

AWR will periodically work with clients to build a financial plan outlining investments, assets, liabilities, savings, expenses, estimated returns, inflation, taxes, and projected sources and uses of funds. This review usually happens when the client is approaching retirement or has concerns about funding long-term financial goals.

We generally require that clients maintain \$250,000 under management with us. However, that minimum may be waived at our sole discretion.

Additional information about our services is located in Items 4, 5, 7, 13 and 16 of our [Firm Brochure](#).

**Conversation Starters**

- ✓ 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?**

You will be charged an ongoing annual fee, billed in quarterly installments. This fee is based on your account value as of the last day of each calendar quarter. Our fees vary based on your assets under management and range from 0.50% to 1.50% with a minimum quarterly fee of \$375. We may negotiate a discounted fee for clients based on total assets under management, relationship with principals of AWR, and if they were directed or referred to us from CPA firms or other professionals. Financial planning services are included in the above fees. The more assets you have in your advisory account, the more you will pay us. This gives us an incentive to encourage you to increase the assets in your account which will increase our fees.

The broker/dealer (custodian) that holds your assets can charge you a transaction fee when we buy or sell an investment for you. The broker/dealer's transaction fees are in addition to our fee for advisory services. You may also pay charges imposed by the broker/dealer holding your account for certain investments and

maintaining your account. Some investments, such as mutual funds, index funds, exchange traded funds, and variable annuities charge additional fees that will reduce the value of your investments over time.

In order to use separate managed accounts, you are required to enroll in Schwab's Managed Account Select and/or Access programs. These programs incur fees that are disclosed when you sign up. These fees are in addition to the fees charged by AWR. The regular tiered fees for these services are based on the amount of assets invested in each selected strategy and range from 0.35% to 1% per year.

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. Additional information about these fees and costs may be found in Items 5 and 12 of our [Firm Brochure](#).

Conversation Starters
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| ✓ Help me understand how these fees and costs might affect my investment. 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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<b>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?</b>
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*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. Here are some examples to help you understand what this means.

We recommend Charles Schwab & Co., Inc. to serve as custodian to our clients. Schwab provides us with certain products and services at no cost that benefit us but do not benefit our clients. Certain of these products and services assist us in managing and administering our clients' accounts and others help us develop our business. The receipt of these products and services creates a conflict of interest because it gives us an incentive to have clients choose Schwab as a custodian.

Additional information about our conflicts of interest is located in Item 12 of our [Firm Brochure](#).

Conversation Starters
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| ✓ How might your conflicts of interest affect me, and how will you address them? |
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<b>How do your financial professionals make money?</b>
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Financial professional are compensated based on the fees earned by the firm, less any expenses. As such, they have an incentive to increase the assets in your account which will increase the compensation they receive.

<b>Do you or your financial professionals have legal or disciplinary history?</b>
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No. Neither our firm nor our financial professionals have any legal or disciplinary history.

[Investor.gov/CRS](http://Investor.gov/CRS) is a free and simple search tool to research AWR Investment Management, LLC and our financial professionals.

Conversation Starters
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| ✓ As a financial professional, do you have any disciplinary history? For what type of conduct? |
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<b>Additional Information</b>
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Additional information about our investment advisory services is available in our [Firm Brochure](#), and our [website](#). You may request a current copy of this relationship summary at (415) 457-9415 or download it [here](#).

Conversation Starters
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| ✓ Who is my primary contact? 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? |
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