



Form CRS

February 22, 2021

Introduction

Waypoint Wealth Management, LLC is registered with the Securities and Exchange Commission as an investment advisor. Fees for brokerage and investment advisory services differ among broker-dealers and investment advisors and it is important you understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://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 wealth management services to retail investors, which include financial planning and portfolio management services. We provide periodic advice and reviews regarding your investment goals and objectives, personal balance sheet, tax planning, risk management, retirement, education, cash flow and investment planning. In our portfolio management services, we will continuously monitor your investment accounts over which you provide us with such authority and provide advice. In your investment advisory agreement with us, you give us discretion to determine the investments to buy and sell on your behalf and the authority to select other investment advisers on your behalf, which means we will make the ultimate decision regarding the investments purchased and sold in your account. You may impose reasonable restrictions on our discretionary authority which must be provided to us in writing. We also provide advice in the form of Financial Planning.

Our investment advice is not limited to certain products or types of investments; however, we generally recommend portfolios consisting of mutual funds and ETFs.

We will discuss the following questions with you to help you better understand the relationship you will have with our firm: *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?*

Please refer to our [Form ADV, Part 2A Brochure](#) for more detailed information on our services.

What fees will I pay?

We charge fees for our advisory services as a percentage of assets under management. These fees are assessed on a quarterly basis, in advance. Separately, when appropriate we may charge a fee for a one-time financial plan and charge a fixed fee. We do not charge any other fees, nor will you see any additional charges from us. You should be aware that the more assets in your account, the more you will pay in fees. This means we have an incentive to increase our assets under management.

In addition to our fees, you may incur additional fees and costs related to the investments in your account, such as custodian fees, account maintenance fees, transaction costs, wire transfer fees, internal management fees of mutual funds and variable annuities, and other product-related fees such as redemption fees.

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.

You should carefully review our [Form ADV, Part 2A Brochure](#) to understand the fees and costs you will pay to us.

We will discuss the following question with you to help you better understand the impact of fees and costs on investments: *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 advisor, 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 mutual funds whose investment companies provide us with educational material that provides information explaining our investment philosophy. As a result, we have an incentive to recommend mutual funds that provide us with this material.
- We are affiliated with, through common ownership and control, the accounting firm Callan & Palmer LLP. Callan & Palmer LLP may recommend Waypoint Wealth Management, LLC to accounting clients in need of advisory services. Waypoint Wealth Management, LLC may recommend Callan & Palmer LLP to advisory clients in need of advisory services. We have an incentive to recommend our affiliates to you which creates a conflict of interest.

We will discuss the following question with you to help you better understand the conflicts of interest we have: *How might your conflicts of interest affect me, and how will you address them?*

How do your financial professionals make money?

Our financial professionals receive a salary based on the clients they support.

You should carefully review our [Form ADV, Part 2A Brochure](#) for more detailed information about our conflicts of interest.

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

No, please visit Investor.gov/CRS for a free and simple search tool to research our firm and your financial professional.

We will discuss the following questions with you to help you better understand our disciplinary history: *As a financial professional, do you have any disciplinary history? For what type of conduct?*

Additional Information

You can find additional information about our advisory services in our [Form ADV, Part 2A Brochure](#) and may request up-to-date information and a copy of this Relationship Summary (our Form CRS) by contacting us at (410) 561-3994.

We will discuss the following questions with you so that you better understand who to contact with any questions or complaints: *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?*