

**Focused Wealth Management, Inc.**  
**May 28, 2020**

**FORM CRS**

Focused Wealth Management, Inc. is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, 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 advisers, and investing. This document is a summary of the services and fees we offer to “retail” investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

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

We offer the following investment advisory services to retail investors: **Financial Planning Services; Portfolio Management Services; Retirement Plan Consulting Services; Sponsor and Manager of Wrap Fee Program(s)**. Detailed information regarding our services, fees and other disclosures can be found in our Form ADV Part 2A Items 4, 7, 13 and 16 and Form ADV Part 2 Appendix 1 Brochures Items 4 and 5 by clicking this link <https://adviserinfo.sec.gov/firm/brochure/154828>.

Account Monitoring As part of our standard service we will monitor your investments on a quarterly or annual basis depending on the complexity of the relationship or the client's preference. The firm's investment modules are reviewed daily by a member of the Investment Management Committee.

Investment Authority We manage investment accounts on a *discretionary* and non-discretionary basis. Discretionary clients may provide our firm with reasonable restrictions and guidelines in writing.

Investment Offerings We offer advice on the following types of investments or products: equity securities, certificates of deposit, municipal securities, variable annuities, mutual fund shares, United States government securities, options contracts on securities, money market funds, REITs and ETFs.

Account Minimums and Requirements In general, we do not require a minimum dollar amount to open an account.

**Key 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 do these qualifications mean?**

**What fees will I pay?**

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services. For detailed information, refer to our Form ADV Part 2A and Form ADV Part 2 Appendix 1 Brochures by clicking this link <https://adviserinfo.sec.gov/firm/brochure/154828>.

- **Asset Based Fees** - Non wrap fee accounts payable monthly in arrears. Advisory fees for annuities pay fees quarterly in advance. Linked 401ks are billed monthly in advance based on previous quarter end value.
- **Fixed Fees** - Payable In arrears based on agreed upon time schedule.
- **Wrap Program Fees** - Payable monthly in arrears, based on the balance at end of billing period. Fees associated with a wrap fee program generally include most transaction costs and fees to a broker-dealer that has custody of the assets; therefore, the asset-based fee is typically higher than non wrap asset-based advisory fee. If our firm pays the transaction costs associated with securities transactions in your account, we can have an incentive to minimize the trading in your account. However currently our clients' accounts are typically held at TD Ameritrade or Schwab where transactions costs have been eliminated.
- Clients pay the following addition fees and/or expenses: Expenses charged by mutual funds and ETFs as well as custodial expenses, and transaction fees charged by the custodian for non wrap accounts.
- Fees related to variable annuities, including surrender charges, expenses charged by mutual funds as well as expenses charged by the carrier.

*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.*

#### **Key Questions to Ask Your Financial Professional**

- **Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, 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 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.

- *Third-Party Payments:* Persons providing advice on behalf of our firm are registered representatives with a broker-dealer. Compensation earned by these persons in connection with the purchase or sale of investment products is separate and in addition to our advisory fees. This practice presents a conflict of interest because they have an incentive to recommend investment products based on the compensation received rather than solely based on your needs.
- *Third-Party Payments:* Persons providing investment advice on behalf of our firm are licensed as independent insurance agents. Commission-based compensation for selling insurance products are separate and in addition to our advisory fees. This practice presents a conflict of interest because they have an incentive to recommend insurance products to you for the purpose of generating commissions rather than solely based on your needs.
- Employees of our firm can receive compensation for the establishment of a new client relationship; however client fees are not impacted by this.
- FWM has a solicitor agreement with Vision Consultants, LLC. Individuals associated with this solicitor may provide client referrals to FWM for a fee.

Refer to our Form ADV Part 2A and Form ADV Part 2 Appendix 1 Brochures by clicking this link <https://adviserinfo.sec.gov/firm/brochure/154828> to help you understand what conflicts exist.

#### **Key Questions to 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 Company and the financial professional servicing your account(s) are compensated through: Salary, Bonus, Product Sales Commissions, and non-cash compensation. Financial professionals' compensation is based on the amount of client assets they service and the revenue the firm earns from the assets they service.

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

Our firm and our financial professionals currently do not have any legal or disciplinary history to disclose. Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple research tool.

#### **Key Questions to Ask Your Financial Professional**

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

You can find additional information about your investment advisory services and request a copy of the relationship summary at 845-691-4035 or click the link provided <https://adviserinfo.sec.gov/firm/brochure/154828>.

#### **Key Questions to 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 about how this person is treating me?**