

Confluence Wealth Management, LLC

Client Relationship Summary

June 30, 2020

Confluence Wealth Management, LLC (our “firm”, “we”, “us”) is registered with the Securities and Exchange Commission as an Investment Advisor.

Brokerage and investment advisory services and fees differ, and it is important for the retail investor 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 advisers, and investing.

What investment services and advice can you provide me?

Our firm offers the following standard services to retail investors: consulting and investment management services. The consulting services are one-time projects that do not involve any on-going review. We provide comprehensive financial planning and can consult on one or more of the following areas: retirement planning, income planning, education planning, asset allocation, cash flow planning, risk management, philanthropic planning and estate planning. We do not require a minimum asset size for our consulting services.

The investment management services are offered on an on-going discretionary basis, which means we can buy and sell securities without your permission. We will discuss your investment objectives and design a strategy to achieve those investment objectives and review your account on at least a quarterly basis. You may place reasonable restrictions on the types of investments we make on your behalf. We require at least \$1 million in assets for our investment management services. We may accept a smaller asset size.

For additional information regarding our services, please see items 4 and 7 of our [Form ADV Part 2A](#).

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?

We charge a fixed fee, with a non-refundable deposit of \$1,000, for our consulting services. Our consulting fees require the deposit in advance and the balance is due when the project is completed. The fee is based upon an estimate of time and complexity of the project. For our investment management services we will charge you either a quarterly management fee based on the assets under management with our firm, or a fixed fee. The more money you invest with us the more fees you will pay; therefore, we have an incentive to encourage you to increase your assets in your account. As the amount of assets increase, the rate charged on those assets decrease. While not charged by us, you may also pay custodial fees to the broker-dealer that holds your assets, a transaction fee and commissions to those broker-dealers when we buy or sell an investment in your account.

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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.

For additional information regarding fees please see item 5 of our [Form ADV Part 2A](#).

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 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.

If you are leaving a current employer and we do not currently manage the assets in your plan, we may suggest you roll over your employer retirement plan assets into an IRA managed by us. We have an economic incentive to encourage you to rollover retirement plan assets which would earn us more compensation than if the IRA were not rolled over to us.

For additional information regarding our conflicts, please see item 10 of our [Form ADV Part 2A](#).

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 paid a salary and a bonus that is based on multiple factors, including, the number of new client relationships, total amount of new assets, , and retention of your business. We have a financial incentive to recommend you investment more money into your account and retain your account with our firm based on this form of compensation we receive.

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

No. Please visit Investor.gov/CRS, for a free and simple tool to research our firm and financial professionals.

Additional Information

For additional information regarding our fees, services, and conflicts, please see our [Form ADV Part 2A](#) by selecting Part 2 Brochures, or visit our website at <http://www.confluencewealth.com>. Please contact us at **503-221-7595** for more up-to-date information or request a copy of this client relationship summary.

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?