

## Van Sant and Mewshaw, Inc. Form CRS May 28, 2020

### Item 1 – Introduction

Van Sant and Mewshaw, Inc. is registered with the Securities Exchange Commission (“SEC”) as an investment adviser. Our services and compensation structure differ from a registered broker-dealer, and it is important for you to understand the differences between those structures. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS). The site also provides educational materials about broker-dealers, investment advisers and investing. The italicized sentences appearing in text boxes below are intended to be “conversation starters” for you to have with us, as required by the instructions to Form CRS.

### Item 2 – Relationship and Services

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

We provide portfolio management and investment supervisory services to individuals and their trusts and estates (our “retail investors”). We manage portfolios based on each client’s unique: goals, objectives, age, available capital, degree of sophistication, risk tolerance, and other special circumstances. We monitor portfolios periodically and make changes to them as we determine necessary. Because we manage portfolios on a discretionary basis, we have the authority to buy and sell investments in your accounts without speaking to you before doing so. However, you can place reasonable restrictions on the securities that we buy for your portfolio by notifying us, in writing. We may also provide incidental financial planning services as part of our portfolio management and investment supervisory services, typically without additional charge. When we provide those services to clients, we rely upon the information they provide, and do not verify or monitor that information while or after providing these services. Our financial planning services are completed upon the communication of our recommendations to our clients. We do not limit the type of securities we trade for retail investors to proprietary products or a limited group or type of investment, but we generally construct and manage portfolios consisting primarily of index mutual funds and exchange traded funds (“ETFs”). In some situations, we may use inverse or leveraged funds, or options strategies as described further in Item 8 of our [Form ADV Part 2A](#). We do not impose minimum requirements for retail investors to open or maintain an account, or to establish a relationship. For more detailed information about our advisory business and the types of clients we generally service, please see Items 4 and 7, respectively in our [Form ADV Part 2A](#).

#### *Conversation Starters:*

<i>Given my financial situation, should I choose an investment advisory service? Why or why not?</i>
<i>How will you choose investments to recommend to me?</i>
<i>What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?</i>

### Item 3 – Fees, Costs, Conflicts, and Standard of Conduct

#### **What fees will I pay?**

We provide services and receive fees only from you. We don’t accept commissions from any third parties. Our annual fee for portfolio management and investment supervisory services is based upon a percentage of the total market value of assets you designate for our management. Our basic fee is one percent (1%) per year, assessed quarterly (.25%), of assets under our management. This fee is subject to negotiation within a range of three-eighths percentage (.375%) per year and two percent (2.00%) per year. We either deduct our fees from one or more of your investment accounts or bill you for our services quarterly in advance. Because our fee is based on the amount of your assets under our management, the more assets you designate to us for management, the more you will pay us for our services. Therefore, we have an incentive to encourage you to increase the amount of assets that you designate for our management. We may recommend rollovers out of employer-sponsored retirement plans and into Individual Retirement Accounts that we manage for an asset-based fee. This will increase our compensation.

Your account will be held with a qualified custodian. You will also be responsible for the fees and expenses charged by qualified custodians and imposed by broker dealers. Those fees and expenses include but are not limited to, transaction charges, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. If your assets are invested mutual funds, ETFs, or other registered and unregistered investment companies, you will bear your pro rata share of the investment management fees and other fees of the funds, which are in addition to the fees you pay us. These fees and expenses are described in each fund’s prospectus or other offering documents. 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 more detailed information about our fees and costs related to our management of your account, please see Item 5 in our [Form ADV Part 2A](#).

*Conversation Starters:*

*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:

\* We may buy or sell, for our personal or related accounts, the same securities that we recommend for you at or about the same time. This could present conflicts of interest, which we mitigate by always giving clients the best execution price.

\* We may recommend that you engage a particular custodian from whom we receive support services. This presents a conflict of interest, because our receipt of their support make us more inclined to continue using and recommending them.

*Conversation Starters:*

*How might your conflicts of interest affect me, and how will you address them?*

For more detailed information about our conflicts of interest, please review Items 11, and 12 of [Form ADV Part 2A](#).

**How do your financial professionals make money?**

Our financial professionals earn a salary based upon the amount of their designated clients' regulatory assets under management. In addition, one of our financial professionals is an equity owner of the firm, who stands to receive a share of the profits of the firm. These forms of compensation present inherent conflicts of interest, because our financial professionals could be incentivized to recommend that you place additional assets under our management and to take potentially greater risk in managing portfolios. You should discuss your financial professional's compensation directly with your financial professional.

**Item 4 – Disciplinary History**

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

No. We encourage you to visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS) to research our firm and our financial professionals.

*Conversation Starters:*

*As a financial professional, do you have any disciplinary history? If so, for what type of conduct?*

**Item 5 – Additional Information**

Additional information about our firm is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You may contact our Chief Compliance Officer at 410-825-8844 to request a current copy of our [Form ADV Part 2A](#) or our relationship summary.

*Conversation Starters:*

*Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?*