



Form CRS: Customer Relationship Summary

June 30, 2020

Introduction. SUMNIGHT & ASSOCIATES, LLC is registered with the Securities and Exchange Commission as an investment adviser. Fees for brokerage and investment advisory services differ among broker-dealers and investment advisers and it is important that you 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?

As a registered investment adviser, we offer financial planning and portfolio management services to retail investors. In financial planning, we provide advice and recommendations regarding your investment goals and objectives, personal balance sheet, tax planning, risk management, retirement, education, cash flow and investment planning. In financial planning, we do not monitor your investments and you make the ultimate decision regarding the purchase or sale of investments. We do not impose minimum account or investment requirements for financial planning or advice about self-directed retirement accounts.

In portfolio management services, we offer ongoing investment management services to individual, retirement, trusts, and other institutional investors with assets under management that meet our minimum investment size requirements. We will continuously monitor your investments and provide advice. When you engage us for portfolio management services, you sign an investment advisory agreement that gives us discretionary authority to determine the investments to buy and sell in your account consistent with your investment objectives. Our standard default style of working with clients is to have you approve asset allocation recommendations and any subsequent recommended changes. You may impose reasonable restrictions on our discretionary authority as may be mutually agreed upon in writing. Our services also include the recommendation or selection of other investment advisers such as our affiliate iSectors, LLC®.

Ask us questions to help you better understand our services: *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?

Our fees for portfolio management are calculated as a percentage of the assets you have under management with us. These fees are billed on a quarterly basis, in advance. You should be aware that the more assets there are in your account, the more you will pay in fees. This means we have an incentive to encourage you to increase the assets in your account. You may contract with us to provide financial services other than portfolio management; these services can be provided on an hourly or fixed-fee basis which will be billed at the time of service.

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

In addition to our advisory fees, you will incur additional fees and costs related to the investments in your account. For example: custodian fees, account management fees, fees within exchange-traded funds and/or mutual funds, transaction costs, surrender charges (for fixed annuities), wire transfer and electronic fund fees.

Ask us questions 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?*

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.

Please refer to our [Form ADV, Part 2A Brochure](#) for more detailed information about our fees and your investment costs.

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 are fiduciaries to you. That means, we are required to act in your best interest throughout our entire advisory relationship. However, there may still be certain conflicts of interest. 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.

- iSectors, LLC® is an affiliate of Sumnicht & Associates, LLC. iSectors, LLC receives compensation when you engage their model-management services. This is a conflict of interest because we have an incentive to recommend iSectors, LLC.
- We are also an insurance agent. This is a conflict of interest because we receive additional compensation for providing insurance products to you. We have an incentive to recommend and provide these insurance products to you.

Ask us questions to help you better understand our conflicts of interest: *How might your conflicts of interest affect me, and how will you address them?*

Please refer to our [Form ADV, Part 2A Brochure](#) for more detailed information about our conflicts of interest.

How do your financial professionals make money?

Our financial professionals do not receive commissions; they receive a salary and a discretionary bonus based on the success of the firm. This may still be a conflict of interest because our financial professionals have an incentive to encourage you to increase the assets in your investment accounts.

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.

Ask us questions 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 services in our [Form ADV, Part 2A Brochure](#). You may request updated information and a copy of our Relationship Summary by contacting us at 920-731-4455 or clientservices@sumnicht.com.

Ask us questions to help 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 adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?*