Cornerstone Financial Management LLC is registered as an investment adviser in Massachusetts, Rhode Island, and Texas . Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

We offer the following investment advisory services to retail investors:

Ongoing Comprehensive Financial Planning involves working one-on-one with a planner to develop and implement a financial plan that is based on your goals and objectives, financial condition, and other relevant factors. You will need to provide detailed information about your net worth, investments, insurance, debt, income and benefits, and to discuss any plans regarding college, retirement, estate planning, charitable giving and other investment goals. Once the plan is delivered, the plan and your financial situation will be monitored throughout the year and follow-up phone calls and emails will be made to follow up.

Investment Management Services Under this service, we will manage your investment portfolio on a discretionary basis, consistent with an Investment Policy Statement. This Statement will be based on your individual needs, goals, objectives, financial circumstances, and other factors. The Investment Policy Statement will include an asset allocation target consistent with your stated investment objectives. It will also indicate any reasonable restrictions which you have placed on the account's investments. We can also include as part of an asset allocation and rebalancing strategy certain accounts which are held at other custodians, e.g., 401(k) accounts or variable annuities; these other accounts may be managed on a non-discretionary basis. We may also recommend third-party investment advisors to manage an appropriate portion of your investments. We will monitor your portfolio continuously, and we will meet with you on a periodic basis to discuss changes in your financial situation or goals.

Investment Consulting Services At our discretion, we may provide non-discretionary Investment Consulting Services. Such services could include an analysis of your other investment accounts and investment recommendations for those accounts. You would be solely responsible for the implementation of such investment recommendations.

For **Additional Information** regarding the services we make available to you, please review Item 4 of our Form ADV Part 2A Brochure, available via a link at the bottom of the homepage of our website: www.cornerstonefm.com.

Ask your Adviser:

- 1. "Given my financial situation, should I choose an investment advisory service? Why or why not?"
- 2. "How will you choose investments to recommend to me?"
- 3. "What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?"

What fees will I pay?

Investment Management Services: Typically, clients receiving this service will be charged a fee based on the market value of the assets under management (calculated according to the table below). These fees are paid in advance on a monthly or quarterly basis. The fee is a blended fee and is calculated by assessing the percentage rates using the predefined levels of assets as of the last day of the previous billing period as shown in the above chart resulting in a combined weighted fee.

Annual Advisory Fee
1.00%, plus:
0.85%, plus:
0.675%, plus:
0.50%

Please note: The value of the Client's held-away assets that are managed by CornerstoneFM are included in the Account Value. These fee rates may be negotiable in certain cases, at our sole discretion

Alternatively, in certain cases, we may negotiate a fixed monthly or quarterly fee with clients who have engaged us to manage all or substantially all of their investable assets. Such arrangements shall be made at our sole discretion.

Ongoing Comprehensive Financial Planning: Clients receiving this service will be charged a fixed annual fee billed monthly or quarterly, based on the Client's personal financial circumstances, such as income and investments. It may range as high as \$2,500 per month (or up to \$7,500 per quarter). At our discretion, the fee may be negotiated or may be waived based upon the amount of assets under our management.

Minimum Fee: The minimum fee for Ongoing Comprehensive Financial Planning and/or Investment Management Services is \$5,000 on an annual basis. For Clients with investment portfolios valued at less than \$500,000, the minimum fee will result in an effective annual fee rate of greater than 1.00%.

Investment Consulting Services: The fee for this service is an annual fee ranging from \$1,000 to \$25,000 that is paid either monthly or quarterly, in advance. The fee may be negotiable in certain cases.

General: Fees are directly debited from Client accounts, or the Client may choose to pay by check. Accounts initiated or terminated during a month/calendar quarter (as appropriate) will be charged a prorated fee. Upon termination of an account or service, any unearned fee will be refunded.

Other Fees and Expenses: In addition to our fee, investment accounts also incur brokerage commissions, transaction fees, custodial fees, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes. Mutual fund and exchange-traded funds also charge internal management fees and administrative expenses, which are disclosed in a fund's prospectus. The investment advisory fees we receive from clients are our only source of revenue.

Ask your Adviser: "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 a fiduciary capacity, this means we must always 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. Here are some examples to help you understand what this means. It is in our interest to encourage you to use more of our services. In particular, when we charge an asset-based fee, we have an incentive to encourage you to place more assets under our management. However, as fiduciaries, we may only make recommendations that are in your best interest. You should understand and ask us about these conflicts because they can affect the investment advice we provide you.

Ask your Adviser: "How might your conflicts of interest affect me, and how will you address them?"

Additional Information

How do your financial professionals make money?

Our financial professionals are compensated on a salary basis and are not paid commissions or other compensation based on the amount of the business generated from their work.

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

No. You can visit <u>Investor.gov/CRS</u> for a free and simple search tool to research us and our financial professionals.

Ask your Adviser: As a financial professional, do you have any disciplinary history? For what type of conduct?

For additional information about our services, visit our website, <u>www.cornerstonefm.com</u>. If you would like additional, up-to-date information or a copy of this disclosure, please call (781) 229-5809 or (800) 527-1238.

Ask your Adviser: 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?