

Introduction

Our firm, Concentrum Wealth Management, Inc., is an investment adviser registered with the Securities and Exchange Commission. We feel that it is important for you to understand how advisory and brokerage services and fees differ in order to determine which type of account is right for you. There are free and simple tools available to research firms and financial professionals at www.investor.gov/CRS, which also provides educational materials about investment advisers, broker-dealers, and investing.

What investment services and advice can you provide me?

We are a registered investment adviser that offers investment advisory services to retail investors for an ongoing asset-based fee. Our advisory services include Wrap Asset Management. If you open an advisory account with our firm, we'll meet with you to understand your current financial situation, existing resources, goals, and risk tolerance. Based on what we learn, we'll recommend a portfolio of investments that is monitored at least quarterly, and if necessary, rebalanced to meet your changing needs, stated goals, and objectives. We'll offer you advice on a regular basis and contact you at least annually to discuss your portfolio.

We provide financial planning in conjunction with our advisory services or on a standalone basis. Typically, we create a financial plan for new clients as a standalone service for a flat and/or hourly fee. Thereafter, ongoing maintenance of the financial plan is provided to our advisory clients at no additional cost. If we determine, in our sole discretion, that a current client requires a new financial plan, you may engage our services for a separate and additional flat and/or hourly fee.

We manage accounts on a discretionary basis. After you sign an agreement with our firm, we're allowed to buy and sell investments in your account without asking you in advance. Any limitations will be described in the signed advisory agreement. We will have discretion until the advisory agreement is terminated by you or our firm. We do not restrict our advice to limited types of products or investments and our firm does not impose requirements for opening and maintaining accounts or otherwise engaging us.

Additional information about our advisory services is located in Item 4 of our [Firm Brochure](#) and Item 5 of our [Wrap Brochure](#), which are available online at <https://adviserinfo.sec.gov/firm/summary/167151>.

What fees will I pay?

You will be charged an ongoing quarterly fee based on the value of the investments in your account. Our maximum annual fee is 1.50% for Wrap Asset Management. Our fees are negotiable. The amount you pay will depend on the services you receive and the amount of assets in your account. The more assets you have in your advisory account, the more you will pay us. We therefore have an incentive to increase the assets in your advisory account in order to increase our fees. Our firm's fees will be automatically deducted from your advisory account, which will reduce the value of your advisory account. In rare cases, our firm will agree to send you invoices rather than automatically deduct our firm's fees from your advisory account.

Our maximum flat fee is \$30,000 and maximum hourly rate is \$350 for our Financial Planning & Consulting service. We generally charge 50% of the fee up front with the remaining 50% due upon completion.

The broker-dealer that holds your assets charges a transaction fee when we buy or sell certain investment products for you. We pay the broker-dealer's transaction fees charged to you for our Wrap Asset Management service. The fees for our wrap fee programs are therefore higher than a typical asset-based advisory fee. You may also pay charges imposed by the broker-dealer holding your accounts for certain investments and maintaining your account. Some investments, such as mutual funds, exchange traded funds, and variable annuities, charge additional fees that will reduce the value of your investments over time.

In certain cases, we may refer you to third party money managers, sub-advisers, and/or separate account managers who will assist us with managing your account. If selected, they will charge you a fee in addition to ours, which will be described to you in their Form ADV and/or agreement.

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.

Additional information about our fees is located in Item 5 of our [Firm Brochure](#) and Item 4 of our [Wrap Brochure](#), which are available online at <https://adviserinfo.sec.gov/firm/summary/167151>.

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:

Representatives of our firm are registered representatives of Purshe Kaplan Sterling Investments (PKS), member FINRA/SIPC, and licensed insurance agents. As a result of transactions effected in this capacity, they receive normal and customary commissions. A conflict of interest exists as these commissionable securities sales create an incentive to recommend products and transactions based on the compensation earned.

For our wrap services, we pay the broker-dealer's transaction fees charged to you for most types of assets except for U.S. listed equities and exchange traded funds, which do not have transaction fees. As a result, we have an incentive to limit trading activity, and/or recommend such securities in order to reduce the amount of the broker-dealer's transaction fees that we will have to pay on your behalf.

Additional information about our advisory services is located in Item 10 of our [Firm Brochure](#) and Item 9 of our [Wrap Brochure](#), which are available online at <https://adviserinfo.sec.gov/firm/summary/167151>.

How do your financial professionals make money?

Our financial professionals are compensated based on the revenue our firm earns from their advisory services or recommendations, the amount of client assets they service, and the time and complexity required to meet a client's needs. In addition, they are compensated based on the type of product sold and/or product sales commissions in their capacities as registered representatives and insurance agents (described above).

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

Yes, financial professionals have legal and disciplinary history. Visit www.investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Additional Information

You can find additional information about our firm's investment advisory services on the SEC's website at www.adviserinfo.sec.gov by searching CRD# 167151. You may also contact our firm at (408) 840-4030 to request a copy of this relationship summary and other up-to-date information.

Questions to Ask Us:

- *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?*
- *How might your conflicts of interest affect me, and how will you address them?*
- *As a financial professional, do you have any disciplinary history? For what type of conduct?*
- *Help me understand how fees and costs may 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?*
- *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?*