

## Relationship Summary

We are Virtue Capital Management, LLC (“VCM”), an investment adviser registered with the Securities and Exchange Commission. Investment advisory and brokerage 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](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing. Our firm and financial professionals’ registration information are also publicly available on the [Investor.gov](https://www.investor.gov) website.

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

We offer model portfolio strategies as well as customized investment advisory and financial planning services to retail investors. We offer a wrap fee program for our portfolio management services. We offer advice on a full suite of securities and strategies further, including equities, fixed income, mutual funds, ETFs, options, and similar investments. Our services are generally provided on a discretionary basis, which means that we have the power to buy and sell securities for your account without your prior consent. This authority is usually unlimited and remains in effect until you revoke it. We may provide non-discretionary investment advice, where we make investment recommendations to you and you decide whether to implement the recommendation. We do not give advice on any proprietary investment products. We also offer a retirement financial education course.

We provide continuous and regular supervision of advisory client assets as part of our standard service to you. In addition, we will conduct ad hoc reviews if you change your objectives or risk tolerance, upon significant market and economic events, or if we change our investment strategy.

We require a minimum account size of \$1,000, which can be waived at our discretion.

**Please see Items 4, 7, and 8 of our [Part 2A Brochure](#) and Items 4 and 5 of our [Wrap Brochure](#) for additional information on our services, investment advice, and account requirements.**

#### Other Questions You May Have

*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 asset-based fees are calculated as a percentage of the assets under our management, so our fees will rise and fall with the value of the assets, including cash that we manage for you. As a result, we are economically incented to recommend that you place more assets in your account, because as the value increases, so do our fees. 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.

In addition, we provide services on a wrap as well as non-wrap fee basis. For wrap accounts, transaction costs and advisory fees are included in the total asset-based wrap fee we charge you, which may be higher than in a non-wrap account. A non-wrap may be cheaper if you have a large portfolio with fewer transactions that would normally be subject to transaction charges. Wrap fees may be cheaper if you have a smaller portfolio where there is frequent trading activity. **Please review Item 4 of our [Wrap Brochure](#) for information regarding conflicts of interest.** For non-wrap accounts, in addition to our fees, you will usually be charged transaction or asset-based fees by your custodian for its services. Under a transaction fee arrangement, the more transactions effected in your account, the more fees you will generally pay, and high activity in your account does not assure positive portfolio performance. For custodians that charge asset-based fees, such fees may be more than would be the case if you are charged a transaction-based fee. Please be mindful of the effect of your portfolio size, the level of activity, and the rate of custodian asset-based pricing. Generally, large portfolios would be disadvantaged by paying an asset-based custodian fee versus a transaction-based fee.

Financial planning fees will be charged at an hourly or fixed rate as agreed upon by you and the firm within a financial planning or consulting agreement. For our retirement financial education course, a fee may be charged on a per attendee basis.

Some securities carry additional costs, such as mutual funds and ETFs. There are additional fees such as internal fees and expenses charged by mutual funds (i.e., 12b-1 distribution fees and management fees that are assessed within the mutual

fund) and exchange-traded funds, third-party separate account manager fees, product-level fees and commission for insurance-related products, postage and handling, transfer taxes, SEC fees for sales of securities.

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. **You can find more information about our fees and costs under Item 5 of our [Part 2A Brochure](#) and Item 4 of our [Wrap Brochure](#).**

#### **Other Questions You May Have**

*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 interests 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.*

- VCM is affiliated with Summit Capital Solutions, LLC (“Summit”), a registered investment adviser. Summit offers separate account management services directly to end clients, and Summit offers its services to clients of registered investment advisers under a sub-adviser relationship with various platforms. This creates a conflict of interest in that VCM has a financial incentive to promote Summit-advised investments and to recommend Summit.
- Certain VCM professionals are (i) licensed to sell insurance, and (ii) registered with a FINRA member broker-dealer, both of which create conflicts of interest regarding compensation.

**Additional information regarding conflicts of interest can be found in Items 5, 10, and 11 of our [Part 2A Brochure](#).**

#### **Other Questions You May Have**

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

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

Our investment adviser representatives are paid a portion of the fees we collect from you. As result, we are incentivized to recommend that you add additional assets to your accounts. Our financial advisors may be paid sales, service or administrative fees for the sale of mutual funds or other investment products. Our financial advisors may receive commission-based compensation for the sale of securities and insurance products. We do not receive non-cash compensation.

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

Yes, certain VCM professionals have disciplinary records, which can be found by accessing [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

#### **Other Questions You May Have**

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

**You can find additional information about our investment advisory services on our [Part 2A Brochure](#). You may contact us at 615-340-0801 or via email to [scervantes@virtuecm.com](mailto:scervantes@virtuecm.com) if you have questions or to request a current copy of this Relationship Summary.**

#### **Other Questions You May Have**

*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?*