

M.C. Byrd Wealth Management, LLC
Customer Relationship Summary - June 2020

Item 1. Introduction

M.C. Byrd Wealth Management, LLC (“M.C. Byrd”) is an investment adviser registered with the U.S. Securities and Exchange Commission. Investment advisory and brokerage services and fees differ; therefore, it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals (also referred to as Investment Adviser Representatives; “IARs”) at Investor.gov/CRS, which also provides educational materials about investment advisers, broker-dealers, and investing.

Item 2. Relationships and Services

“What investment services and advice can you provide me?”

Description of Services and Monitoring

We provide investment advisory services to retail investors, including asset management, selection of other advisers, financial planning and financial consulting. For clients to whom we provide asset management services, we offer fee plus transaction accounts through the implementation and monitoring of applicable model portfolios. M.C. Byrd regularly monitors the performance of each investment selected for each model and reviews the portfolios regularly. As part of our standard services, we review our client accounts regularly and meets with clients at their request. Factors that trigger reviews include changes in an account holder’s personal, tax, or financial status. Macroeconomic and company specific events may also trigger reviews.

Investment Authority

M.C. Byrd offers our asset management accounts on both a **discretionary** and **non-discretionary** basis. Discretionary asset management allows us the limited authority to buy and sell investments in your account without asking you each time a transaction is placed. Clients have the right to place reasonable restrictions on such authority. With non-discretionary asset management, we provide investment recommendations but require your approval to proceed. You make the ultimate decision regarding the purchase or sale of investments. Our level of authority is determined at the beginning of our relationship with you in our advisory agreement but can be changed upon request.

M.C. Byrd has discretionary authority to select (i.e., hire and fire) 3rd party money managers to be utilized in managing the client’s assets. However, we do not have discretionary investment authority in the sub-accounts under this program, the 3rd party money managers that we select has such discretion.

Investment Offerings

While we can advise on any investment asset, our recommendations are primarily related to investments in mutual funds, ETFs, equities, fixed income and unit investment trusts. We do not require a minimum account size for opening or maintaining an account.

Additional Information

For additional Information, please see our [Form ADV Part 2A](https://adviserinfo.sec.gov/firm/summary/151070) (with special emphasis on Items 4, 7, and 16 of Part 2A), available at <https://adviserinfo.sec.gov/firm/summary/151070>.

Conversation Starters*

- 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?

Item 3. Fees, Costs, Conflicts, and Standard of Conduct

“What fees will I pay?”

M.C. Byrd’s fees are based on the type(s) of service(s) we provide. For asset management, we charge an ongoing asset-based fee at the end of each month or quarter. The fee is charged as a percentage of your assets that we manage. The more assets there are in your advisory account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account. M.C. Byrd utilizes the services of multiple custodians in order to service different aspects of our client’s overall portfolio (e.g., retirement, non-retirement, college savings, etc.). Each custodian may process fee billings in a different manner. Fees charged are negotiable and will not exceed 1.5%. We offer financial planning services on an hourly basis for \$250 per hour, which may be negotiable depending on the nature and complexity of each client’s circumstances. An estimate for total hours will be determined at the start of the advisory relationship.

Our fee is exclusive of, and in addition to brokerage commissions, transaction fees, and other related costs and expenses which shall be incurred by the client. However, we shall not receive any portion of these commissions, fees, and costs. The hourly fees are determined after considering many factors, such as the level and scope of the services. We may also charge a negotiable fixed fee of \$1,000 for a financial plan, which is dependent upon the level and scope of these services.

Other Fees and Costs: Some investments, such as mutual funds and ETFs, impose additional fees that will reduce the value of your investments over time. Those fees may include fund expenses and surrender charges. You may also pay other fees to the custodian of your assets. These include, but may not be limited to, ticket charges on transactions, fees for wire transfers, stop payments, IRA maintenance, duplicate check or statement copies, overnight deliveries, returned checks, and asset transfers.

* Consider asking your financial professional these questions.

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Additional Information: You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce the amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. More detailed information about our fees and costs are included in our [Form ADV Part 2A](#) (Item 5.), at <https://adviserinfo.sec.gov/firm/summary/151070>

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.

For example, our primary custodian for retail investors provides certain research or other investment management tools without charge for maintaining client assets with them. The receipt of such economic benefits by us or our IARs in and of itself creates a potential conflict of interest and may indirectly influence our choice of a particular custodian for custody and brokerage services. To address these potential conflicts of interest, we have developed and implemented a Compliance Program, which includes a review of the services and execution quality we receive from the custodians we recommend. In addition, custodians, mutual fund companies or the managers of mutual funds will sometimes pay for client luncheons, or other events, that we host. These arrangements may give rise to conflicts of interest in that we have an incentive to utilize companies that provide such benefits to us. Our commitment to our clients and the policies and procedures we have adopted that require the review of such arrangements are designed to limit any interference with our independent decision making when choosing the best investments or service providers for our clients. We generate revenues from our asset management and financial planning services as described above. However, M.C. Byrd and its related persons do receive compensation, as described above, from third parties in connection with advisory services provided to clients.

Conversation Starter*

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

These arrangements and additional information about other conflicts of interest are discussed in more detail in our [Form ADV Part 2A](#), available at <https://adviserinfo.sec.gov/firm/summary/151070>

“How do your financial professionals make money?”

Our IARs are compensated through salaries and/or a portion of revenue we receive for the advisory services we provide. The portion paid to your IAR generally does not vary based on the type of investments that are recommended. As described above, certain IARs of the Firm are licensed to sell insurance products through various companies. These individuals receive compensation for the sale of certain commission-based insurance products. Additionally, as an independently owned investment adviser, our owner receives compensation based on the revenues generated by our firm for its advisory services.

Item 4. Disciplinary History

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

No – Neither the Firm nor any of our IARs have a disciplinary history. We invite you to visit Investor.gov/CRS for a free and simple search tool to research our Firm and IARs.

Conversation Starters*

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

Item 5. Additional Information

We encourage you to seek out additional information about our investment advisory services in our Form ADV Brochure on Investor.gov or adviserinfo.sec.gov. Alternatively, you can call us at (979) 865-0660 to speak with us directly and request a copy of this relationship summary.

Conversation Starters*

- 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?