

Laird Norton Wealth Management, LLC is an investment advisor registered with the Securities and Exchange Commission. We, along with our parent company Laird Norton Trust Company, LLC (a State of Washington chartered trust company), do business as Laird Norton Wealth Management (LNWM). We are not a broker-dealer. Please note that our investment advisory fees and services can and do differ from those of a broker-dealer. It is important for you to understand these differences. Free and simple tools are available online for you to research investment firms and financial professionals. You can find these at the website [Investor.gov/CRS](https://www.investor.gov/CRS), as well as educational materials about broker-dealers, investment advisers and investing.

What investment services and advice can you provide me?

Laird Norton Wealth Management, LLC offers you a variety of integrated wealth management services intended to help you accomplish your financial goals including investment advice, portfolio management, and financial and tax planning, as well as trust and estate planning. Our clients include high-net-worth individuals and families and their related entities including trusts, estates, charitable organizations, corporations, private businesses, foundations and endowments.

As your investment advisor, we do three key things: (1) set risk and return targets for your portfolio that reflect your needs, goals and financial situation now and into the future; (2) allocate your investment portfolio among various asset classes; and (3) within each asset class, invest in select investments whose managers we think are most likely to achieve the risk and return levels targeted. At times, we may offer you access to alternative investments, including hedge funds and private market funds. We do not invest your portfolio directly in individual stocks or bonds, other than by special arrangement under very limited circumstances.

You can grant us “discretionary” authority over your portfolio, meaning we can make changes to your portfolio without requesting prior authorization from you. Or we may give you advice and let you decide what investments to buy and sell (“non-discretionary” authority). The authority you grant us is described in the advisory agreement you sign with us, which will remain in effect until you or we terminate the relationship. Together we will agree on an Investment Policy Statement (IPS) which will guide our management of your investments. However, we will follow your directions as to specific investments you may want to buy or sell and can hold securities you specify in your portfolio. At times, we may suggest investments in private funds, which are open only to qualified investors. Even if you qualify for these, we will not invest unless we have your signed permission.

We monitor your investment portfolio closely, through annual investment and administrative reviews, periodic rebalancing to the targets established in your IPS, due diligence on the investments we recommend, and periodic meetings with you, at least annually and whenever you request. On a quarterly basis you will receive a performance report from us, as well as a statement from your custodian which includes securities positions held in your accounts and the transactions during the period. Although we have some portfolios that start at \$1 million or even less, our average client portfolio size is between \$5 and \$10 million. **More detailed information about our services can be found in Sections 4 and 7 of our [Brochure](#).**

You may want to consider the following questions, and others on the second page of this Relationship Summary:

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 investment management fee may be charged monthly in arrears or quarterly in advance. It may be based on a percentage of assets under management or may be charged as a fixed annual fee. In addition to our fees, the funds in which we invest your portfolio also charge fees, which are calculated and charged by the fund and reflected in its reported performance. We do not receive any compensation from the funds in which we invest your portfolio or from any third-party manager we choose for you. If your fee is based on the market value of the assets

under management, we make more when you invest more money with us. You will also be charged a custodial fee by the third-party custodian of your portfolio. For additional information, please refer to Sections 5 and 6 of our [Brochure](#), which includes our most recent fee schedule. 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 may want to ask: Help me understand how these fees and costs might affect my investments. If I give you \$1,000,000 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 advisor? How else does your firm make money and what conflicts of interest do you have?

As your investment adviser, we are acting as a fiduciary, which means we have to act in your best interest and not put our interest ahead of yours. When you become our client, we enter into a written investment advisory agreement with you, and it is our legal obligation to act according to its terms. 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:

- We charge you a fee for assets under management, so we have an incentive to grow your portfolio over time and to also manage more of your money. The funds we invest in also charge fees, but we do not benefit from those in any way.
- Because we recommend that you engage Charles Schwab as the custodian for your portfolio, a conflict exists due to the complimentary software that Schwab provides to us that we would otherwise have to purchase. By saving this expense we are incited to use Schwab as the custodian for Laird Norton Wealth Management, LLC client portfolios rather than some other custodian that could provide the same services to you.
- **You can find more information on conflicts of interest in our [Brochure](#).**

You may want to ask: How might your conflicts of interest affect me and how will you address them?

How do your financial professionals make money?

Our employees receive a salary and may also earn a bonus. In addition, some employees receive incentive payments based on new clients they bring to our firm or additional assets from existing clients. No one at our firm is paid any type of sales commission or other incentive to recommend specific investments to you and to our other clients.

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

No, we do not. You can find more info on us and other advisers at the website [Investor.gov/CRS](https://www.investor.gov/CRS).

Additional information about Laird Norton Wealth Management, LLC can be obtained at [lairdnortonwm.com](https://www.lairdnortonwm.com) or at the website [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers and investing. To request a copy of this relationship summary or other up-to-date information, contact us at 206-464-5100.

You may want to ask: Who is my primary contact person? Is he or she a representative of an investment advisor or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?