

# ONE CHARLES PRIVATE WEALTH SERVICES, LLC

March 23, 2021

## **Item 1. Introduction.**

One Charles Private Wealth Services, LLC (“OCPW”) is registered with the United States Securities and Exchange Commission as an investment adviser. 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](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers and investing.

## **Item 2: What investment services and advice can you provide to me?**

OCPW provides investment management services to retail investors. In addition, we provide topic-specific consultation and administrative services regarding investment and/or other financially-related needs of retail investors. Investment management services are made available on both a wrap fee and non-wrap fee program basis. We tailor your investment management services to match your current life situation, goals and risk tolerance. We monitor the holdings and performance of your account on periodic basis. In addition, your account is reviewed in connection with regularly scheduled meetings with our financial professionals, which occur on at least an annual basis. If we provide you topic-specific consultation/administrative services, after the completion of these services we do not engage in any ongoing review or services, unless you engage us to provide investment management services. We provide investment management services on a discretionary basis pursuant to authority granted to us in your client agreement. Pursuant to this discretionary authority we are authorized to determine which securities are bought and sold, the total amount to be bought and sold, and the costs at which transactions will be affected. We do not limit the provision of investment management services or consultation/administrative services to proprietary products. In addition, we generally do not limit the types of investments we utilize for clients, but consistently utilize third party managers, no-load and load-waived mutual funds, exchange-traded funds, US state and local bonds and various alternative investments/private funds. We generally impose an account minimum of \$400,000 for new clients. Regardless, we reserve the right to accept or decline a potential client for any reason in our sole discretion.

For additional information, please refer to our [Form ADV Part 2A Brochure](#), especially [Item 4 Advisory Business](#) and [Item 7 Types of Clients](#) and in our [Form ADV Part 2A Wrap Fee Program Brochure](#), [Item 4. Services Fees and Compensation](#) and [Item 5 Account Requirements and Types of Clients](#).

### Questions to Ask Us:

*Given my financial situation, should I choose an investment advisory service? Why or why not?*

*How will you choose the investments to recommend to me?*

*What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?*

## **Item 3 (part 1): What fees will I pay?**

For investment management services we charge an asset-based fee. Asset-based wrap program fees will include most transaction costs and fees to a broker-dealer that has custody of the client’s assets, and therefore are often higher than a typical asset-based advisory fee. For an asset-based fee, the more assets that are in a client’s advisory account, the more a client will pay in fees. Therefore, we may have an incentive to encourage clients to increase the assets in his or her account. For consultation/administrative services we charge a fixed or hourly fee, which is billed pursuant to the terms of our agreement with you.

In addition to our fees, you will be responsible for other fees and expenses, such as, transaction charges and fees/expenses charged by any custodian of your account, subadvisor, mutual fund, exchange traded fund, separate account manager and any taxes or fees required by federal or state law. If you are part of our wrap fee program you will be responsible for fees/expenses charged by any subadvisor, mutual fund, exchange traded fund, separate account manager and any taxes or fees required by federal or state law, as well as commission and transaction fees for any transactions executed away from the program broker-dealer.

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. For additional information, see [Item 5 Fees and Compensation](#) of our [Form ADV Part 2A Brochure](#) and see [Item 4 Services, Fees and Compensation](#) of our [Form ADV Part 2A Wrap Fee Program Brochure](#).

### Question to Ask Us:

*Help me to 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?*

**Item 3 (part 2): 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 conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide to you. As an example, we receive various benefits and services from the custodian that we may recommend to you. For additional information, please refer to our [Form ADV Part 2A Brochure](#), specifically [Item 12 Brokerage Practices](#) and our [Form ADV Part 2A Wrap fee Program Brochure](#), specifically [Item 9 Additional Information](#).

### Question to Ask Us:

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

**Item 3 (part 3): How do your financial professionals make money?** Our financial professionals are paid pursuant to a combination of salary and a percentage of the revenue earned from clients serviced by the specific financial professional. The percentage amount earned varies depending upon who sourced the particular client. Also, some financial professionals don't participate in the percentage of revenue compensation structure, but may receive a bonus dependent upon various factors, including the financial performance of the firm. Certain of our financial professionals serve as registered representatives of unaffiliated broker-dealers and are licensed insurance agents. These financial professionals earn commissions and other fees on products sold through the unaffiliated broker-dealer and as licensed insurance agents. While no commissions are earned by these financial professionals relative to any of our client investment advisory services accounts, this presents a conflict of interest because these financial professionals in their role as registered representatives and licensed insurance agents are incentivized to make recommendations based on the compensation received rather than on a client's needs. Our senior financial advisors may be eligible for additional compensation from our indirect parent company, Focus Financial Partners, LLC (or one of its affiliates), depending on the performance of One Charles. Eligibility will be determined based on all or a portion of One Charles' annual revenues. This potential for increased compensation provides an incentive for these financial advisors to encourage you to maintain and even increase the size of your investment account with us. See Item 5 of your financial advisor's Form ADV Part 2B Brochure Supplement for more information on your advisor's compensation. In addition, certain of our financial professionals are also licensed insurance agents and in that capacity earn commissions for the sale of insurance products occurring before their affiliation with One Charles. As part of providing wealth management service and financial planning services to clients our financial professionals will make recommendations regarding the purchase and sale of insurance products. However, for any of these recommendation our financial professionals will not act as the selling agent or receive commissions. For additional information regarding our financial professionals' compensation please refer to our [Form ADV Part 2A Brochure](#), specifically [Item 5 Fees and Other Compensation](#) and our [Form ADV Part 2A Wrap Fee Program Brochure](#), [Item 9 Additional Information](#) To request a copy of your financial advisor's Form ADV Part 2B Brochure Supplement, please email [psquarcia@ocpws.com](mailto:psquarcia@ocpws.com), or call 617-337-4208.

**Item 4: Do you or your financial professionals have a legal or disciplinary history?**

No. You can visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

### Questions to Ask Us:

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

**Item 5: Additional Information.**

For additional information about our investment advisory services and to request a copy of our Form CRS, please contact 617-337-4208.

### Questions to Ask Us:

*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 a person is treating me?*