



## Introduction

Farr, Miller & Washington, LLC (our “Firm”, “we”, “us”) is an investment adviser registered with the Securities and Exchange Commission (“SEC”).

Brokerage and investment advisory firms offer services and fees that differ, and it is important for you, the investor, to understand the differences. There are free and simple tools 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.

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

Our firm offers investment advisory and financial planning services to retail investors on both a discretionary basis and non-discretionary basis through multiple equity, fixed income, balanced and ETF strategies. For our discretionary services, we will select the securities to be bought and sold without consulting you in advance. You will sign an investment management agreement giving us this authority. This agreement will remain in place until you or we terminate the relationship. We also have a limited number of non-discretionary accounts where we will provide advice, but you the client makes the ultimate decision regarding the purchase or sale of investments.

We will customize and manage your account based on the information you provide us which may include your particular risk tolerance, tax status, existing positions, account restrictions, long-term goals, cash flow needs, etc. We monitor your accounts on an ongoing basis and with each account reviewed at least on a quarterly basis or more frequently if there are changes in your financial situation or investment goals and objectives. We require you to have at least \$500,000 in order to open an account with our firm. If we only invest your assets in ETFs, we require you to have at least \$100,000 to open an account with us; however, in both cases we may accept lower amounts.

For additional information regarding our services, please see Items 4 and 7 of our [Form ADV, Part 2A](#).

***Below are some questions you may wish to ask us about our relationship and services with you:***

- *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?

You will pay us a management fee that is billed quarterly in advance and based on a percentage of the market value of assets under management, including cash and cash equivalents, as of the close of business on the last day of the preceding quarter.

While not charged by us, you will also pay transaction fees, trade-away fees, wire fees and other fees to the custodians and broker dealers used for your account. If we invest your account in ETFs, there are additional management fees, administrative costs and other operational expenses paid to the ETF. We do not share or benefit from fees and charges paid to outside vendors. 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 regarding our fees, please see Item 5 of our [Form ADV Part, 2A](#).

### **Questions to Ask Us:**

- *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 a fiduciary duty 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.

Because we charge fees based on a percentage of your total assets under management with our firm, the more assets you have in your advisory account, the more you will pay us for our investment management services. Therefore, in addition to seeking to increase your investment returns of your accounts, we also have an incentive to encourage you to increase the assets in your accounts we manage.

For additional Information regarding our conflicts, please see Item 10 of our [Form ADV Part, 2A](#).

### **Questions to Ask Us:**

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

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

At Farr, Miller & Washington, the firm's revenue is derived only from the advisory fees we collect from your accounts. Our financial professionals are compensated by a fixed salary, revenue sharing from fees earned from advisory services and a discretionary bonus based on the profitability of our firm.

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

No. Please visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple 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?*

### **Additional Information?**

For additional information regarding our investment advisory services, fees, and conflicts, please see our [ADV Part 2A](#). Please contact us at 202-530-5600 to request up-to-date information or request a copy of this client relationship summary.

### **Questions to Ask Us:**

- *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?*

**A copy of our Form ADV, Part 2A is available at <https://adviserinfo.sec.gov/firm/summary/107553>**