

Relationship Summary

June 2020

Fountainhead Capital Management, LLC

Fountainhead Capital Management, LLC is an investment adviser registered with the Securities and Exchange Commission. Investment advisory services and fees differ from brokerage services and fees and it is important for you to understand the differences. [Investor.gov/CRS](https://www.investor.gov/CRS) is a website providing free and simple tools to research firms and financial professionals, and which provides educational materials about investment advisers, broker-dealers, and investing. We encourage you to ask us questions and have provided suggested conversation starters in call-out boxes throughout this Relationship Summary.

What investment services and advice can you provide me?

We offer investment advisory services to individual investors. Our primary services are portfolio management and financial planning and consulting. We first meet with you to gain an understanding of your current financial situation, your short- and long-term goals, and your risk tolerance. We use this information to recommend an investment portfolio specific to your investment objectives and needs.

Our Investment Committee reviews and sets the firm's overall investment philosophy and underlying mix of asset classes. We monitor client portfolios as part of an ongoing process with regular account reviews conducted on at least a quarterly basis. Reviews are also triggered by material market, economic or political events, or by changes in your financial situation (such as retirement, inheritance, or change in marital status).

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?**

We manage portfolios on a discretionary basis. When you grant us discretionary authority, this means we don't need to call you before buying or selling securities in your account. We obtain discretionary authorization through our signed advisory agreement with you. We offer advice on different types of securities. We do not impose a minimum account size.

For more detailed information about our services, please request a copy of our Form ADV, Part 2A brochure. You can also find a copy by visiting [this link](#).

What fees will I pay?

We offer financial planning for a fixed rate fee. This fee is negotiable and will generally range between \$2,500 to \$15,000, depending on the level and scope of the services and the professional rendering of the financial planning or pension consulting services. In some cases the fees may be higher or lower than the general range.

Through our affiliated investment advisor, Fountainhead AM, LLC, ("FAM") we provide portfolio management for an annual asset-based fee. Our fee is based on your total assets under management with us. The annual fee ranges from 1.05% to 1.45%. For clients with sufficient assets, fees for our fixed income strategy range from .45% to .90% annually. The percentage amount we charge goes down as your assets increase. We bill our fee quarterly in advance, usually deducted automatically from your account. We manage assets through an investment platform that facilitates the implementation of our advice and provides reporting and client view access. We charge a reporting and administrative fee of up to \$150 per account for clients on this platform. All of our fees are negotiable. When we charge asset-based fees, the more assets we manage, the higher the dollar amount of fees you pay. We therefore have a financial incentive to encourage you to increase the amount of assets we manage for you.

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?

In addition to our advisory and reporting and administrative fees, you will pay fees charged by third parties for other services provided to you, including fees charged by unaffiliated third-party managers we may engage on your behalf. You will also pay fees charged by your custodian and broker-dealer. Examples of these costs you might pay include brokerage commissions, asset-based custodial fees, retirement account maintenance fees, and wire transfer fees. Mutual funds and exchange traded funds also charge fees, which reduce the return of investments over time.

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. Our [Form ADV, Part 2A \(Item 5 and Item 12\)](#) contains more detailed information about fees and costs.

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.

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

Our primary conflict of interest is our receipt of asset-based fees. We also use a mutual fund advised by an affiliated investment adviser. When we use the fund advised by our affiliate, our affiliate earns management fees from that fund and we earn our advisory fees on the fund assets. There are two sets of fees any time an advisor uses mutual funds or exchange-traded funds, though in our case all the fees are earned by us or by our affiliate. This gives us a financial incentive to recommend the fund managed by our affiliate over other funds.

As noted below, a number of our advisory representatives are also licensed insurance agents. We receive a portion of any insurance commissions paid to those individuals. We also have an incentive to recommend our clients use TD Ameritrade Institutional ("TD") as custodian because we receive benefits from TD that we would otherwise have to pay for ourselves.

Our [Form ADV, Part 2A](#) contains detailed information about our conflicts of interest. See especially Items 5, 10 & 12.

How do your financial professionals make money?

Some of our financial professionals receive salaries and others receive variable compensation related to the total advisory fees they generate. Variable compensation creates a financial incentive to find and retain clients. A number of our advisory representatives are also, in their individual capacities, licensed insurance agents with various insurance companies. They receive customary commissions on insurance products.

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

Yes. Visit Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

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

For more detailed information about our investment advisory services, or to request another copy of this Relationship Summary, please contact us at (732) 346-1900 and speak to your advisory professional or our compliance support staff. You may also visit the SEC's public disclosure website at www.adviserinfo.sec.gov.

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?