

## Client Relationship Summary

Samalin Investment Counsel, LLC, doing business as **Samalin Wealth** (“We”, “Our company”), is an investment adviser registered with the Securities and Exchange Commission since 2007. Samalin Wealth was founded by Andrew E. Samalin, the principal owner. Investment advisory services are different from brokerage services and it is important for you to understand these differences. We will help you understand these differences by answering typical questions you may have. Free and simple tools are available to research firms and financial professionals at <https://www.investor.gov/home/welcome-investor-gov-crs>, which also provides educational materials about broker-dealers, investment advisers, and investing.

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

We primarily manage investment accounts on a **discretionary** basis whereby **we will decide** which investments to buy or sell for your account. You may limit our discretionary authority (for example, limiting the types of securities that can be purchased or sold for your account) by providing our firm with your restrictions and guidelines. We also offer **non-discretionary** management services whereby we will provide advice, but **you will ultimately decide** which investments to buy and sell for your account. In general, we do not require a minimum amount of assets to open and maintain an advisory account; however, we prefer to manage portfolios which have a minimum of \$500,000 in assets. We reserve the right to terminate your account if it is too small to manage effectively. For additional information, go to [ADV Part 2](https://adviserinfo.sec.gov/firm/brochure/142214) ( <https://adviserinfo.sec.gov/firm/brochure/142214>)

*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 licenses, education, and other qualifications? What do these qualifications mean?*

### What fees will I pay?

You will pay a fee quarterly in advance based on the value of the assets in your account at the quarter’s end. Annual fees may be a fixed amount, fixed percentage (range from .50% to 2.50% of the account(s) value) or tiered fees (reduced at specified asset levels). With an asset-based fee, we make more money when your assets grow, or you transfer in more assets for us to manage. Conversely, we make less if there is a market downturn and the value of your assets drops or you transfer assets out of your account. We provide an optional service to monitor accounts held with outside custodians for an additional fee based on the initial value of those outside assets at the start of the relationship. In addition, depending on complexity, individualized financial plans may cost a one-time fee from \$875 to \$10,000. We may also provide advice on an hourly basis for \$175 to \$575 per hour. You will pay some fees to third parties, such as, commissions to Fidelity Investments (“Fidelity”), the broker and custodian, on transactions when we buy and sell securities in your account (commissions are \$0 when you hold more than \$1 million in your aggregate accounts or choose e-delivery for statements and trade confirmations), embedded fees and expenses of exchange-traded funds and mutual funds that we buy for your portfolio (fee are disclosed in the prospectus that you will receive after we buy these securities for your portfolio), and custodian fees to Fidelity when you close your account. **We do not receive any of the fees that you pay to Fidelity or any exchange-traded fund or mutual fund.**

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 more information, go to [ADV Part 2](https://adviserinfo.sec.gov/firm/brochure/142214).

***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, 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 must 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. Here is an example to help you understand what this means:

Our firm or persons associated with our firm may buy or sell the same securities that we recommend to you or securities in which you are already invested. A conflict of interest exists in such cases because we could trade ahead of you and potentially receive more favorable prices than you will receive. To mitigate this conflict of interest, it is our policy that neither our firm nor our associated persons shall have priority over your account in the purchase or sale of securities.

You will find additional disclosures about conflict of interest in [ADV Part 2](#).

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

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

Our financial professionals are compensated from the fees generated on accounts under their management less a share of expenses for supporting staff and office expenses. Our financial professionals have an incentive to acquire new clients and/or increase existing client assets under their management.

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

Visit <https://www.investor.gov/home/welcome-investor-gov-crs> for a free and simple search tool to research your financial professionals.

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

**Additional Information**

For a copy of our Client Relationship Summary and our Company's Form ADV Part 2 go to [ADV Part 2](#). You can call us at 914-666-6600 for additional information and to request copies.

***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?***