

## Introduction

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Sensible Financial Planning & Management, LLC (“Sensible Financial”) is an Investment Adviser registered with the Securities and Exchange Commission (“SEC”). We believe it is important for you to understand how advisory and brokerage services and fees differ to determine which type of account or service is right for you. [www.investor.gov/crs](http://www.investor.gov/crs) provides free and simple tools to research firms and financial professionals, and also provides educational materials about investment advisers, broker-dealers, and investing.

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

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As an investment adviser, Sensible Financial offers investment advisory services to retail investors which includes investment supervisory services and financial planning. If we provide investment supervisory services to you, we first work with you in personal discussions to refine and state your goals and objectives. We document your investment policy in a personal Investment Policy Statement and then create and manage a portfolio based on that policy. We will regularly monitor your investments on an ongoing basis, as part of our standard services. Please refer to Item 4 of our Form ADV Part 2A for further information.

We primarily manage accounts on a discretionary basis, which means we do not need to obtain your prior approval when buying or selling investments in your account. You will sign an investment management agreement and limited power of attorney giving us this authority. This agreement will remain in place until you or we terminate our relationship. We also manage accounts on a non-discretionary basis, which means that you make each decision regarding buying or selling investments in your account. Please refer to Item 16 of our Form ADV Part 2A for further information.

We do not limit our advice and services to proprietary products or a limited menu of products or investments. We do not have a minimum account size requirement.

### *Questions to Ask Us:*

- *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?

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Please ask your advisor to give you personalized information on the fees and costs you will pay. We charge an ongoing asset-based fee up to 1.40% annually, paid quarterly. Because our fees are larger for accounts with more assets, we have an incentive to increase the value of your account over time. We also charge an initial fee between \$500 to \$5,000 for establishing investment accounts.

You should be aware of other costs in addition to our advisory fee. The broker-dealer (“custodian”) that holds your assets can charge you a transaction fee when we buy or sell an investment for you. You could also pay fees charged by the custodian for certain investments and maintaining your account. Most of the investments we recommend, such as mutual funds and exchange traded funds, charge fees as well.

You will pay fees and costs whether you make or lose money on your investments. These fees and costs will reduce any amount of money you make on your investments over time. It is essential that you understand what fees and costs you are paying. Please refer to Item 5 of our Form ADV Part 2A for further information.

*Question 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?

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**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 you.

## How else does your firm make money and what conflicts of interest do you have?

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Sensible Financial's sole revenue source is client fees: the advisory fees we collect from our clients' accounts each quarter and fixed fees. We have an incentive to increase the amount of investments we manage which could bias our advice towards investing more rather than paying off debt, purchasing an income annuity or recommending you not have investments that we do not manage.

*Question to Ask Us:*

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

## How do your financial professionals make money?

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Our financial professionals are paid a fixed salary. They also have the potential to receive a quarterly bonus based on advisory fees from new clients to the firm and on firm profitability.

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

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No, our firm and/or financial professionals do not have legal and/or disciplinary history. Visit [www.investor.gov/crs](http://www.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?*

## Additional Information

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Sensible Financial is licensed by the Massachusetts Department of Insurance to advise on life insurance. Sensible Financial does not sell insurance or earn revenue from the sale of insurance.

You can find additional information about our investment advisory services on the SEC's website [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching CRD #120766. You may also contact our firm at 781-642-0890 to request a current copy of our Form ADV Part 2 or up-to-date Form ADV Part 3 – this relationship summary.

*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 this person is treating me?*