

The Darrow Company, Inc.
d/b/a: Darrow Wealth Management
June 24, 2020

FORM CRS

Darrow Wealth Management is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, 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. This document is a summary of the services and fees we offer to "retail" investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

What investment services and advice can you provide me?

We are a fee-only wealth management firm that offers the following investment advisory services to retail investors: **Financial Modeling, Consulting Services and Investment Management Services**. Our Investment Management Services includes ongoing financial advisory services. Detailed information regarding our services, fees and other disclosures can be found in our Form ADV Part 2A, Items 4,5,7, and 8 by clicking this link: <https://adviserinfo.sec.gov/firm/brochure/105679>. We are held to a fiduciary standard that covers our entire investment advisory relationship with you. For example, we are required to monitor your portfolio, investment strategy, and investments on an ongoing basis.

Account Monitoring: If you open an investment account with our firm, as part of our standard service, we will monitor your investments on an ongoing basis which will include periodic account reviews, typically occurring on a quarterly basis. We also strive to meet with our clients on a semi-annual basis to discuss their financial situation and review their accounts.

Investment Authority: We manage investment accounts on a **discretionary** basis whereby **we will decide** which investments to buy or sell for your account. You may impose reasonable restrictions or mandates on the management of your accounts (e.g., limiting the types of securities that can be purchased in your account) as long as it does not materially impact the performance of a portfolio strategy or prove overly burdensome to its management effort.

Investment Offerings: While we primarily offer advice on mutual funds and exchange-traded funds ("ETFs"), we also provide advice on other types of investments. Our services are not limited to a specific type of investment or product.

Account Minimums and Requirements: In general, we require a minimum account size of \$1 million or impose a minimum annual fee of \$2,500 to open and/or maintain an advisory account, either of which may be waived in our discretion.

Key Questions to Ask Your Financial Professional

- **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?

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services. For detailed information, refer to our Form ADV Part 2A, Items 5 and 6 by clicking this link: <https://adviserinfo.sec.gov/firm/brochure/105679>.

- **Asset Based Fees** - Typically, payable quarterly in advance. Since the fees we receive are asset-based (i.e. based on the value of your account), we have an incentive to increase your account value which creates a conflict.
- **Hourly Fees** - Payable in advance for Financial Modeling, Consulting or Estate Settlement or Discovery Services.
- **Fixed Fees** - Payable in advance for Financial Modeling or Consulting Services for a comprehensive financial plan.

- **Additional Fees** - Clients will pay additional fees and/or expenses associated with mutual funds and ETFs. Clients will also be responsible for paying the custodial/brokerage fees, account maintenance fees, and transaction charges if and when these fees apply. The most common fees and costs applicable to our clients are account maintenance fees and transaction charges.

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.

Key Questions to Ask Your Financial Professional

- **Help me understand how these fees and costs might affect my investments. If I give you \$500,000 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 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 to you. Here is an example to help you understand what this means.

- For certain investment management accounts, we may recommend the custodial services of National Advisors Trust ("NAT"), which is controlled by National Advisors Holdings, Inc. ("NAH"). Our principal, currently has an ownership interest of less than 1% in NAH. While neither DWM nor our principal directly receive any portion of the fees charged by NAT, our principal's interest in NAH nevertheless creates a conflict of interest as he is entitled to certain distributions from NAH.

To help you understand what conflicts exist, refer to our Form ADV Part 2A, Items 4, 10, 11, 12, 14, and 20 by clicking this link: <https://adviserinfo.sec.gov/firm/brochure/105679>.

Key Questions to Ask Your Financial Professional

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

How do your financial professionals make money?

The firm's revenue is based on a percentage of client assets under management. Our professionals servicing your account(s) are primarily compensated by salary but may also receive a bonus for any new assets introduced to the firm for management services. Bonus compensation paid to our financial professionals involves a conflict of interest because they have a financial incentive to refer clients and/or new assets to our firm. As a fee-only firm, we do not receive any revenue from selling any particular products.

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

No, our firm and our financial professionals currently do not have any legal or disciplinary history to disclose. Visit Investor.gov/CRS for a free and simple research tool.

Key Questions to Ask Your Financial Professional

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

You can find additional information about your investment advisory services and request a copy of the relationship summary at 978-369-5144 or click the link provided: <https://adviserinfo.sec.gov/firm/brochure/105679>.

Key Questions to Ask Your Financial Professional

- **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?**