Cherry Tree
WEALTH MANAGEMENT

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Form ADV Part 3
Client Relationship Summary (Form CRS)
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Introduction

Cherry Tree Wealth Management, LLC is registered with the Securities and Exchange Commission (SEC) as an investment advisor. Brokerage and investment advisory service fees differ and it is important for the retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/crs, which also provides educational materials about broker-dealers, investment advisors, and investing.

What investment services and advice can you provide me?

Cherry Tree Wealth Management offers investment advisory services to retail investors. Our services include investment management, financial/retirement planning, and tax planning for individuals and families. We also provide investment advisory services for retirement plans (401K) for small businesses. We provide continuous asset management of client funds and we monitor client portfolios on a regular (monthly and quarterly) basis. We provide an Investment Policy Statement (IPS) for each client which outlines their goals, risk tolerance, asset allocation targets, and other factors. Our minimum account size for new clients is $500,000, although we may make exceptions to that minimum. Our clients give us discretion to make trades and changes in their portfolios, without being required to get their approval beforehand. We primarily use Charles Schwab, Fidelity, and TD Ameritrade as our custodians to hold client assets. We use primarily exchange-traded funds (ETFs) and mutual funds as our investment products for client portfolios. Many of our clients are high net worth individuals and families. We are also licensed to provide life/health insurance and fixed annuities for our clients.

For more information about our services, see Items 4 and 7 on our ADV Part 2A.

Questions to Ask Us:

- **Given my financial situation, should I choose and 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?

Cherry Tree has a fee schedule for our services that depends on how large the assets are that each client has with our firm. Our fees typically range from 1% per year for clients with under $1 million, down to .50% of assets per year for clients with over $10 million with our firm. Our fees are billed quarterly, in advance. This fee schedule is based on the assets each client has with us, so it creates a possible conflict of interest whereby we may have an incentive to encourage the client to add more assets with us to manage. The funds we invest in also have their own embedded costs (fund expense ratio) to manage them. These fees are typically very small (.04%-.35% per year) and are paid to the fund company.

Trading commissions at our custodians are typically zero for individual stocks and ETF funds, and about $20-$45 for trading mutual funds. We do not trade in our client portfolios very often, so these costs are extremely low over the course of a year.
We are also licensed to help clients buy life/health insurance and fixed annuities, and those insurance products typically have fees and a commission that is paid to our firm. 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 about our fees, see Item 5 on our ADV Part 2A and Item 5.E. of our ADV Part 1A.

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

When we act as your investment advisor, 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. Here are some examples to help you understand what this means. Because we charge fees on the amount of assets each client has with us, we have an incentive to encourage clients to increase the amount of assets they have with our firm. We also have an incentive to add more clients to our firm. We buy/own/trade in the same investment funds for ourselves as we do for our clients. We always trade for clients before trading in the same security for ourselves.

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?

Our financial professionals are primarily compensated with a fixed monthly salary. However, a portion of their compensation is a percentage of revenue from new assets. This creates a possible conflict because we have an incentive to add more clients and to get more assets from each client family. We also are licensed to help clients buy life/health insurance and fixed annuities (which offer commission payments), but this is typically less than 1% of our total revenues. Our financial professionals also receive a percentage of those revenues.

For more information about potential conflicts of interest, see Item 10 and 11 on our ADV Part 2A.

Do any of your financial professionals have legal or disciplinary history?

No, neither our firm nor our financial professionals have any legal or disciplinary history. You can find a free and simple tool to research our advisors and our firm at Investor.gov/crs. You can also see Item 11 of our ADV Part 1A and Item 9 of our ADV Part 2A which also disclose that we have no legal or disciplinary history.

Questions to Ask Us:

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

Additional Information

You can find additional information about our firm's investment advisory services on the SEC's website at advisorinfo.sec.gov by clicking on the FIRM tab and then searching CRD #151406. If you would like additional, up-to-date information or a copy of this disclosure, please call (952) 253-6007.

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?**