

Graybill Wealth Management Ltd., is an investment adviser registered with the Securities and Exchange Commission. Brokerage and investment advisory services and fees differ and it is important for you to understand these differences. There are free and simple tools available to research firms and financial professionals at www.investor.gov/CRS which also provides educational materials about investment advisors, broker-dealers and investing.

What investment services and advice can you provide me?

As an SEC registered investment adviser, Graybill Wealth Management offers its investment advisory services to retail investors, including individuals, trusts, estates, foundations, charitable organizations, pension and profit-sharing plans, IRAs and IRA Rollovers, with a preferred relationship minimum of \$500,000. Our advisory services include investment management and financial planning. Through initial conversations and meetings with potential clients, we review a range of client circumstances including retirement intentions, time horizons, income needs, and risk tolerances. Using this information, we build custom investment portfolios that are continuously monitored and rebalanced to meet client needs and objectives.

Client accounts are managed on a **discretionary** basis which means we do not call you when buying or selling securities in your account. All clients sign an investment advisory agreement giving us this authority. This agreement will remain in place until you or we terminate the relationship. Graybill Wealth Management also has a limited number of **non-discretionary** assets for which the client makes the ultimate decision regarding the purchase or sale of those assets. **For additional information**, please see our SEC Form ADV Part 2A Items 4, 7 & 8 and Part 2B.

Conversation Starter. 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 licenses, education and other qualifications? What do those qualifications mean?**

What fees will I pay?

Fees are computed as a percentage of the market value of assets under management as of the last day of each calendar quarter (**asset-based fees**). Market value is based on trade date valuation and includes accrued interest. Fee schedules for existing clients may differ from those listed in our SEC Form ADV Part 2A Item 5. Our investment management services are continuous but may be terminated at any time by either party upon written notice. Fees paid in advance will be prorated to the date of termination and any unearned portion will be refunded. 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 additional information**, please see our ADV Part 2A Items 5 & 6.

The broker-dealer (custodian) that holds your assets may charge you a transaction fee when we buy or sell an investment for you. The broker-dealer's transaction fees are in addition to the fee for our investment advisory service. You could also pay charges imposed by the broker-dealer holding your accounts for certain investments and for maintaining your account. Some investments, such as mutual funds and exchange traded funds charge additional fees that will reduce the value of your investment over time.

It is in our economic interest to increase the value of your account over time, which will increase our fees over time. This alignment of interests with our clients also creates a natural conflict of interest as we have an incentive to encourage you to have a higher percentage of your financial assets under our management.

Questions to Ask Us:

- **Help me understand how these fees and costs will 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?
How else does your firm make money and what conflicts of interest do you have?**

When we act as your investment adviser, we have a fiduciary duty 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. As we have already described, we have an incentive to encourage you to have your financial assets under our management. An example of our firm putting our clients' interest ahead of our own in this regard can be found in our general aversion to debt. In numerous instances, we have encouraged clients to reduce personal debt rather than increase, or maintain, assets under our management. We believe that this serves as a prime example of our adherence to our fiduciary duty.

The firm's revenue is entirely derived from the advisory fees we collect from your accounts each quarter. Neither Graybill Wealth Management nor any of its employees receives compensation for the sale of securities to our clients. Graybill Wealth Management receives no compensation from any fund manager or other third-party for the investments that it selects for client accounts. **For additional information**, please see our ADV Part 2A Items 5, 6, 11 & 12.

Conversation Starter. 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?

Our financial professionals are employees of the firm and are paid a fixed monthly salary. They also receive bonuses at the discretion of Graybill Wealth Management based upon the success of the firm, the contribution of the employee, and client referrals. Compensation is not tied in any way to the types of investments recommended to clients.

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

No, neither our firm nor our financial professionals have any legal or disciplinary history. Visit Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Conversation Starter. Ask your financial professional:

- **As a financial professional, do you have any disciplinary history? If so, 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 www.adviserinfo.sec.gov by clicking on the FIRM tab and then searching CRD#112046. If you would like additional, up-to-date information or a copy of this disclosure, please call 630-941-9460.

Conversation Starter. 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?**