

We are registered with the U.S. Securities and Exchange Commission as an Investment Adviser. Brokerage and Investment Advisory Services and fees differ, and it is important for the retail investor to understand the differences. Free and simple tools are available to research our firm and financial professionals at <http://investor.gov/crs>, which also provides educational materials about broker-dealers, investment advisers, and investing.

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

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Courier Capital, LLC offers Investment Management Services, Individual Financial Planning Services, and Investment Consulting Services to retail investors. Types of investments include but are not limited to: mutual funds, ETFs, stocks, bonds, commodities and/or real estate investment trusts (“REITs”). The investments utilized go through an analysis by our Investment Committee and once implemented, are monitored regularly as part of our standard services. We typically manage all retail investors assets on a fully discretionary basis however, we also provide non-discretionary management upon request and at our sole discretion. We do not make available or offer advice with respect to proprietary products or a limited menu of products. While we do not impose a minimum portfolio size to open an account, we reserve the right to accept or decline a potential client for any reason. For more detailed information refer to our Form ADV, Part 2A Brochure (Items 4 and 7) or go to <https://adviserinfo.sec.gov/firm/summary/282485>.

## **Let’s Discuss...**

**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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Our Investment Management Services fees are based upon a percentage of assets under management. Fees are billed in arrears and paid quarterly. For Financial Planning or Consulting Services, we charge either hourly or fixed fees, which will vary based on the required services and are payable at quarter end. A conflict of interest could arise in that by charging asset-based fees, the more assets there are in an advisory account, the more a retail investor will pay in fees, and the firm may have an incentive to encourage the retail investor to increase the assets in his or her accounts.

In addition, your assets are subject to fees that are not associated with Courier Capital. These include transaction fees, brokerage fees and commissions, deferred sales charges on mutual funds initially deposited in the account, 12b-1 fees, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees. For mutual funds and ETFs, you are typically charged internal management fees, distribution fees and other expenses as set forth in the funds’ prospectuses. We will not receive any portion of these other fees and expenses.

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 detailed information refer to our Form ADV, Part 2A Brochure (Item 5) or go to <https://adviserinfo.sec.gov/firm/summary/282485>.

## **Let’s Discuss...**

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

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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 could create some conflict of interest. You should understand and ask us about these conflicts, because they can affect the investment advice we provide you. Here is an example to help you understand what this means.

We are affiliated with Five Star Bank, HNP Capital, LLC and SDN Insurance through common control and ownership. Referral arrangements with affiliated entities present a conflict of interest for us, because we or our affiliates have a direct or indirect financial incentive to recommend an affiliated firm's services. While we believe that compensation and fees charged by affiliates to be competitive, such compensation and fees could be higher than that charged by other firms providing the same or similar services. You are under no obligation to use the services of any firm we recommend, whether affiliated or otherwise, and can obtain comparable services and/or lower fees through other firms. For more detailed information refer to our Form ADV, Part 2A Brochure (Item 10) or go to <https://adviserinfo.sec.gov/firm/summary/282485>.

**Let's Discuss...**

**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 compensated from the revenue the firm earns from the financial professional's advisory services.

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

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No, please refer to <http://investor.gov/crs> to research Courier Capital, LLC and Courier Capital, LLC professionals.

**Let's Discuss...**

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

For additional information about our investment advisory services you may go to our website at [www.couriercapital.com](http://www.couriercapital.com) or to obtain a copy of our Customer Relationship Summary, you may contact us at 716-883-9595 or e-mail Heather Wisinski at [hwisinski@couriercapital.com](mailto:hwisinski@couriercapital.com).

**Let's Discuss...**

**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?**