AWM Capital, LLC

Client Relationship Summary (Form CRS) – March 21, 2022

AWM Capital, LLC (“AWM,” “us,” “we,” or the “firm”) is an investment adviser registered with the U.S. Securities and Exchange Commission. Brokerage and investment advisory services and fees differ and it’s important for the retail investor to understand the difference. 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 advisers, and investing.

What investment services and advice can you provide me?

AWM offers investment advisory services to retail clients. These services include Financial Planning and Asset Management, AWM’s asset management services are implemented on a discretionary and non-discretionary basis and may include the use of third-party separate account managers (“SAM’s”). Clients with non-discretionary Portfolio Management services will be responsible for decisions regarding the sales and purchases of securities. Our investment recommendations typically include the use of registered mutual funds and exchange-traded funds, as well as placements within certain private funds. We review our client accounts on a continual basis and meet with clients to review details annually or as needed. These reviews are included as part of our service offerings. Generally, we require an account minimum of $3,000,000. However, we retain the discretion to waive the account minimum.

For additional details regarding the types of investment services and advice available to you, please see Item 4 and Item 7 of our Form ADV Part 2A at the following link: adviserinfo.sec.gov/firm/summary/287980

Conversation Starter:

- 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 these qualifications mean?

What fees will I pay?

We charge different fees across each of our services. For investment advisory services, we charge an annual fee based on the percentage of your assets under advisement, ranging up to 1.25% annually of the asset’s value or a percentage of net worth, up to 1% annually. This means the more assets that are in your account, the more you are going to be paying in fees, so we have an incentive for you to increase the assets in your account.

AWM may charge advisory fees to a Private Fund for our investment advisory services. Fees may be charged as a flat fee or an annual fee based on the percentage of fund assets under advisement, ranging up to 2.5% annually of the committed capital. The compensation method is explained and agreed upon with the clients in advance of services being provided. Fees may be negotiated on a case-by-case basis and are determined based on several factors include the scope of work being provided, the assets under advisement, and the attention required to manage the account. Alternatively, we may consider a fixed fee in lieu of an asset-based management fee. Asset management fees charged by underlying private funds within the portfolio are not included in AWM’s advisory fee. For some Private Funds managed by AWM, there are no management fees paid by the private funds. For advisory fee billing purposes, AWM will treat each Fund as an investment recommendation to the client, and as such the value of the AWM client’s investment in the fund at each quarter end will be included in the clients’ assets under advisement calculation for billing purposes.

Fees are billed quarterly in advance, even if there are no buys or sells in your account. Consulting service fees for financial planning will be either flat or hourly depending on services provided. Our advisory service fees do not include other costs that you may incur, including transaction fees, commissions, margin charges or other management fees charged by non-affiliated third parties, including SAMs. You will also pay fees to the broker-dealer or bank that holds your assets (called “custody”).
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 regarding the fees and costs you are paying please visit our Form ADV Part 1 Item 5.E or Form ADV Part 2A Item 5 and Item 6. (URL link to ADV is provided above.)

Conversation Starter:
• 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 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 are some examples to help you understand what this means:
Our employees may buy or sell for their personal accounts investment products that are recommended to clients. This presents a conflict of interest as our employees have an incentive to trade before or after a client to gain a better price. Additionally, some of our employees are affiliates of outside businesses and therefore may recommend products or services to you. This presents a conflict of interest as some employees receive compensation for other services and are incentivized to show preference to accounts that are generating additional compensation.

For additional details regarding potential conflicts of interest for our Firm, please see Item 10 and Item 11 of our Form ADV Part 2A. (URL link to ADV is provided above.)

Conversation Starter:
• How might your conflicts of interest affect me, and how will you address them?

How do your financial professionals make money?

Our financial professionals’ compensation is comprised of a base salary and discretionary bonus. Additionally, some of our financial professionals have outside affiliations that they receive additional compensation or commission from, such as through the recommendation of insurance products to clients or the involvement in marketing services for other businesses and individuals.

For additional details regarding other compensation of our financial professionals, please see Item 10 of our Form ADV Part 2A. (URL link to ADV is provided above.)

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

Yes. For a free and simple tool to research us and our financial professionals go to investor.gov/CRS.

Conversation Starter:
• As a financial professional, do you have any disciplinary history? For what type of conduct?

Additional Information:

For additional information regarding our firm or advisory services, please see visit the SEC’s website adviserinfo.sec.gov and search CRD# 287980. Retail investors can find a copy of our Form CRS at awmcap.com or by calling (332) 940-1339.

Conversation Starter
• 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?