



Relationship Summary (ADV Part 3)

October 2024

Fortis Capital Management LLC

Fortis Capital Management LLC is an investment adviser registered with the Securities and Exchange Commission. Investment advisory services and fees differ from brokerage services and fees and it is important for you to understand the differences. [Investor.gov/CRS](https://www.investor.gov/crs) is a website providing free and simple tools to research firms and financial professionals, and which provides educational materials about investment advisers, broker-dealers, and investing. We encourage you to ask us questions and have provided suggested conversation starters in call-out boxes throughout this Relationship Summary.

What investment services and advice can you provide me?

We offer investment advisory services to individual investors. We offer portfolio management and financial planning services. We first meet with you to gain an understanding of your current financial situation, your short- and long-term goals, and your risk tolerance. We use this information to recommend an investment portfolio specific to your investment objectives and needs.

Our Investment Committee reviews and set the firm's overall investment philosophy and directs our investment strategies. We actively monitor client portfolios as part of an ongoing review process. Reviews are also triggered by material market, economic or political events, or by changes in your financial situation (such as retirement or inheritance).

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?**

We manage portfolios on both a discretionary and non-discretionary basis. When you grant us discretionary authority, this means we don't need to call you before buying or selling securities in your account. We obtain discretionary authorization through our signed advisory agreement with you. For non-discretionary portfolio management, we will obtain your consent before each securities transaction, which means you make the ultimate decision regarding all buys and sells of investments. We offer advice on different types of securities. We do not impose a minimum account size.

For more detailed information about our services, please request a copy of our Form ADV, Part 2A brochure. Our brochure can also be found by clicking [this link](#).

What fees will I pay?

We provide comprehensive financial planning and portfolio management for a single, combined fee. Our fee is based on either your total assets under management with us. Annual fees under the total assets under management model typically range from .75% to 1.00%. Occasionally we charged fixed or hourly fees for specific projects.

Using the Assets Under Management fee model the percentage amount we charge decreases as the amount of assets we manage for you increases. When we charge asset-based fees, the more assets we manage, the higher the dollar amount you'll pay in management fees. We therefore have a financial incentive to encourage you to increase the amount of assets we manage for you. We bill our fee quarterly in arrears, usually deducted automatically from your account. Our fees are negotiable.

Help me understand how these fees and costs might affect my investments. If I give you \$100,000 to invest, how much will go to fees and costs, and how much will be invested for me?

In addition to our advisory fees, you will pay fees charged by third parties for other services provided to you, including fees charged by your custodian and broker-dealer. Examples of costs you might pay include transaction fees, custodial fees, and wire transfer fees. Mutual funds and exchange traded funds also charge internal management fees, which reduce the return of investments over time. We do not receive any portion of these charges; we are compensated only through our own advisory fees.

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. Our [Form ADV, Part 2A \(Item 5 and Item 12\)](#) contains more detailed information about fees and costs.

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 you.

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

Our primary conflict of interest is our receipt of asset-based fees. For example, if you asked us for a recommendation about paying down outstanding debt or making charitable contributions, versus keeping those funds in your accounts with us, we will always make the recommendation that we believe is in your best interest. At the same time, we have a conflict of interest in making the recommendation because we earn more advisory fees when you keep more assets in your account.

Additionally, we are paid customary commissions from the insurance company if we sell life, disability and long term care insurance policies to our clients. We are typically paid a percentage of the first-year premium and smaller trailing commissions as long as the policy is in force. We also work with Cobb and Campbell, a local insurance broker, to provide access to a wide array of insurance carriers. Fortis gets paid a percentage of any commission generated by referrals sent to Cobb and Campbell. This creates a conflict of interest because we have financial incentive to recommend the insurance products based on the compensation we will receive rather than strictly on the client's needs. We mitigate this conflict by disclosing it and by ensuring our advisors understand their fiduciary duty to act solely in the client's best interest. In addition, clients are free to reject our insurance recommendations and are also free to implement our recommendations through other life insurance agents not affiliated with Fortis.

We also have several affiliates (companies under common ownership with the investment advisor), including a mortgage broker, an accounting firm, and an insurance agency. Clients are not required to use the services of our affiliates even if we recommend them. We will only recommend them if we believe that your working with our affiliates is in your best interest.

Our [Form ADV, Part 2A](#) contains detailed information about our conflicts of interest.

How do your financial professionals make money?

Our financial professionals receive ongoing salaries with bonuses and raises partially dependent on revenue growth. This creates a financial incentive to find and retain clients. In addition, they may recommend services through our affiliates, which can result in additional compensation in the form of commissions or additional profits.

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

No. Visit Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Who is my primary contact person? Who can I talk to if I have concerns about the service I'm receiving?

For more detailed information about our investment advisory services, or to request another copy of this Relationship Summary, please contact us at (425) 453-5010 and speak to your advisory professional or our Chief Compliance Officer. You may also visit the SEC's public disclosure website at www.adviserinfo.sec.gov.