

## CUSTOMER RELATIONSHIP SUMMARY (Form CRS)

April 7, 2022

**Item 1 Introduction** – Salem Partners LLC (“SP”) is a broker-dealer with the Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). SP’s affiliate, Salem Partners Wealth Management (“SPWM”), is an SEC-registered Investment Advisor. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Investment advisory services and fees are explained in detail in SPWM’s Form ADV, Part 2A, Brochure.

*Free and simple tools are available to research firms and financial professionals at [www.Investor.gov/CRS](http://www.Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.*

### **Item 2 – What investment services and advice can you provide me?**

SP conducts two types of businesses: 1) private placements of securities and 2) financial advisory services to companies and others in connection with transactions including mergers and acquisitions. With regard to private placements of securities, SP may from time to time recommend a private placement to a “retail customer.” There may be a minimum investment for these offerings. All retail customers who are also accredited investors are provided with an Investor Suitability questionnaire and an AML notice in addition to the offering documents. We do not have customer accounts so there is no monitoring or discretionary authority. Ultimately, the retail investor makes the ultimate decision regarding the purchase of a private offering.

**Conversation starter:** Given my financial situation, should I choose a brokerage 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?

### **Item 3 – What fees will I pay?**

When a retail accredited customer invests in a private placement, they do not pay a fee directly to SP. SP makes money on private placements through a transaction fee provided by the company.

There is a risk of total loss of investment.

**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 when providing recommendations?**

*When we provide you with a recommendation, we have to act in your best interest and not put our interest ahead of yours. SPWM is a related entity under common control and shares the same physical location. Salem Partners, LLC may benefit financially from the transaction. Any remuneration received by Salem Partners, LLC with respect to the transaction shall be disclosed to the client prior to investing. Other financial industry activities and affiliations are explained in detail in SPWM’s Form ADV, Part 2A, Brochure.*

**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 receive a salary plus discretionary bonus.

**Item 4 - Does SP or any of our financial professionals have legal or a disciplinary history?**

We encourage our clients to please visit [www.investor.gov/crs](http://www.investor.gov/crs) for a free and simple search tool to research us and our financial professionals.

Salem Partners LLC filed its California registration application in May 1999 upon its move to Los Angeles. The State did not approve the application until February 2000. During the interim period, the firm inadvertently operated as an unlicensed broker dealer. The California Department of Corporations issued a cease and desist notice related to such activities until formal licensing and fined the firm \$3000.

**Conversation starter:**

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

**Item 5 Additional Information** - You may contact us at [gkamangar@salempartners.com](mailto:gkamangar@salempartners.com) to request additional information. In addition, Goli Kamangar is available at 310.806.4213 to address any questions that you may have.

**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?