

**Cornerstone Advisors Asset Management, LLC
Customer Relationship Summary - June 2020**

Item 1. Introduction

Cornerstone Advisors Asset Management, LLC (“Cornerstone”) is an investment adviser registered with the U.S. Securities and Exchange Commission (“SEC”). Investment advisory and brokerage services and fees differ; therefore, it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals (also referred to as Investment Adviser Representatives; “IARs”) at Investor.gov/CRS, which also provides educational materials about investment advisers, broker-dealers, and investing.

Item 2. Relationships and Services

“What investment services and advice can you provide me?”

Description of Services and Monitoring

We provide investment advisory services to retail investors, including asset management, financial planning, and selection of other advisers. For clients to whom we provide asset management services, we offer fee plus transaction accounts. Your account will be periodically reviewed by the assigned IAR to ensure that your account is within your investment policy statement guidelines and your financial situation has not changed since the last review. Factors that trigger account reviews include, but are not limited to, large in/outflows, a change to your financial situation or a market dislocation. For clients to whom we provide financial planning services, we conduct reviews on an “as needed” basis triggered by the client’s request. We also generally suggest financial planning reviews when triggered by a change in your financial situation and/or investment needs.

Investment Authority

Cornerstone offers our asset management accounts on a **discretionary** basis. Discretionary asset management allows us the limited authority to buy and sell investments in your account without asking you each time a transaction is placed. Our level of authority is determined at the beginning of our relationship with you in our advisory agreement but can be changed upon request.

Investment Offerings

While we can advise on any investment asset, our investment recommendations are primarily related to mutual funds, 3rd party money managers, and equities. Cornerstone does not enforce account minimums, but we do have target client sizes that vary dependent on advisor, client type, relationship and breadth of services. We can choose not to work with a prospect outside of our target size.

Additional Information

For additional information, please see our Form ADV Part 2A (with special emphasis on Items 4, 7, and 16), at <https://adviserinfo.sec.gov/firm/summary/138638>.

Conversation Starters*

- 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?

Item 3. Fees, Costs, Conflicts, and Standard of Conduct

“What fees will I pay?”

Cornerstone’s fees are based on a set of standardized line-of-business fee schedules but are then negotiable on a case-by-case basis depending on the complexity of the client engagement and the services agreed upon.

For asset management, we charge an asset-based fee due quarterly in arrears. The fee is charged as a percentage of your assets that we manage. These fees are negotiable depending on the complexity of the engagement and the services agreed upon. The more assets there are in your advisory account, the more you will pay in fees, and we therefore have an incentive to encourage you to increase the assets in your account.

For financial planning services Cornerstone charges a negotiable flat fee ranging from \$2,500 to \$100,000, which will be quoted prior to the Financial Planning Services agreement being executed. The fee for this service will be determined according to the complexity of the plan as well as the extent of service desired by the client. These fees are payable upon completion of services or on a pre-determined schedule based upon completion of predetermined objectives as defined in the agreement.

Other Fees and Costs: Some investments, such as mutual funds and ETFs, impose additional fees that will reduce the value of your investments over time. Those fees include fund expenses and possible surrender charges. You may also pay other fees to the custodian of your assets. These include, but may not be limited to, ticket charges on transactions, fees for wire transfers, stop payments, IRA maintenance, duplicate check or statement copies, overnight deliveries, returned checks, and asset transfers.

Additional Information: You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce the amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. More detailed information about our fees and costs are included in our Form ADV Part 2A (Item 5), available at <https://adviserinfo.sec.gov/firm/summary/138638>.

* Consider asking your financial professional these questions.

Conversation Starters*

- 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?”

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. Here are some examples to help you understand what this means.

For example, Cornerstone supervised persons and related sales personnel are also associated with M Holdings Securities, Inc. (“M Securities”), an unaffiliated dually registered broker-dealer and investment adviser with the SEC. Supervised persons and related sales personnel receive commissions on brokerage products and services offered through M Securities. Additional information on M Securities is available at www.mfin.com/m-securities. Cornerstone and its supervised persons have an incentive to recommend certain securities products for which the supervised person receives a commission. All such commissions or other fees will be fully disclosed, and Cornerstone has a Compliance Program in place to supervise such activities and to help meet our fiduciary duty to you.

Cornerstone and/or its executive officers are eligible to receive incentive awards for the recommendation/introduction of investment or insurance products. These arrangements represent a conflict of interest between you and Cornerstone. In situations where this conflict exists or may potentially exist, you will receive full disclosure of the conflict, compensation paid and resolution of the conflict.

Cornerstone is affiliated with Cornerstone Institutional Investors, LLC, which is licensed as an insurance agency. Consequently, financial professionals may be agents and/or brokers for various insurance carriers. Therefore, we receive commission compensation resulting from the sale of insurance products. However, you are under no obligation to engage these individuals when implementing advisory recommendations. We also generate revenues from our asset management and financial planning services as described above.

Conversation Starter*

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

These arrangements and additional information about conflicts of interest are discussed in more detail in our [Form ADV Part 2A](#), available at <https://adviserinfo.sec.gov/firm/summary/138638>.

“How do your financial professionals make money?”

Our IARs are compensated through salaries and/or a portion of revenue we receive for the advisory services we provide. The portion paid to your IAR does not vary based on the type of investments that are recommended. However, our IARs are also registered representatives of a broker-dealer and some are also independent insurance agents. When acting in these capacities, they will earn commissions. In addition, our IARs receive a one-time incentive compensation each time they sign a new client. Furthermore, depending on their production levels, they can become eligible to attend a structured educational, professional, and vacation program.

Item 4. Disciplinary History

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

No – Neither the Firm nor any of our IARs have a disciplinary history. We invite you to visit Investor.gov/CRS for a free and simple search tool to research our Firm and IARs. investor.gov/CRS

Conversation Starters*

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

Item 5. Additional Information

We encourage you to seek out additional information about our services in our Form ADV Brochure on Investor.gov or adviserinfo.sec.gov. Alternatively, you can contact us at (800) 923-0900 to speak with us directly and request a copy of this Form.

Conversation Starters

- 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?