

Schaper, Benz & Wise Investment Counsel, Inc.
Form CRS Client Relationship Summary
June 16, 2020

Schaper, Benz & Wise Investment Counsel, Inc. is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Please note that brokerage and investment advisory services and fees differ and it is important that you understand these differences. 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?

We offer investment advisory services to retail investors, including:

- *Principal Services.* We offer professional portfolio management services primarily to high-net worth individuals and families by providing continuous investment advice and management based upon the individual needs and objectives of each client. We also provide personal financial planning services, which include income planning, retirement planning, cash-flow planning and budgeting. We also provide financial planning and administrative services to certain clients as part of our Family Wealth Counsel Program (FWC), which includes retirement planning, financial and tax planning, charitable planning, fiduciary trust advising, private foundation administrative services, bill paying services and estate tax planning in consultation with your legal counsel. These services may be provided in conjunction with our investment advisory services or on a stand-alone basis.
- *Principal Investments.* We generally offer investment advice on the following types of investments: domestic and foreign securities, such as common stock, preferred stock and warrants to purchase common and preferred stock; fixed-income securities; municipal securities; government securities; commercial paper; certificates of deposit; investment company securities (mutual funds and exchange-traded funds); and options.
- *Monitoring Services.* As a standard service, we review your account on an ongoing basis, including a formal review by our investment committee at least annually.

- *Discretionary Authority.* We provide investment advisory services on a discretionary basis, meaning we make all investment decisions for your account(s), and, when appropriate and without consulting you, we buy and sell stocks, bonds, and other securities and financial instruments, subject to any written investment objectives, policies, and restrictions you provide to us.
- *Non-Discretionary Services.* On occasion, we provide our investment advisory services on a non-discretionary basis, meaning that you will make the ultimate decision regarding the purchase and/or sale of investments.
- *Account Minimum.* We do not impose a minimum account size.

For additional information, please see Items 4 and 7 in our Form ADV, Part 2A brochure (“Brochure”), available at sbw-invest.com/about-us/.

Conversation Starters. Ask your financial professional:

- 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?

Principal Fees and Costs. We generally require a minimum of \$10,000 in annual fees. For clients utilizing our FWC services, we generally require a minimum of \$6,000 in annual fees.

- *Asset-Based Fee.* We charge you a fee for our investment advisory services based on the percentage of assets held in your account in accordance with our annual fee schedule. Fees are generally billed quarterly in arrears at a rate of one-fourth of the annual fee rate. The more assets in your account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account.
- *Fixed Fees.* On occasion, we offer services on an hourly and/or fixed fee basis.
- *Other Fees.* You will also incur brokerage commissions, custody fees (if applicable) and, in the case of investment company investments, internal charges imposed by the fund.

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 additional information, please see Item 5 in our Brochure, available at sbw-invest.com/about-us/.

Conversation Starter. Ask your financial professional:

- 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 is an example to help you understand what this means: We receive benefits from Charles Schwab & Co., Inc. (Schwab) in the form of support products and services as long as our clients collectively maintain a minimum account of assets at Schwab. The availability of these products and services gives us an incentive to recommend that you maintain your account with Schwab, based on our interest in receiving services that benefit our business rather than based on your interest in receiving the best value in custody services and the most favorable execution of your transactions.

Conversation Starter. Ask your financial professional:

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

For additional information, please see Items 12 and 14 in our Brochure, available at sbw-invest.com/about-us/.

How do your financial professionals make money?

Our financial professionals are compensated based on the revenue generated from the advisory fees we charge and on the amount of client assets we service. Because our financial professionals are compensated based on the revenue generated from the advisory fees we charge and the amount of client assets we service,

this creates an incentive for our financial professionals to increase assets under management in order to increase the revenue we generate from advisory fees.

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 us and our financial professionals.

Conversation Starter. Ask your financial professional:

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

Additional Information

For additional information about our services, please see our Brochure. If you would like additional, up-to-date information or a copy of this disclosure, please call (920) 727-1137.

Conversation Starters. Ask your financial professional:

- 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?