



FORM CRS - CLIENT RELATIONSHIP SUMMARY  
ENSEMBLE CAPITAL MANAGEMENT, LLC  
June 23, 2020

Ensemble Capital Management, LLC (“Ensemble”, “Firm”, “we”, “our”, or “us”) is an investment advisory firm registered with the Securities and Exchange Commission (“SEC”). Fees for brokerage and investment advisory services differ and it is important for you to understand the difference. 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.

***What investment services and advice can you provide me?***

Our core equity investment management strategy seeks capital appreciation, although your portfolio will be consistent with your risk tolerance, expected portfolio returns, income requirements, and preferred asset classes. We will typically invest in equity, fixed income, and cash equivalent marketable securities. We also manage the portfolio of an affiliated registered investment company (i.e., mutual fund), which we recommend to clients from time to time. We review accounts on a continuous basis, included with any management service. We perform additional reviews when there is a change to the financial markets, our investment strategy, or to your circumstances. We generally require an account minimum of \$2,000,000 but reserve the right to waive this minimum.

**Ask one of our financial professionals the following questions:**

*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?*

For retail clients, we provide comprehensive wealth management services, which are designed to meet your unique financial needs. We generally manage your assets on a continuous discretionary basis. Discretionary authority allows us to decide the type and amount of securities to be bought or sold for your account and when to invest, without consulting you first. We maintain this discretion until it is revoked (e.g., by termination of our agreement or upon written instruction from you). Our comprehensive wealth management service begins with developing a financial planning and investment strategy that is based on your overall financial objectives, goals, and risk tolerance. We conduct a detailed analysis of your income requirements, tax status, risk and volatility

preferences, and other objectives and preferences. From there, we create and manage a portfolio of securities tailored to your needs. This service also includes long-term planning services, including comprehensive financial reporting and analysis, charitable planning, retirement planning, and estate planning, among others. You may accept or reject any of our planning recommendations and are not obligated to use Ensemble to implement any recommendation. However, we do implement recommendations once approved by you, unless told otherwise. We also offer investment management services without financial planning to certain types of clients or those who request such services. For further information about our services and advice please read Items 4, 7, and 8 of our Form ADV Part 2A disclosure brochure. Click [here](#) for a copy or call us at (650) 696-1240.

***What fees will I pay?***

Our investment management fees are billed quarterly, in advance, and are based on the value of your Ensemble portfolio. We utilize a tiered fee schedule, such that the fee is 1.0% of the first \$10 million in assets, then 0.8% for assets between \$10 million and \$25 million, 0.6% between \$25 million and \$100 million, and 0.5% of any amount over \$100 million. The fee is adjusted on a pro-rata basis for any one day deposit over \$100,000. We do not prorate for withdrawals. When calculating our fee, the total account value includes cash and cash equivalents, dividend and interest accruals, and any margin balance pertaining to the

**Ask one of our financial professionals the following questions:**

*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?*

account that is \$100,000 or more. Charging on margin balances create a conflict of interest because it gives us an incentive to recommend margin for your account. We do aggregate all accounts within a “household” for purposes of assessing the fee. A “household” includes your spouse, custodial accounts for minor children who reside with you, and certain trust assets. We do have clients with different fee structures and calculation methodology than what is stated above. Ensemble does not charge a minimum annual investment management fee. If you invest in our affiliated mutual fund, you will pay fees charged by the fund, which include management and other administrative fees. Ensemble does not charge an investment management fee on account assets invested in our mutual fund since we receive the management fees from the fund. You’ll also pay additional fees to third parties in connection with your managed account. These can include (as applicable), custodian fees, transaction charges, mutual fund 12b-1 fees, distribution fees, deferred sales charges, IRA fees, margin interest, wire transfer and electronic fund fees, and other account administrative 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. *More detailed information about our fees and other costs associated with investing, along with applicable conflicts can be found in Items 5, 10, and 14 of our Form ADV Part 2A disclosure brochure. Click [here](#) for a copy or call us at (650) 696-1240.*

**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 examples to help you understand what this means.

**Ask one of our financial professionals the following questions:**  
*How might your conflicts of interest affect me, and how will you address them?*

*Proprietary Products and Revenue Sharing:* Ensemble and certain of our financial professionals have an incentive to recommend our affiliated mutual fund since we receive fees from this investment product. *Third Party Payments:* Ensemble receives certain products and services from the broker-dealer we recommend as custodian at no cost, which benefit us but do not benefit our clients. This gives us an incentive to have our clients custody their assets at this broker-dealer

*More detailed information about our conflicts of interest can be found in Items 4, 10, 11, 12, and 14 of our Form ADV Part 2A disclosure brochure. Click [here](#) for a copy or call us at (650) 696-1240.*

**How do your financial professionals make money?**

Each Ensemble financial professional is paid a salary and a discretionary bonus. Neither the salary nor bonus is based on or tied to the number of clients that have been referred to Ensemble or the types of investment products we recommend to clients. Messrs. Sean Stannard-Stockton, Ludo Thomasson, and Matthew Pearson have ownership interest in the Firm. As owners, they participate in the profits and losses of the firm in addition to their normal compensation. Additional information about the compensation received by Ensemble professionals and any related conflicts of interest are outlined in each professional’s Form ADV Part 2B, which can be obtained by calling us at (650) 696-1240.

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

No. Please go to [www.Investor.gov/CRS](http://www.Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**Ask one of our financial professionals the following questions:**  
*As a financial professional, do you have any disciplinary history? For what type of conduct?*

**Additional Information**

**Ask one of our financial professionals the following questions:**  
*Who is my primary contact person? Is he or she a representative of an investment adviser or broker –dealer?*  
*Who can I talk to if I have concerns about how the person is treating me?*

**You can obtain additional information and/or request a copy of this Form CRS by going to [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) or by calling us at (650) 696-1240.**