

**The Capital Management Corporation**  
**Form CRS/ADV Part 3**  
**Client Relationship Summary**

The Capital Management Corporation is registered with the Securities and Exchange Commission (SEC) as an investment adviser. Brokerage and investment advisory services and fees differ and it is important for retail investors to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://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?**

We offer investment advisory services to retail investors. We will offer you a strategy to meet your investment goals, and monitor your account on a regular basis. We will speak with you and meet with you to discuss your portfolio.

We manage fully discretionary portfolios, meaning you allow us to buy and sell investments in your account without asking you in advance. We have a stated minimum size of \$1 million per family relationship. Please see our ADV Part 2A, Items 4 and 7 for more information.

*Conversation Starters –*

- Given my financial situation, should I choose an investment advisory service? Why or why not?
- How will you choose the investments for my account?
- What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

**What fees will I pay?**

If you open an advisory account, you will pay an on-going asset-based fee at the end of each quarter for our services in the upcoming quarter. This fee is based on the value of your account, so we have an incentive to increase the assets in your account. Our fee is typically deducted directly from your account.

The choice of a custodian (the institution that holds your securities) is yours. Many custodians no longer charge a commission for stock trades placed electronically. There are sometimes transaction fees charged by a custodian for bond trades and for mutual fund trades. Some investments such as mutual funds impose additional 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 can be found in our ADV Part 2A, Item 5.

*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 advisor?**

**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 understand what this means.

- Proprietary products are investments issued, sponsored, or managed by a firm or its affiliates.
- Third-party payments are a form of compensation firms receive from third parties when they recommend or sell certain investments.

*Conversation Starters –*

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

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

Our employees are paid a salary commensurate with their level of experience and job duties, additionally they can be compensated for generating new client relationships.

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

No. Visit [Investor.gov/CRS](https://www.investor.gov/crs) for additional information.

*Conversation Starters –*

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

Additional information about the firm's services, as well as copies of Form CRS, can be obtained by contacting the firm at 804-270-4000.

*Conversation Starters –*

- Who is the primary contact person for my advisory account? Who would I contact if I had any concerns regarding this person or this contact?