

# Kassouf

WEALTH ADVISORS

## **Client Relationship Summary Introduction**

Kassouf Wealth Advisors, LLC is an investment adviser with the Securities and Exchange Commission (“SEC”). Brokerage and investment advisory services and fees differ, and it is important for you 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.

## **Relationships and Services**

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

We offer investment advisory services to retail investors, including the below:

- We will offer you investment advice on a regular basis. We will discuss your investment goals, design with you a strategy to achieve your investment goals, and regularly monitor your account. We will contact you (by phone or e-mail) at least annually to discuss your portfolio. Advisory clients typically authorize Kassouf Wealth Advisors to buy, sell and rebalance investments in your account based on investment strategies you select (known as “*discretionary*” investment advisory services.)
- We are held to a fiduciary standard that covers our entire investment advisory relationship with you. For example, we are required to monitor your portfolio, investment strategy, and investments on an ongoing basis.
- We do have requirements for retail investors to open or maintain an account or establish a relationship. Our typical account minimum is \$150,000.00 although our minimums may be waived in certain circumstances.

*For additional information*, please see our [Form ADV, Part 2A](#) brochure, specifically Items 4 and 7.

#### **Conversation Starters:** Ask us 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?

## **Fees, Costs, Conflicts, and Standard of Conduct**

### *What fees will I pay?*

- If you open an advisory account, you will pay an on-going *asset-based fee* billed at the end of each quarter for our services, based on the value of the cash and investments in your advisory account. We also provide investment advice for a *fixed fee* or can provide a financial plan for an *hourly fee*.
- The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fees. You pay our fee quarterly even if you do not buy or sell.
- You may pay a transaction fee when we buy and sell an investment for you. You may also pay fees to a broker-dealer or bank that will hold your assets (called “custody”). Other fees you may pay include, but are not limited to, custodial fees.
- Some investments (such as mutual funds and ETFs) impose additional fees that will reduce the value of your investment over time.
- 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 more information, please see [Form ADV, Part 2A](#) brochure, Item 5.

#### **Conversation Starters:** Ask us 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?

***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.*
- *When we act as your investment advisor, we seek to act as a fiduciary by acting in good faith and by providing you with full and fair disclosure of any material conflicts of interest*
- *The more assets you have in an advisory account, including cash, the more you will pay us. We therefore have an incentive to increase assets in your account in order to increase our fees. You pay our fee quarterly even if there are no transactions in your account during the quarter.*

**For additional information**, please see our [Form ADV, Part 2A](#) brochure, specifically Items 4 and 7.

**Conversation Starters:** Ask us the following questions –

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

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

- Our financial professionals are compensated on a salary basis. Our equity owners also receive profit distributions based on the firm's overall performance. Our professionals do not receive brokerage commissions, 12b-1 or shareholder servicing fees or other compensation from third party investment firms.
- Our interests can conflict with your interests. We must tell you about them in a way you can understand, so that you can decide whether or not you to agree to them.

***Disciplinary History***

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

- No, the firm and/or its financial professionals do not have a reported disclosure.
- Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research your financial professionals.

**Conversation Starters:** Ask us the following questions –

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

***Additional Information***

- For additional information on our investment advisory services and to request a copy of the relationship summary, go to IAPD at [adviserinfo.sec.gov](http://adviserinfo.sec.gov) or to our website, [www.kassoufwealth.com](http://www.kassoufwealth.com).
- You can call us at (205) 776-0100 to request up-to-date information and request a copy of the relationship summary.

**Conversation Starters:** Ask us the following questions –

- ✓ 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?