



Client Relationship Summary

Advisory Services & Investments, LLC dba ASI Wealth Management & Consulting Services (ASI) is an independent investment adviser registered with the Securities and Exchange Commission. We offer wealth management and advisory services rather than brokerage accounts and services. Investment adviser and broker dealer fees and services differ. This document is a summary of the types of services we provide and how we are compensated for our advice. Suggested questions to ask us regarding our firm and the services we offer are at the end of each section. When investing, you should carefully consider which types of accounts and services are right for you. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS.

What services and advice can you offer me?

Wealth Management Services

Based on the information you share with us, ASI will take a holistic view of your financial life and create a customized personal wealth management plan designed specifically for you. Our initial meeting with you will focus on determining your investment objectives, risk tolerance, and other relevant information. If you retain our firm, we will construct a portfolio intended to help you achieve your financial goals. Depending on your objectives, the portfolio may include sustainability investments that may align with your values, or tax-managed investments intended to reduce tax liabilities. We may create a portfolio, consisting of, but not limited to individual stocks or bonds, exchange traded funds, no-load funds and/or load-waived funds. Once the portfolio is implemented, we will monitor your portfolio's performance on an ongoing basis and will rebalance the portfolio as required by changes in market conditions and in your financial situation. We offer discretionary portfolio management, allowing ASI to determine the specific securities to be purchased and sold in your account without approval prior to each transaction. ASI has an account minimum of \$1 million, however in certain conditions we may decide to accept clients with smaller portfolios.

Financial Planning

At no additional cost, ASI may provide financial planning services. Depending on your unique circumstances, our financial planning services may be general in nature or focused on a particular area of your financial situation. Focus areas may include goal setting, cash flows, retirement planning, liability (debt) management, investment planning, college education funding, tax planning/mitigation, and estate planning, when applicable. ASI does not provide accounting, legal or insurance services.

For additional information, please see our Form ADV Part 2B Brochure Items 4, 7, and 13.

Questions to Ask Us:

- 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, Cost, Conflict and Standard of Conduct

What fees will I pay?

Our fees are based on the amount of assets we manage for you. Our account minimum is \$1 million, but exceptions have been made. We bill on a quarterly basis in advance. The annual fee schedule is below.

1% on the first \$5 million
0.75% on the next \$5 million
Amounts over \$10 million are negotiable

In addition to our fees, there may be custodial, mutual fund or similar third party management fees and charges. Most clients will experience additional costs when purchasing securities through ASI's custodians including Mutual Fund transaction fees and operating expense, Prime Broker or Trade Away fees and Managed Account Advisory 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, plus the potential conflicts regarding these fees and the investment advice we provide you.

Questions to Ask Us:

- Can you help me understand how these fees and costs might affect my investments?
- Can you explain the difference between investment fees and advisory fees?

What are your legal obligations to me when acting as my financial advisor?

How else does your firm make money and what conflicts of interest do you have?

The only fees we collect are those paid by our clients. We do not have proprietary investment products or recommend mutual funds with hidden revenue sharing that we collect. We are held to a fiduciary standard, putting your interests ahead of ours, that covers our entire investment advisory relationship with you including monitoring your portfolio, investment strategy, and investments on an ongoing basis, among other requirements.

- *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 The more assets you have in your advisory account, including cash, the more you will pay us. Therefore, we have an incentive to increase the assets in your account to increase the amount we earn (i.e., recommending that you rollover your retirement plan account or transfer assets to our firm).

Question to Ask Us:

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

How do your financial professionals make money?

Financial professionals at ASI are compensated through base pay and bonuses. Bonuses are paid based upon new client relationships as well as maintaining and caring for client relationships on an ongoing basis.

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

No. Our financial professionals do not have legal or regulatory disciplinary actions. Please visit www.investor.gov, www.adviserinfo.sec.gov/IAPD for a free search tool to research us and our financial professionals.

Questions to Ask Us:

- Do you or your financial professionals have a disciplinary history?
- For what type of conduct?
- How might your conflicts of interest affect me, and how will you address them?

How do I get additional information about your firm and services?

Questions to Ask Us:

- Who is my primary contact person at ASI?
- Is my contact person 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?

For additional information about our services, see our Firm ADV Brochure on www.investor.gov, www.adviserinfo.sec.gov/IAPD and any brochure supplement your financial professional provides. Call us at 800-377-1449 or email info@asiwealthmanagement.com to request up-to-date information, including the current client relationship summary.