



WEST PACES ADVISORS

Client Relationship Summary

February 21, 2024

West Paces Advisors, Inc. (“WPA”) is registered with the US Securities and Exchange Commission (the “SEC”) as an Investment Adviser. The SEC requires us to send you this Summary starting in 2020, and anytime it materially changes thereafter.

You have a choice among different types of financial services professionals to assist you with your financial needs. These professionals offer a variety of services. It is important for you to understand the differences between the services offered, such as the difference between brokerage and investment advisory services, so that you can make an informed decision. This Summary is designed to help you understand the types of financial services our firm can provide you. The SEC also provides free and simple tools that allow you to research firms and financial professionals at www.investor.gov/CRS.

What Investment Services and Advice Can You Provide Me?

At WPA, we provide investment advisory services to retail investors. The SEC defines “retail investors” as natural persons, basically to differentiate between individuals and institutional clients. Our clients are all High Net Worth investors. We offer portfolio management and financial advisory services to families with portfolios starting at \$2 million. We will work with you to develop a customized investment plan based on your unique needs for income and liquidity as well as your expectations for capital growth. Your individual tax circumstances are also a factor as we keep our eye on after-tax investment returns. We will also accept “Trusted Advisor” engagements to provide non-discretionary financial oversight for portfolios managed by other advisors or corporate fiduciaries. The particular services provided will be detailed in the consulting agreement.

We monitor the investments of all of our clients on a continuous basis, and we review your portfolio in depth at least quarterly, with interim reviews and updates as life changes or market conditions require. We engage with our clients frequently via phone and email and will schedule periodic meetings to review your investment program and any other financial issues you may face. Our secured web portal provides on-line access to your portfolio holdings, transaction activity, risk analytics and investment performance.

Most of our clients engage us for discretionary portfolio management. This means that once we agree on an investment plan for your portfolio, we will actively manage your account(s) without contacting you to discuss each investment decision. You may impose certain written restrictions on us in the management of your investment portfolio, such as prohibiting the sale of highly appreciated stocks. You should note, however, that restrictions imposed by you may adversely affect the composition and performance of your investment portfolio.

We focus our investments on mutual funds and exchange traded funds. We may also utilize individual stocks and other types of investments on a more limited basis.

If you choose a non-discretionary relationship, you will ultimately make the final decision regarding every investment decision; you will have to provide your approval for each transaction in your account(s). While we are happy to accommodate this arrangement, you should know that this can have an impact on our ability to manage your account(s) efficiently and may result in delays in implementing our advice.

More information is available in our Form ADV Part 2A (our “Brochure”), in Items 4 and 7; please click [here](#) for a link to our Brochure or call our office to have a copy sent to you.

Here are some questions you might want to discuss with us in more detail:

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?

To ensure our interests are fully aligned, our only source of compensation is the fees we charge for advisory services. Portfolio management fees are calculated as a percentage of the assets we manage for you, according to the advisory agreement, and are billed quarterly in advance. When we provide Trusted Advisor services, fees are based on a percentage of the assets under our oversight, and payable quarterly, in advance.

Your portfolio will incur other expenses with the most common examples being brokerage transaction fees (such as the fee that the broker charges to buy or sell a security in your account) and mutual fund internal expenses. 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 information is available in our Form ADV Part 2A (our “Brochure”), in Item 5,** and we are happy to discuss fee arrangements in more detail with you.

For example, you might want to ask:

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 interests and not put our interests 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 to you. Here are some examples to help you understand what this means.

The concept of conflicts of interest sounds complicated but we don’t think it is. A conflict exists whenever one party can potentially benefit at the expense of another party. We have gone to great lengths to diminish or eliminate the majority of conflicts of interest that naturally exist in the client-advisor relationship. For example, we are only paid based on the value of the assets we manage on your behalf or on a percentage of the assets under our oversight. We never invest your money in any proprietary products that would result in additional payments, such as commissions, to our firm or our financial professionals. We do not accept soft dollar payments, a common industry practice in which the transaction fees that clients pay are used to purchase research or other products that are useful to an advisory firm.

As described in detail in Item 12 of our Form ADV Part 2A, we recommend that you hold your account(s) at Charles Schwab & Co., Inc. (“Schwab”), which offers an adviser-based program. We receive benefits from our participation in this program, which provides an incentive for us to encourage you to keep your account(s) at Schwab. However, we pass those benefits on to you in the form of enhanced pricing and top tier customer service, to name just two. For decades, advisers have held to what is known as a fiduciary standard. The standard requires our constant commitment to our duty of loyalty and care to you, our client. While brokers have recently been legally forced to adopt certain tenets of the fiduciary standard, advisers have always held to this higher level of trust and fierce protection of your interests.

To continue this conversation, you might want to ask:

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 paid a salary and are also eligible to receive bonuses based on the growth of our firm as well as our overall profitability. Financial professionals who are also owners receive a periodic distribution of our profits. None of our financial professionals earn any type of commission (e.g., product sales commissions or revenue from securities bought or sold).

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

No. There is a free and simple tool available at www.investor.gov/CRS, which you can access at any time to read about our firm and our financial professionals.

You might want to ask:

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

Please refer to our Form ADV (also known as our “Brochure”), as it contains more details on these and other topics. Please call us at (404) 478-3030 or email ant@westpacesadvisors.com to request our latest Brochure and any updated Summary that may be available. You can also visit our website at westpacesadvisors.com for additional information.

Finally, you might want to ask:

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?

At West Paces Advisors, we take our fiduciary responsibility seriously and we appreciate the opportunity to help you and your family.