



**Capital Investment  
Advisory  
Services, LLC**

## **CAPITAL INVESTMENT ADVISORY SERVICES, LLC**

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March 21, 2013

This Brochure provides information about the qualifications and business practices of CAPITAL INVESTMENT ADVISORY SERVICES, LLC. If you have any questions about the contents of this Brochure, please contact us at (919) 831-2370.

The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

CAPITAL INVESTMENT ADVISORY SERVICES, LLC is a registered investment adviser. Registration of an Investment Adviser does not imply any level of skill or training. The oral and written communications of an Adviser provide you with information about which you determine to hire or retain an Adviser.

Additional information about CAPITAL INVESTMENT ADVISORY SERVICES, LLC is also available on the SEC's website at [www.advisorinfo.sec.gov](http://www.advisorinfo.sec.gov).

This Brochure, dated March 21, 2013 serves as an annual amendment and replaces the October 31, 2012 version, the annual update, previously circulated.

**Item 4.A. Advisory Firm Description**

Founded in 2008, Capital Investment Advisory Services, LLC (“CIAS”) provides portfolio management and supervisory services, as an SEC-registered investment adviser. Effective December 31, 2012, CIC Advisers, LLC, an investment advisory firm under common ownership with CIAS, merged into CIAS. There should be no noticeable difference in the services received by clients of either firm.

**Item 4.B. Types of Advisory Services**

Information regarding the types of advisory services offered by CIAS has been updated, including Portfolio Management and Advisory Services, Financial Planning Services, and Portfolio Review Services.

**Item 4.D. Wrap Fee Programs**

Wrap fee programs are no longer offered by CIAS.

**Item 4.E. Assets Under Management**

The assets under management have been updated, as of December 31, 2012.

**Item 5.E. Compensation for Sale of Securities or Other Investment Products**

A description of products that may offer Investment Adviser Representatives compensation outside of the management fee paid for investment advisory services, is addressed.

**Item 10.C. Material Relationships or Arrangements**

Additional information provided in the Brokerage Conflicts of Interest section, relative to mutual fund, REIT and variable annuity purchases.

**Item 12.A. Selection of Broker/Dealers**

Information regarding the selection of broker/dealers, relative to whether an account is managed on a discretionary or non-discretionary basis, has been updated.

**Item 12.B. Aggregation of Orders**

A description of the methods used to aggregate trade orders for client accounts is offered has been added.

Currently, our Brochure may be requested by contacting Ronald L. King, Chief Compliance Officer at (919) 831-2370 or [cic-compliance@capital-invest.com](mailto:cic-compliance@capital-invest.com).

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## **Item 4 – Advisory Business**

### **4.A. Advisory Firm Description**

Founded in 2008, Capital Investment Advisory Services, LLC (“CIAS”) is an investment advisory firm, based in the southeastern United States, which provides portfolio management and supervisory services. Richard K. Bryant is the Managing Member. Effective December 31, 2012, CIC Advisers, LLC, an investment advisory firm under common ownership with CIAS, merged into CIAS. There should be no noticeable difference in the services received by clients of either firm.

### **4.B. Types of Advisory Services**

CIAS provides several types of investment advisory services, as follows:

#### ***Portfolio Management and Advisory Services***

##### Separately Managed Accounts

Such accounts are individualized and separately managed, which enables the CIAS Investment Adviser Representative to analyze a client’s pertinent information and objectives and develop a plan to manage their assets. The analysis and plan is discussed with the client and the investment of the account assets are administered on a continuous basis. Clients may impose investment restrictions on specific securities or types of securities.

##### Sub-Advised Accounts/Dual Contract

Clients may, from time to time, use other investment firms to sub-advice accounts (Sub-adviser). In such cases, the Sub-adviser would provide discretionary investment advice for the accounts. The terms and conditions of these arrangements may vary and contact between the Sub-adviser and such clients will typically take place through the CIAS Investment Adviser Representative. Accounts that are managed on a sub-advisory basis may be able to impose certain restrictions on the management of their accounts.

##### Other Third-Party Management Services

CIAS may advise the client in selecting and managing the use of a Turnkey Asset Management Platform (“TAMP”) provider. The TAMP is not affiliated with CIAS or CIAS’s affiliates. In all cases, the choice of TAMP is the client’s choice only. The contract for a TAMP supplements any investment advisory agreement between CIAS and the client and describes the total fees received by CIAS from the TAMP. CIAS shall receive only those stated fees and no other compensation. Those fees are based only upon the market value of client assets.

#### ***Financial Planning Services***

CIAS may provide fee-based financial planning services, which generally begin with extensive data gathering and defining the economic goals the client wishes to obtain. CIAS may analyze the client’s present financial situation, including but not limited to a

review of assets and liabilities; current and projected income; and any existing investment portfolio, if appropriate. CIAS will then provide a written or verbal analysis and plan for managing the assets. This analysis will consider the needs and objectives of the client and suggest appropriate investment strategies consistent with these needs and objectives. CIAS may provide advice on issues relating to income, investments, retirement planning, college funding, tax planning, estate planning, securities, risk management issues, and business issues. Information gathered for review and assessment may include: wills, trust agreements, fringe benefit programs (explanation of and current status), tax returns, business agreements, insurance policies and programs (including life, disability and medical), past and current investments (including cost basis, present value, purpose of investments and tax ramifications), investment objectives, income, expenses, obligations, financial goals, names and relationships of other advisors (e.g., attorney, accountant, banker, etc.), family background and composition, and circumstances which may have an affect based upon the information provided by the client.

#### ***Portfolio Review Services***

Included in these services may be the preparation of various financial statements and projections, the formulation and presentation of investment recommendations, coordination with other advisers, ongoing monitoring of a client's progress toward reaching their financial goals, and consultations or other communications with the client.

#### **4.C. Client Investment Objectives/Restrictions**

Our investment advisory services are tailored to meet the financial objectives of each individual client. This is accomplished by analyzing the client's pertinent information, including consideration of investment objective, time horizon, risk tolerance, investment guidelines, and any other factors deemed relevant. Clients are able to impose trading restrictions in certain securities or types of securities. Clients wishing to set investment restrictions should provide instructions in writing.

#### **4.D. Wrap-Fee Programs**

CIAS has no information applicable to this item.

#### **4.E. Assets Under Management as of December 31, 2012:**

Discretionary	\$171,619,192.00
<u>Non-Discretionary</u>	<u>\$ 99,595,330.00</u>
Total AUM	\$271,214,522.00

## **Item 5 – Fees and Compensation**

### **5.A. Adviser Compensation**

#### **Fee Schedules**

CIAS's fees are described generally below and detailed in each client's advisory agreement or applicable account.

#### ***Portfolio Management and Advisory Services***

##### **Separately Managed Accounts**

CIAS's basic fee schedule for portfolio management and advisory services is typically 2% annually. This fee is calculated as a percentage of assets under management and represents the maximum fee that could be assessed.

Notwithstanding the foregoing, CIAS reserves the right, in its sole discretion, to reduce advisory fees for certain accounts based on the client's particular needs, as well as overall financial condition, goals, risk tolerance, and other factors unique to the client's particular circumstances.

##### **Sub-Advised / Dual Contract Accounts**

Fee schedules for clients participating in sub-advisory or dual contract programs may be separately negotiated with the relevant client or intermediary. Such fee schedules are often, but not necessarily, based on the basic annual fee schedule for separate account clients, detailed above; 2% annually (maximum), which may be negotiable, depending on the factors noted. For instance, the basic (initial) rate may be lower than that applied to separate account client accounts and one or more breakpoints may not apply. As a result, lack of, or differing, breakpoints may result in sub-advisory or dual contract clients paying more or less than a separate account client.

##### **Other Third-Party Management Services**

Fee schedules for clients participating in Turnkey Asset Management Platforms (TAMP) are clearly indicated on the account documentation of the TAMP provider. The TAMP provider may or may not charge a fee, depending on the program type. However, in most cases, the fee schedules are negotiated and agreed upon by the client and adviser. Additional transactional costs and/or custodial costs may be charged by the clearing/custodial firm/TAMP provider, in addition to the negotiated advisory fees. However, in no instance should the total combined advisory fee exceed 2%.

#### ***Portfolio Review Services***

Portfolio Review Services are billed at a mutually agreed upon rate using one of four options:

- Fee basis (min \$500 - max \$2,000)
- Hourly basis (hourly fee not to exceed \$150.00/hour)

- Commission basis (not to exceed 2%)
- Other Fee arrangement

Clients select the option including the agreed upon respective rate when executing an advisory agreement with CIAS. These fees are payable upon completion of the work and they are negotiable.

### ***Financial Planning Services***

Financial Planning Services are billed at a mutually agreed upon rate using one of two options:

- Fee basis (min \$500 - max \$2,000)
- Hourly basis (hourly fee not to exceed \$150.00/hour)

Clients select the option including the agreed upon respective rate when executing an advisory agreement with CIAS. These fees are payable upon completion of the work and they are negotiable.

## **5.B. Direct Billing of Advisory Fees**

### **Portfolio Management and Advisory Services**

Investment advisory fees are generally billed in advance, on a quarterly basis, in accordance with the stated fee schedule provided in the Investment Advisory Client Contract. Fees are typically calculated based upon the fair market value of the client's assets under management, as of the end of the previous month. Certain accounts may have other calculation and/or billing cycles. In some instances, fees may be calculated by a third-party and forwarded to CIAS. Once received, the fees are reconciled by CIAS, to the client account, for accuracy.

We request, with appropriate authorization, that advisory fees be paid via our firm invoicing the custodian and the custodian debiting the client's accounts and remitting such fees to our firm; however, we do permit payments by check. Any advisory fees directly deducted from the account will be clearly indicated on the client's statement provided by the custodian. A client may also elect to have fees for more than one advisory account deducted from a single account.

Fees will be due and payable upon receipt of such invoices. In the event that the an account becomes more than ninety (90) days delinquent, CIAS may, at its option, debit the client's account in the amount of fees then due and owing and/or terminate the account relationship.

In either the case of assets held with insurance companies in variable annuity contracts, or accounts held by a 401(k) provider, a client may also be offered investment advisory services through a third party money manager on a fully-disclosed basis. If a client elects to utilize the services of the third party money management firm, they will pay a separate

fee to the manager which may, in turn, pays CIAS a portion of the fees collected from the client.

Hourly or fixed fees for Portfolio Review Services or Financial Planning Services are due upon completion of the work.

### **5.C. Other Non-Advisory Fees**

CIAS's fees are exclusive of transaction fees and other related costs and expenses which may be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, third party investment and other third parties such as fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus. Annuities also charge internal management fees, as disclosed in the contract with the annuity company. Such charges, fees and commissions are exclusive of, and in addition to, CIAS's fee.

Please refer to Item 12.A. for additional information regarding the brokerage practices of CIAS.

### **5.D. Required Advance Payment of Fees**

Advisory agreements are typically terminable by the client upon prior written notice to CIAS, as specified in the relevant agreement and by CIAS, generally upon 30 days' prior written notice to the client. In the event that an advisory contract is terminated prior to the conclusion of a billing period, upon receipt of the client termination notification CIAS may refund to the client any fees charged for the pro-rata period after the date of termination.

### **5.E. Compensation for Sale of Securities or Other Investment Products**

Investment Adviser Representatives of CIAS are also registered representatives with Capital Investment Group, Inc. ("CIG") or Capital Investment Brokerage, Inc. ("CIB"), affiliated broker/dealers. In the capacity as a registered representative, an adviser may receive a commission or remuneration in the execution of transactions through CIG for products such as mutual funds, annuities and Real Estate Investment Trusts ("REIT"). In addition to the initial commission that may be received from the sale of mutual funds or variable annuities, a registered representative may also receive ongoing compensation from the mutual fund or insurance company. Commission schedules and amounts vary by mutual fund or insurance company and related products that are purchased.

This practice may present a conflict of interest as investment adviser representatives may have an incentive to recommend products based on additional compensation. However, advisory personnel should recommend the purchase of no load funds when they are available and the representative believes they can be used to achieve the client's investment objective. When a representative believes that the best option for a client is a product with a sales commission, the fees will be disclosed to the client, as well as the reason for the recommendation.



Clients have the option to purchase investment products that are recommended through other brokers or agents not affiliated with CIAS.

There may be situations in which a variable annuity contract is recommended by an Investment Adviser Representative of CIAS, and purchased by a client. The Investment Adviser Representative may earn the stated commission, set forth by the annuity company, for the sale of that annuity product. When this occurs, the management fee is waived on these assets for the first twelve months of the relationship with CIAS. In addition, the annuity company may pay the Investment Adviser Representative ongoing asset based servicing fees. The management fee is reduced by the amount of these servicing fees. This and other information about investing in variable annuities will be disclosed in the investment advisory agreement and/or applicable point of sale disclosures provided as part of the brokerage relationship between the client and the registered representative of the broker/dealer.

## **Item 6 – Performance-Based Fees and Side-By-Side Management**

This item is not applicable.

## **Item 7 – Types of Clients**

CIAS provides portfolio management services to individuals, corporations, pension and profit sharing plans, trusts, estates, charitable institutions, and foundations.

While there is no minimum account size required, accounts may be subject to a minimum annual fee of \$500, which may be negotiable.

## **Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss**

### **8.A. Methods of Analysis and Investment Strategies**

Investment Adviser Representatives will generally review assets and liabilities, current and projected income, and existing investment portfolio, if appropriate. CIAS will then prepare a written or verbal analysis and plan for managing the client's assets. The analysis takes into consideration the needs and objectives of the client and suggests appropriate investment strategies consistent with those needs and objectives. The analysis and plan is discussed with the client and will serve as the basis for the Investment Policy Statement or similar investment guidelines, which govern CIAS's efforts in managing these assets.

The methods of analysis utilized may include:

Charting – the technical study of market trends by analyzing charts based on share price evolutions and traded volumes.

Fundamental – a method of evaluating a security by measuring its intrinsic value by examining related economic, financial and other qualitative and quantitative factors.

Technical - a means of evaluating securities by analyzing statistics generated by market activity, such as past prices and volume, to identify patterns that can suggest future activity.

Cyclical - a form of fundamental analysis involving the process of making investment decisions based on the different stages an industry is at during a given point in time.

Investing in securities involves risk of loss that clients should be prepared to bear.

## **8.B. Material Risks of Investment Strategies or Methods of Analysis**

There can be no guarantee of success of the strategies offered by CIAS. Investment portfolios may be adversely affected by general economic and market conditions such as interest rates, availability of credit, inflation rates, changes in laws, and national and international political circumstances. These factors may affect the level and volatility of security pricing and the liquidity of an investment. These strategies do not employ limitations on in particular sectors, industries, countries, regions or securities. Frequent trading in the portfolios may affect investment performance, particularly through increased brokerage and other transaction costs and taxes.

## **8.C. Security Recommendation Risks**

The investment strategies used by CIAS may involve direct or indirect investments or exposure to equities, corporate debt, municipal securities, U.S. government securities, mutual funds, ETFs, covered calls, variable annuities, and Certificates of Deposit. Investment in these types of securities involves risk and the potential loss of capital.

Investment in securities involves risk and the possible loss of capital, which clients should be prepared to bear. Equity and fixed income securities have distinct risks, which must be considered when investing. It is also important to keep in mind that past performance of a security is not indicative of future results.

CIAS may also recommend investments in mutual funds. Please refer to the prospectus of any funds that are recommended for risks associated with a particular fund.

Details on some of the potential risks are identified below.

***Equity Market Risk*** – Overall stock market risks may affect the value of the investments in equity strategies. Factors such as U.S. economic growth and market conditions, interest rates, and political events affect the equity markets.

***Fixed Income Market Risk*** – Fixed income securities increase or decrease in value based on changes in interest rates. If rates increase, the value of fixed income securities generally declines. On the other hand, if rates fall, the value of the fixed income securities generally increases.

***Management Risk*** - Our judgments about the attractiveness, value and potential appreciation of a particular asset class or individual security may be incorrect and there is no guarantee that individual securities will perform as anticipated. The value of an individual security can be more volatile than the market as a whole or

our intrinsic value approach may fail to produce the intended results. Our estimate of intrinsic value may be wrong or even if our estimate of intrinsic value is correct, it may take a long period of time before the price and intrinsic value converge.

***Small and Mid-Cap Company Risk*** – Investments in small and mid-cap companies may be riskier than investments in larger, more established companies. The securities of these companies may trade less frequently and in smaller volumes than securities of larger companies. In addition, small and mid-cap companies may be more vulnerable to economic, market and industry changes. Because smaller companies may have limited product lines, markets or financial resources, or may depend on a few key employees, they may be more susceptible to particular economic events or competitive factors than larger capitalization companies.

***Credit Risk*** – In some fixed income investments, there is a risk that issuers and counterparties will not make payments on the securities they issue. In addition, the credit quality of securities may be lowered if an issuer's financial condition changes. Lower credit quality may lead to greater volatility in the price of a security which may affect liquidity and our ability to sell the security.

***Investment Risk of Variable Annuities*** – Variable annuities involve investment risk. The investment value may fluctuate, including possible loss of the principal amount invested. Annuity payments are guaranteed solely by the financial strength and claims-paying ability of the issuing company. In addition, variable annuities deduct investment division charges (these consist of fund-level expenses and are similar to the charges on traditional mutual funds), as well as annual mortality and expense risk charges ("M&E") and administrative expenses under the annuity contract. Depending on the specific contract, Contingent Deferred Sales Charges (CDSCs) may apply for surrender or withdrawals, based on the number of years the contract has been in force.

## **Item 9 – Disciplinary Information**

CIAS has no information applicable to this Item.

## **Item 10 – Other Financial Industry Activities and Affiliations**

### **10.A. Registration of Licensed Representatives**

Richard K. Bryant, Managing Member of CIAS, is a registered representative of Capital Investment Brokerage, Inc., and Capital Investment Group, Inc., registered broker-dealers.

Ronald, L King, Chief Compliance Officer of CIAS, is a registered representative of Capital Investment Group, Inc, and Capital Investment Brokerage, Inc., both of which are registered broker/dealers.

All of the Investment Adviser Representatives of CIAS, while not management persons, are registered representatives of Capital Investment Group, Inc. or Capital Investment Brokerage, Inc., both of which are registered broker-dealers.

#### **10.B. No Other Registrations**

CIAS's management persons are not registered, nor do any management persons have an application pending to register, as a futures commission merchant, commodity pool operator, a commodity trading advisor, or an associated person of the foregoing entities.

#### **10.C. Material Relationships or Arrangements**

Richard K. Bryant, Managing Member of CIAS, is a principal of Capital Advisers, Inc. and Capital Investment Counsel, Inc., both of which are federally registered investment advisers, as well as CIC Advisers, LLC, a state registered investment adviser. Mr. Bryant is also a principal of Capital Investment Group, Inc., and Capital Investment Brokerage, Inc., both of which are registered broker-dealers.

Ronald L. King, Chief Compliance Officer for CIAS, also serves as Chief Compliance Officer for Capital Investment Counsel, Inc., CIC Advisers, LLC, Capital Investment Group, Inc., and Capital Investment Brokerage, Inc.

#### **Brokerage Conflicts of Interest**

As licensed registered representatives and insurance agents, there may be situations in which a mutual fund is recommended by an Investment Adviser Representative of CIAS and purchased by a client. CIAS will endeavor to purchase "no load" shares, but there may be situations in which the Investment Adviser Representative may earn a commission, as set forth by the mutual fund for the sale of the particular product.

There may also be situations in which a variable annuity contract is recommended by an Investment Adviser Representative of CIAS, and purchased by a client. The Investment Adviser Representative may earn the stated commission, set forth by the annuity company, for the sale of that annuity product. When this occurs, the management fee is waived on these assets for the first twelve months of the relationship with CIAS. In addition, the annuity company may pay the Investment Adviser Representative ongoing asset-based servicing fees. The management fee is reduced by the amount of these servicing fees. This and other information about investing in variable annuities will be disclosed in the Investment Advisory Client Contract and/or applicable point of sale disclosures provided as part of the brokerage relationship between the client and the registered representative of the broker/dealer.

In addition to Mr. Bryant's and Mr. King's roles with the registered broker-dealers previously identified, Investment Adviser Representatives for CIAS are all registered representatives of Capital Investment Group, Inc. or Capital Investment Brokerage, Inc. Purchase and sale recommendation information is available to our affiliated broker/dealer at the time of the initial purchase or sale to our clients, if such account is held at the affiliated broker/dealer.

## **10.D. Recommendation of Other Investment Advisers**

While CIAS may recommend advisers or direct client assets to be invested through other advisers, no additional compensation is received by CIAS or its Investment Adviser Representatives other than management fees as disclosed in the advisory agreement or other disclosure documents.

## **Item 11 – Code of Ethics**

### **11.A. Code of Ethics**

CIAS has developed policies and practices, including a Code of Ethics (“Code”), to adhere to best practices and address potential conflicts of interest that may arise. The Code provides for, among other things: 1) the review and reporting of personal securities transactions by access persons; 2) prompt reporting of any violation of the Code; 3) recordkeeping and supervisory aspects pertaining to the Code; 4) confidentiality of client information, and; 5) general standards of ethical business.

A basic tenet of CIAS’s Code is that the interests of clients are always placed first. The Code includes standards of business conduct requiring covered persons to comply with the federal securities laws and the fiduciary duties an investment adviser owes to its clients. All access persons are required to contact CIAS’s Chief Compliance Officer, or his designee, in order to pre-clear personal securities transactions in specified securities, including IPOs and limited offerings.

The Code also requires that all covered persons comply with ethical restraints relating to clients and their accounts, including restrictions on gifts and provisions intended to prevent violations of laws prohibiting insider trading.

A copy of the Code is available to any client or prospective client upon request.

### **11.B. Recommendations of Securities and Material Financial Interests**

CIAS may recommend securities for which CIAS-related persons have a material financial interest.

### **11.C. Personal Trading**

CIAS recommends securities to clients in which its advisers may have positions. This is not done to influence stock or bond prices, but to demonstrate that the advisers may purchase stocks, bonds, and other products for clients they would also purchase for themselves.

### **11.D. Timing of Personal Trading**

The Code of Ethics requires Investment Adviser Representatives to place the interests of clients ahead of their personal interests and act accordingly when placing trades in their own accounts.

## **Item 12 – Brokerage Practices**

### **12.A. Selection of Broker-Dealers**

#### Discretionary Accounts

CIAS will generally suggest that a client use one of several broker/dealers with which it believes the services offered are mutually beneficial to the client and the Investment Adviser Representative servicing the account. These services may include reporting, trading functionality, customer service, mutual fund choices, outside manager selection and other features that allow CIAS to fully service the client.

#### Non-Discretionary Accounts

Portfolio Review, Dual Contract and Financial Planning Services are usually offered on a non-discretionary basis. In most cases, assets remain at a broker dealer and clearing firm in which the Investment Adviser Representative does not have discretionary access. Clients have the option to choose their own broker dealer and clearing firm. Recommendations and advice may be provided, but must be implemented by the client and/or their correspondent.

### **12.B. Aggregation of Orders**

In an effort to provide fair treatment for their clients, when an Investment Adviser Representative purchases or sells the same security for multiple accounts on a given trading day, they will endeavor to aggregate such transactions, in a manner designed to ensure that no client or account is materially favored over others over time.

CIAS may aggregate trades in one of two methods:

1. Bunched Orders – Transactions are submitted for execution simultaneously and orders execute at, or very near, the same price. The commission rates charged by the executing broker/dealer may be higher than those obtained in the marketplace on like transactions.
2. Blocked Trades – Transactions may execute over an extended period of time, but shares are allocated to client accounts at an average price.

Directed brokerage clients may be unable to participate in aggregated trades. This fact, and the consequences thereof, is generally disclosed to clients through CIAS's Brochure and/or client contracts.

## **Item 13 – Review of Accounts**

### **13.A. Periodic Review of Accounts**

Each Investment Adviser Representative will review his or her discretionary portfolio management accounts, at a minimum, on a quarterly basis.

### **13.B. Non-Periodic Review of Accounts**

The Investment Adviser Representative may review accounts, more frequently than quarterly, based on triggering events, such as changes in client objectives, financial conditions, economic events, changes in assets under management, or in a client's personal situation.

### **13.C. Client Reports**

Clients receive statements, at least quarterly, detailing all holdings and activity including management fee deductions from the brokerage firm that has custody of their assets or from the sponsor of a variable annuity when applicable.

## **Item 14 – Client Referrals and Other Compensation**

### **14.A. Compensation from Non-Clients**

CIAS does not currently receive compensation from non-clients.

### **14.B. Referral Arrangements**

CIAS may have referral arrangements with organizations whose goals and objectives are similar to CIAS's. Such organizations may be law firms, accounting firms, financial planning firms or any other similar organization. To the extent that CIAS pays cash referral fees, the referral agreement and the related activities will be in compliance with Rule 206(4)-3 under the Advisers Act. Rule 206(4)-3 specifies certain standards that must be met by an investment adviser prior to the payment of a cash fee directly or indirectly, for a client solicitation or referral. All fee sharing arrangements will be disclosed to the client and CIAS's fee will remain the same regardless of whether a fee is paid.

## **Item 15 – Custody**

CIAS does not custody client funds and securities. All assets are held at financial institutions selected by the firm unless the client selects an alternative firm institution.

At a minimum, statements are furnished quarterly to the client by the brokerage firm, as the custodian, which holds and maintains clients' investment assets, and executes transactions. Some clients may also receive statements from CIAS, and recipients of these statements should carefully review them and compare to statements of the custodian. Please report any inconsistencies to us.

## **Item 16 – Investment Discretion**

CIAS usually receives discretionary authority from the client, at the outset of an advisory relationship, to select the identity and amount of securities to be bought or sold, as well as commission rates paid by the client. By executing the Investment Advisory Client Contract,

CIAS is granted limited discretionary authority by the client. In all cases, however, such discretion is to be exercised in a manner consistent with the stated investment objectives for the particular client account.

When selecting securities and determining amounts, CIAS observes the investment policies, limitations and restrictions of the clients for which it advises. For registered investment companies, CIAS's authority to trade securities may also be limited by certain federal securities and tax laws that require diversification of investments and favor the holding of investments once made.

### **Item 17 – Voting Client Securities**

CIAS does not vote proxies on behalf of advisory clients. When applicable, clients will receive proxies directly from the respective custodian or transfer agent. In the case of accounts managed by other investment advisers, proxies may be voted by the manager or they may be delivered to you for voting.

### **Item 18 – Financial Information**

#### **18.A. Advance Payment of Fees.**

CIAS does not require or solicit prepayment of more than \$1,200 in fees per client, six months or more in advance.

#### **18.B. Financial Condition**

CIAS has no financial commitments that impair its ability to meet contractual and fiduciary commitments to clients.

#### **18.C. No Bankruptcy Proceedings**

CIAS has not been the subject of a bankruptcy proceeding.