

# Austin Asset

## Form CRS Customer Relationship Summary, March 19, 2024

Austin Asset Management Co dba Austin Asset 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 you as a retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://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, including wealth management, wealth planning, and consulting services. We generally manage your portfolio by allocating assets among various mutual funds and ETFs to provide global diversification, minimizing concentrations in any one company, industry, or asset class. Investment management is provided on a discretionary or nondiscretionary basis. Discretionary means the trading activity with your account is entered by us without receiving prior authorization for each trade. For nondiscretionary accounts, you make the ultimate decision regarding the purchase and/or sale of investments. You may impose restrictions on the securities or types of securities in which you would like us to invest. We monitor your account at least quarterly. We will offer you advice on a regular basis and contact you at least annually to discuss your portfolio. We do not have a minimum account size, but given our fee structure, there will be times we cannot justify the fee as a fiduciary and will refer the work elsewhere. We do not restrict our advice to limited types of products or investments.

We provide ongoing advice to clients regarding the investment of assets based on their particular needs. Through discussions of a client's personal circumstances, objectives and goals are established, and a personalized investment policy statement is created that we use as a guide to manage the portfolio.

We provide Wealth Planning services which are an evaluation of a client's current and future financial state by using currently known variables to predict future cash flows, asset values and withdrawal plans. Through the Wealth Planning process, we consider pertinent information and analysis that may impact or be impacted by the financial and life situation of the client. We gather required information through in-depth personal interviews which includes the client's current financial status, tax status, future goals, returns objectives and attitudes towards risk. Should the client choose to implement the recommendations, we suggest the client work closely with his/her attorney, accountant, and/or insurance agent during implementation. Implementation of financial planning recommendations is entirely at the client's discretion. Typically, financial planning recommendations are presented to the client within six months of the contract date, provided that all information needed has been promptly provided.

We occasionally provide expert witness work including counsel on areas of concern such as estate planning, retirement planning, or other specific topics regarding investment and financial issues of the client. Consulting recommendations are not limited to any specific product or service offered by a broker-dealer or insurance company. All recommendations are generic in nature.

**For additional information**, please see our Form ADV Part 2A brochure Items 4 and 8, which is available online at: <https://adviserinfo.sec.gov/firm/summary/105441>.

### **Conversation Starters. 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?*

### ***What fees will I pay?***

We offer our services on a fee basis, which may include fixed fees as well as fees based upon assets under management. We provide wealth management services for an annual fee, which includes a flat fee of \$5,000 plus an asset under management fee that varies between 0.25% and 0.65% depending upon the market value of the assets under management. The more assets you have in your advisory account, the lower the effective rate but higher the nominal fee. Therefore, we have an incentive to increase the assets in your advisory account in order to increase our fees. Our fees are prorated and charged quarterly, in advance, and automatically deducted from your account, which will reduce the value of your account. Clients with contracts prior to May 1, 2019 will remain on their existing fee schedule until they are changed to the current fee schedule by their written authorization. Although Austin Asset has established the aforementioned fee schedule(s), we retain the discretion to negotiate alternative fees on a limited client-by-client basis. Each client's fee schedule is identified in the contract between adviser and client.

The broker/dealer that holds your assets may charge you a transaction fee when we buy or sell an investment for you. These transaction fees are in addition to our fees. You may also pay charges imposed by the broker-dealer for custodial fees, account maintenance fees, fees related to mutual funds and variable annuities, and other product-level 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.*

**For additional information**, please see our Form ADV Part 2A brochure Item 5 and 12, which is available online at:

<https://adviserinfo.sec.gov/firm/summary/105441>

**Conversation Starters. Questions to Ask Us:**

- 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.*

We recommend that you establish an account with a third-party independent custodian. We receive research products and services from the custodian to assist us in the performance of our investment decision-making responsibilities. These arrangements present a conflict of interest in that we have a financial incentive to recommend that you maintain your account with the custodian for the availability of these products and services and not solely on the nature, cost, or quality of custody and brokerage services provided by the custodian.

Austin Asset pays referral fees to Charles Schwab & Co. (Schwab) for introducing clients to us. (We no longer participate in Schwab's Advisor Network, and do not receive new client referrals; however, we still pay referral fees from current clients who were previously referred to us through that service.) As a matter of firm practice, the advisory fees paid to us by clients referred by Schwab are not increased as a result of any referral.

**For additional information**, please see our Form ADV Part 2A brochure Items 12 and 14, which is available online at:

<https://adviserinfo.sec.gov/firm/summary/105441>.

**Conversation Starters. Questions to Ask Us:**

- 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 by a salary and a bonus based on their duties and the revenue our firm earns from its advisory or consulting services. All employees are able to earn a portion of the first-year revenue generated from any client that they bring to the firm.

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

No, our firm or financial professionals do not have any legal or disciplinary history. Visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**For additional information about our services**, you may visit the SEC's website at [adviserinfo.sec.gov](https://adviserinfo.sec.gov) by searching CRD #105441. If you would like additional, up-to-date information or a copy of this disclosure, please contact our firm at (512) 453-6622.

**Conversation Starters. Questions to Ask Us:**

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