

## A Summary of Your Relationship with Greylin Investment Management

February 22, 2024

**Item 1: Introduction:** Our firm is Greylin Investment Management Inc., and we are registered with the Securities and Exchange Commission (SEC) as an investment advisor. There are distinct differences in the services and fees of investment advisors and broker-dealers, and it is important that you understand those differences. For free and simple educational information on investment advisors, broker-dealers, investing, and this form, please see [Investors.gov/CRS](https://www.investors.gov/crs).

### Item 2: Relationships and Services.

**What investment services and advice can you provide me?** Our firm offers investment advisory and management services to retail investors. We initially review your investment goals and objectives and establish an investment approach. We generally invest in a variety of individual stocks and bonds to achieve your desired investment objectives. If you use our services, you give us the authority to invest in stocks, bonds, and other investments that we think will achieve your investment objectives. If you wish to limit our authority or place restrictions on how we invest your funds for you, that is perfectly acceptable. Otherwise, we will use our discretion to invest and monitor your account(s). We review your account(s) at least monthly and more frequently if events or needs require it. All cash transactions and trades are reviewed daily. This regular monitoring of your investment account(s) is part of our standard service. Officially, our minimum account size is \$1,000,000, but currently we only offer our investment services to existing clients and their immediate family members for whom there is no minimum account size. Our firm was founded in 1992, and is owned and primarily operated by D. Gregory Parkinson. We offer custom investment management primarily for high net worth individuals with investment assets in excess of \$750,000. Most of our clients are interested in growing their income and investments over time, so almost all of our investments primarily are in the stocks of large, well-established companies. As of December 31, 2022, we managed \$600,541,104 in discretionary assets. **(See Form ADV, Part 2, Pages 3-4, 11-16, 23, 28-32).**

**Conversation starters:** You should ask the following questions to any financial professional about their relationships and services:

**Q:***Given my financial situation, should I choose any investment advisory service? Why or why not?*

**Q:***How will you choose investments for me?*

**Q:***What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?*

### Item 3: Fees, Costs, Conflicts, and Standard of Conduct.

**What fees will I pay?** You will pay fees to us based on the value of assets in your account. Those fees start at 1% of assets annually for taxable accounts, and 3/4% of assets annually for IRA accounts and are lower if the account value is above \$500,000. **(See fee schedules in Form ADV, Part 2, Pages 9-10).** Our fees are normally calculated and collected monthly by deducting the fees directly from your account(s). Billing statements cover the prior month's services and are sent out

before fees are deducted. Our fees are billed in arrears, after investment management services have been provided, and no fees are deducted before statements are sent out. Negotiated fees are available depending on the specific account circumstances. One potential conflict regarding our fees is that we have a clear incentive to have more assets in your accounts because our fees will be higher as a result. Therefore, we might encourage you to increase the amount of assets in your accounts. We collect no other fees, but your account may incur other fees and expenses from the custodian such as fees for buying bonds from outside brokers or wire transfer fees. Also, any mutual funds or exchange traded funds have their own separate fees, which means you would be paying their fees plus our fees on any of those types of investments. **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.**

***Q:** 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 investment for me?*

**What are your legal obligations to me when acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?**

When we act as your investment advisor, 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: 1) If you ask us if you should roll over your 401-K assets into an IRA rollover account that we would manage for you, we would have a conflict of interest in recommending you do so because we would benefit by receiving additional fee income compared to having you keep your assets in your 401-K plan. 2) Because we are compensated based on the value of assets, we could conceivably take greater investment risks in order to generate greater investment returns, thereby enhancing our fee income. **(See Form ADV, Part 2, Pages 18-20).**

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

**How do your financial professionals make money?** We make money based solely on the fees we charge the investment accounts we manage. We derive no income from commissions or recommending a particular investment or product. Our only fees are based on the value of the investment accounts we manage and our incentive for increasing fees is tied to making those accounts grow in value over time.

## Item 4: Disciplinary History

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

NO. Please visit [Investors.gov/CRS](https://www.investors.gov/crs) for a free and simple search tool to research us and our financial professionals.

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

## Item 5: Additional Information

**For additional information about our investment advisory services and to request a copy of our Form ADV, Brochure, or Relationship Summary, please call us at 540.661.0191.**

***Q:** 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?*