



## Form CRS Customer Relationship Summary

### August 16, 2024

#### **Introduction**



L&S Investment Advisors (L&S) is registered with the Securities and Exchange Commission (SEC) as an investment advisor. We provide investment advisory services rather than brokerage services. Investment advisory and brokerage services differ in fees, relationship, and investment method. It is important that you determine which type of account is right for you. There are free and simple tools available to help you research firms and financial professionals as [www.investor.gov/CRS](http://www.investor.gov/CRS) which also provides educational materials about investment advisers, broker-dealers and investing.

#### **What investment services and advice can you provide for me?**

##### **Services:**

This is an advisory relationship. As a Registered Investment Advisor (RIA) we offer investment advisory services directly to high net worth individuals, corporations, and pooled investment vehicles. We offer personalized investment advice by working with you to identify your investment goals, develop strategies to reach those goals, determine risk tolerance, and then select investments appropriate for your portfolio pursuant to market conditions.

##### **Monitoring:**

Included in as part of our standard service we will monitor your accounts monthly. We will monitor any account that you identify and agree to our services in our Investment Management Agreement.

##### **Investment Authority:**

Your accounts will be held by a custodian, or broker, or bank or your choice. Our accounts are managed on a discretionary basis which means that we do not need to call you when buying or selling in your account. When you sign our Investment Management Agreement you will be giving us this authority. This agreement will remain in place until you or we terminate or change the relationship. You can find more information about our advisory services located in Item 5 of our Firm Brochure which can be downloaded with from our website [WWW.LS.FINANCE](http://WWW.LS.FINANCE), or by clicking on the Public Disclosure Link at [www.iard.com](http://www.iard.com) and typing in the name of our firm.

#### **Here are questions you should consider asking 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 those qualifications mean?

#### **How do you pay for our services?**



Our fees and costs affect the value of your account over time. Please ask your adviser to give you personalized information on the fees and costs that you will pay. You will be charged an annual minimum fee of \$1,000 plus 1.00% of the average daily asset value in excess of \$100,000. All fees will be calculated on the average net daily value of your portfolio(s) based on the agreed upon rate and then collected on a monthly or quarterly basis as agreed to with the firm. Our fees are negotiable. Our incentive is to increase the value of your account over time, which will increase our fees over time. The custodian that holds your assets can charge you a transaction fee when we buy or sell an investment for you. These fees are separate and distinct from our fees. The broker-dealer's transaction fees are in addition to our advisory fee for our investment advisory service. Some investments, such as mutual funds, options, private placements and exchange traded funds charge additional fees that will reduce the value of your investments over time.

You will pay fees and costs whether you make or lose money on your investments. Please make sure you understand what fees and costs you are paying and how they are being paid by reviewing these facts in Item 5 of our Firm Brochure.

**Here are other questions you may want to ask regarding fees and costs:**



- Help me understand how these fees and costs will affect my investments. If I give you \$10,000 to invest, what amount will go to fees and costs and what will be invested for me? Or, if I give you \$150,000 how will the fees be different versus an investment of \$10,000.
- How do you determine what fee I will be charged?

**What are your legal obligations to L&S when acting as my investment adviser? How does your firm make money and what conflicts of interest do you have?**

**When we act as your investment adviser:**

We must act in your best interest and not put our interest ahead of yours. This is known as the Fiduciary Standard. At the same time, the way we make money may create 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.

**Potential Conflicts:**

- The more assets there are in your advisory account, the more you will pay in fees, and the firm may therefore have an incentive to encourage you to increase the assets in your account.
- We can use solicitors, and those solicitors can share in our fees. Currently we do not have any solicitors. A Solicitor will be a party to one-time solicitation agreement and may be a party to similar future agreements for the introduction of specific client relationships. These arrangements do not represent a conflict of interest to clients as no additional client charges are incurred. If we use a solicitor in our relationship with you, we will notify you regarding all details of our arrangement with him.
- We do have several related relationships that are also money managers. We may from time to time use investments offered by those managers. We do not engage in supplying portfolio management or advice for any related party and therefore do not deem this as a conflict. We also do not earn any additional fees for using their products. We will notify you if we use any products from a related firm. You can find a list of our related firm in our Brochure which you can download from our website, [www.ls.finance](http://www.ls.finance)

**How do your financial professionals make money?**



Our financial professionals are compensated through a combination of salary and bonus. Salary is tied to the experience of the professional as well as the amount of client assets that the professional manages and services. Bonuses are discretionary and reflect the overall success of the firm and the individual. Our financial professionals receive no product sales commissions or other forms of payment.

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

No. None of our affiliates or employees have any disciplinary issues. You can always check the backgrounds and disclosure issues for any of our registered investment advisors by checking the SEC's public disclosure web site at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

**Additional information**



You can find additional information about our firm's investment advisory services or any firm disclosure item on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching the name of our firm, L&S Investment Advisors, LLC. This is a free and simple search tool. You may also contact our firm at (917) 530-7528 and talk to our Chief Compliance Officer, Eraldo De Paola, and he would be glad to answer any questions that you may have.

**Other questions that you may want to ask us**



- Who can I talk to if I have concerns about how this person is treating me?
- Who is my primary contact?