



Form CRS Customer Relationship Summary

Introduction

Investec Advisory Group, L.P DBA Investec Wealth Strategies 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 to understand these differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment adviser, and investing.

Relationships and Services

What investment services and advice can you provide me?

We offer investment management and holistic financial planning services. Our investment management services involve selecting and monitoring appropriate investments based on each clients' individual risk tolerance and time horizon. Portfolios are invested primarily in mutual funds or exchange traded funds (ETFs). Certain higher net worth clients may also be invested in hedge funds or other alternative investments such as private equity. Investment strategies and recommendations are based upon many factors, including but not limited to: diversification, risk factors, time horizon, investment discipline and income tax considerations. We manage most advisory accounts on a discretionary basis - with account supervision guided by your objectives and risk tolerance. When you grant us discretionary authority, you provide us the authority to determine, without obtaining specific consent from you, the amount and type of securities to be bought or sold in your portfolio and when trades are to be placed. For the few non-discretionary accounts that we manage, we will provide our recommendations for your approval before placing the trades. Our financial planning services encompass retirement and cash flow planning, estate, tax, insurance and education planning. Financial planning services do not involve the active management or monitoring of accounts.

Requirements to open and maintain an account: Our services are most suitable for clients with \$1,000,000 of investable assets.

For additional information, please reference [Form ADV Part 2A](#), Item 4 and 16.

Conversation Starters – Ask your financial professional:

- **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?**

Fees, Costs, Conflicts and Standard of Conduct

What fees will I pay?

We are compensated for the services discussed above as a percentage of the value of your accounts we are managing (charged quarterly in arrears) according to the following fee schedule.

<u>ASSETS UNDER MANAGEMENT</u>	<u>ANNUAL RATE</u>
FIRST \$ 750,000	1.00%
NEXT \$ 750,000	0.75%
NEXT \$ 1,000,000	0.50%
NEXT \$ 7,500,000	0.40%
NEXT \$10,000,000	0.20%
OVER \$20,000,000	NEGOTIABLE

Fees you pay us for investment advisory services are separate and distinct from other fees and expenses charged to your accounts and investments. These other costs may include mutual fund/ETF management fees or other custodial charges such as transaction costs or account maintenance 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. The more assets there are in your account, the more you will pay in fees although potentially at a lower annual rate

depending on the above stated breakpoints, and we may therefore have an incentive to encourage you to increase the assets in your account.

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 could create a conflict. You should understand and ask us about this conflict because they can affect the advice we provide you. Here is an example to help you understand what this means. Some of our advisory representatives are licensed to sell insurance products, including life, disability income and long-term care insurance through Investec Asset Management Group, Inc. (IAMG), an affiliated life and health brokerage agency, which is licensed under various state insurance departments. These insurance transactions generate compensation in the form of commissions, creating a conflict of interest with our clients.

How do your financial professionals make money?

Our financial professionals are compensated based on salary with bonus incentives. The bonuses are calculated based on various factors that are either individual goal-based or firm goal-based.

For additional information, please reference [Form ADV, Part 2A](#) brochure (Items 5.A., B., C., and D of Part 2A or Items 4 of Part 2A Appendix 1) and other applicable documents.

Conversation Starters – Ask your financial professional:

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

Disciplinary History

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

No. A free search tool to research us and our financial professionals is available at investor.gov/CRS

Conversation Starters – Ask your financial professional:

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

Additional Information

Additional Information about our services is available by visiting <https://investecwealth.com>. If you would like to request a copy of this relationship summary, contact us at info@investecwealth.com or by telephone at **713-622-9111**.

Conversation Starters – Ask your financial professional:

- **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?**

March 2021