

# Intercontinental Asset Management Group, Ltd.

## CLIENT RELATIONSHIP SUMMARY

Intercontinental Asset Management Group (“IAMG”) is registered with the U.S. Securities and Exchange Commission as a Broker-Dealer. Brokerage and Investment Advisory services and fees differ and it is important that you understand the difference. For more information about Investment Advisors, Broker-Dealers, and investing, please visit [investor.gov/CRS](http://investor.gov/CRS).

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

IAMG offers brokerage services to retail investors. These services include buying and selling securities, and investment recommendations to retail investors. We do not provide ongoing monitoring of your account, however, our financial professionals may voluntarily review your account on a periodic basis for purposes of providing buy, sell or hold recommendations. All recommendations regarding your commission account will be made in a broker dealer capacity. When we make a recommendation to you, we will expressly tell you orally which account we are discussing.

We offer a wide variety of investment products and types of investments. We do not impose account minimums.

### What fees will I pay?

You will pay a commission for purchasing or selling a security, which is a transaction-based fee. When you buy or sell your securities, you will be charged more when there are more trades in your account, and, therefore, there is an incentive to encourage you to trade more frequently. You will also typically pay other fees depending on your account type; these fees include custodian fees, account maintenance fees, transactional fees, and other ancillary fees, such as ticket charges.

In addition, there are different fees related to different products, such as mutual funds, variable annuities, exchange traded funds, etc. Please refer to the prospectus for additional details.

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.

### Conversation Starters with your Finance Professional:

Given my financial situation, should I choose a brokerage 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?

If I invest \$1 million how much will go to fees and costs?

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### **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 provide you with a recommendation*, 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 recommendations we provide you. Here is an example to help you understand what this means:

- We have an affiliated Insurance Agency so we have an incentive to direct clients towards obtaining Insurance products from our affiliate to generate more revenue.

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

Financial Professionals that service specific clients are paid based on how much revenue their clients' assets produce. Financial Professionals on the Trading Desk are paid a salary and additional compensation based on revenue.

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

Yes. Please visit [investor.gov/CRS](http://investor.gov/CRS) for a free and simple tool to research our firm and our financial professionals.

### **Additional Information**

For additional information about our services, please visit our website <https://www.intercontl.com>. If you would like a copy of this relationship summary or to inquire about our firm or a representative of the firm, please contact Gail Mannix, EVP, at 210.424.4124 or via email at [gmannix@intercontl.com](mailto:gmannix@intercontl.com).

### **Conversation Starters with your Finance Professional:**

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

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?