

# Soltis Investment Advisors LLC (IARD #154690)

## Client Relationship Summary as of March 31, 2022

### Item 1. Introduction

Soltis Investment Advisors (“Soltis”) is an investment adviser registered with the Securities and Exchange Commission (“SEC”). Brokerage and investment advisory services and fees differ. It is important for you 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.

### Item 2. Relationships and Services/ What investment services and advice can you provide me?

**We generally offer and provide discretionary investment advisory services to retail investors, 401(k) retirement plans, IRA accounts** and an Automated Portfolio system for online accounts. “Discretionary” means the client authorizes us to place trades in their account without notifying them in advance. For certain 401(k) plans, we act as a consultant and provide research but not investment management services. In limited situations, we maintain non-discretionary authority which means we have to obtain your approval prior to placing a trade.

We assess your financial situation and goals, design an investment program, and provide quarterly reports and newsletters, occasional email updates, and availability for client calls or in-office meetings. We monitor accounts daily using a computer program, but we generally only trade when our investment committee advises a change, you need or deposit cash, or your investments move out of balance from your recommended allocation.

The minimum account size is typically \$750,000, but we may waive such minimums in certain situations.

**For additional information, please see our ADV Part 2A Firm Brochure – Items 4,7,8, and 13:**

<https://adviserinfo.sec.gov/firm/brochure/154690>

You may also wish 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?**

### Item 3. Fees Costs, Conflicts, and Standard of Conduct/What fees will I pay?

**We bill most clients an ongoing asset-based fee, charged quarterly in advance.** These fees are negotiable but generally follow the scales shown in our Firm Brochure which are based upon a percentage of assets under management. You pay transaction costs and custody services in addition to our management fee. Some investments, such as mutual funds, ETFs, and alternate investments (e.g. hedge funds and private equity) impose additional fees that will reduce the value of your investments over time. Consulting and financial planning services are generally included as part of the client agreement but in a few instances Soltis may charge a fixed fee (or hourly).

In limited circumstances, Soltis may charge a performance fee in combination with an asset-based fee on certain qualified clients’ accounts. In this program, Soltis will receive the performance fee only if the recommended investments or asset class performance exceeds agreed upon benchmarks. These programs require clients to be “Qualified Clients” under SEC rules and require a separate agreement setting forth the specific terms of the fee and how it is calculated.

**You will pay fees and costs whether you make or lose money on your investments, and these will reduce any amount of money you might make over time. Please make sure you understand what fees and costs you are paying.**

You may also wish 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 how much will be invested for me?**

**For additional information, please see our ADV Part 2A Firm Brochure – Items 4,5 and 12:**

<https://adviserinfo.sec.gov/firm/brochure/154690>

### **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 impact the objectivity of the investment advice we provide you. Please note that the following conflicts are fully disclosed in our Firm Brochure upon engagement and the firm has implemented internal controls to ensure our clients receive advice that is in their best interests.

Soltis earns more fees as your account size increases. In certain situations, Soltis will recommend a retirement account rollover to an IRA in which we manage. In this instance, Soltis' recommendation to rollover assets presents a conflict of interest in that we receive management fees. Soltis also offers a performance fee program which presents a conflict of interest in that the firm may be incentivized to earn additional fees.

Soltis pays referral fees to third parties, including certain brokers/custodians utilized by our clients. Payment of referral fees creates a conflict of interest because such referrals may not be unbiased due to existence of a financial incentive. Additionally, Soltis has an incentive to recommend certain broker/custodians to our clients. The benefits received by Soltis through participation in these broker/custodial programs depends on the amount of assets custodied with each firm. This presents a conflict of interest to the extent the firm benefits in this way.

**For additional information, please see our ADV Part 2A Firm Brochure:**

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You may also wish 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 professionals are paid a salary and incentive compensation on assets brought to the firm. No compensation is based upon sales or product goals or other incentives that would impact a duty to act in the clients' best interest.

#### **Item 4. Disciplinary History/Do you or your financial professionals have legal or disciplinary history?**

No. Neither Soltis or any of its financial professionals have any legal or disciplinary history to disclose. Please visit [Investor.gov/CRS](http://Investor.gov/CRS) for free and simple search tool to research Soltis and its financial professionals.

You may also wish to ask us:

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

#### **Item 5. Additional Information**

You may obtain additional information about Soltis including our most recent Client Relationship Summary form by visiting [www.soltisadvisors.com](http://www.soltisadvisors.com) or calling us at **1-800-735-1601**.

You may also wish to ask us:

- **Who is my primary contact person? Is he or she a representative of an investment advisor or broker-dealer? Whom can I talk to if I have concerns about how this person is treating me?**