

June 30, 2020

# Customer Relationship Summary

Laffer Tengler Investments, Inc.

Form CRS

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Laffer Tengler Investments, Inc. (“Laffer Tengler Investments”) is registered with the Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ and it is important for the retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

We offer investment management services to retail investors by providing ongoing advice based on the client’s individual needs. When we offer investment management, it is either through a wrap fee program sponsored by us (“Laffer Tengler Wrap”) or a wrap fee program sponsored by another firm. A wrap fee is a single fee that covers both asset management services and other services such as the execution of the transactions entered in your accounts. The wrap fee brochure you receive will explain what services are covered by the wrap fee. Some retail investors are still charged transaction fees as a remnant of previous services we offered, but we intend to convert to those accounts to the Laffer Tengler Wrap.

If you participate in either the Laffer Tengler Wrap program or a wrap fee program sponsored by another firm, we will recommend specific investment strategies to implement in your portfolio. Third party money managers may be recommended depending on your needs. As part of our standard service we are responsible for performing periodic reviews and consulting with you at least annually. If requested, we will provide financial planning services to you if you retain us within the Laffer Tengler Wrap program.

When we provide investment management, our services are offered on a discretionary basis. “Discretionary” authority is a type of authority that grants us the full authority to buy, sell, manage, reinvest or otherwise effect investment transactions involving your assets without consulting with you first. Discretionary authority is granted by you as part of the agreement you sign with our firm. We do not limit our advice to specific securities. Depending on your financial circumstances, we may recommend convertible securities, ETFs, common stocks, bonds, preferred stocks, and other securities.

We typically require a minimum account size of \$200,000 to establish a discretionary account with us or a \$100,000 account minimum if you use a third-party wrap fee program. We may raise or lower the minimum account size to establish an account at our sole discretion.

**Additional information** about services provided are available in our ADV Disclosure Brochure (Form ADV Part 2A, Items 4, 7, 13 and 16; or Form ADV Part 2A Appendix 1 Wrap Fee Program Brochure, Items 4 and 9) and on our website at [www.Laffertengler.com](http://www.Laffertengler.com).

### When considering our services, 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 does these qualifications mean?

## What fees will I pay?

For investment management services, we charge you an annualized asset-based fee up to 2% per year, billed quarterly in arrears or advance. The actual fee you will pay depends on the strategy you select and is described in your agreement with our firm. Fees are negotiable, and not all clients of ours will be charged the same fee or according to the same fee schedule.

**Other Fees and Expenses:** The Laffer Tengler Wrap fee does not include expenses relating to the use of margin, wire transfer fees, the fees charged to shareholders of mutual funds or ETFs, mark-ups and markdowns, spreads, odd-lot differentials, fees charged by regulatory agencies, and any transaction fees for securities trades executed by a broker-dealer other than the one we recommended. You may pay other fees outside of your agreement like trade-away fees, retirement plan fees, mutual fund sales loads, 12(b)-1 marketing fees charged by mutual funds, and surrender charges. A description of the types of fees and expenses actually charged by a particular investment are described in the prospectus or contract, as applicable, of the particular investment.

Our receipt of advisory fees for managing client accounts results in conflicts of interest. For example, when you choose to participate in one or more of our investment strategies within the Laffer Tengler Wrap program, some of these strategies are managed by us. This creates a conflict of interest because we will receive a higher percentage of your advisory fee where we manage your accounts, compared to accounts where we do not manage the assets. Therefore, it is more profitable for us to recommend asset allocation that includes only strategies managed by us.

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.

**Additional information** about fees is available in Laffer Tengler Investments' ADV Disclosure Brochure (Form ADV Part 2A, Item 5; or Form ADV Part 2A Appendix 1 Wrap Fee Program Brochure, Item 4).

**When considering our services, 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?

## What are your legal obligations to me when acting as my investment adviser? How else does the 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 affect the investment advice we provide you. Here is an example to help you understand what this means.

At times we recommend our clients purchase securities in which a related person has a material financial interest. For example, we may recommend you invest in private funds controlled by BJ & Co. Because these Funds and our firm are commonly controlled by BJ & Co., this presents a conflict of interest. We have an incentive to increase the assets invested in the Funds because that aids the success of the Funds and also increases the fees payable to the managers and advisers of the Funds. Generally speaking, the BJ & Co.-controlled entities managing and advising the Funds will receive incentive fees in addition to asset-based fees. We waive any asset-based fees with respect to the total amount invested by such clients in products which a related person has a material financial interest

**When considering our services, ask our financial professional:**

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

**Additional information** about our conflicts of interest are available in our ADV Disclosure Brochure (Form ADV Part 2A, Items 5, 6, 10, 11, 12 and 17; or Form ADV Part 2A Appendix 1 Wrap Fee Program Brochure, Items 4, 6, 8 and 9).

## How do your financial professionals make money?

Our financial professionals either receive a salary or a specific percentage of the fees you pay and bonuses based on performance metrics as determined by the Investment Committee. The factors the Investment Committee uses to evaluate performance bonuses are investment performance, adherence to investment discipline, revenue growth, contribution to company brand, participation in marketing, and overall contribution to the company. The more assets you have in an advisory account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account.

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

Yes, visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**When considering our services, ask your financial professional:**

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

**Additional information** about our services provided can be found on the company's website [www.Laffertengler.com](http://www.Laffertengler.com) and on our ADV Disclosure Brochure (Form ADV Part 2A Brochure and Wrap Fee Brochure). You can always ask your financial advisor for more information and request a copy of this relationship summary by calling us at (704) 594-5448.

**When considering our services, ask our financial professional:**

- Who is my primary contact person?
- Is she or he 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?