



Form CRS Client Relationship Summary

April 24, 2023

Introduction

SCHECHTER INVESTMENT ADVISORS, LLC is registered with the Securities and Exchange Commission as an investment adviser. Fees for brokerage and investment advisory services differ among broker-dealers and investment advisers and it is important that you 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 financial planning and portfolio management services to you. Our portfolio management services are monitored on an on-going basis, and provided on either a discretionary basis, which means you provide us written authorization to manage your investments without asking you in advance (a “discretionary account”), or on a non-discretionary basis, where you make the ultimate decision before implementation. Your Financial Professional, known as an Investment Adviser Representative (IAR), meets with you to learn your financial needs and investment goals in order to provide you with a custom investment plan, which is reviewed periodically with you, at least annually. To implement your investment plan, your IAR can select and manage the investments in your account(s), select an independent third-party investment advisor to manage your assets, or use some combination of these management strategies.

You should carefully review our Form ADV, Part 2A Brochure, particularly Items 4 and 7, to understand the services we provide.

You are encouraged to ask us questions including the following to help you better understand our services:

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?

What fees will I pay?

We charge a fixed fee or percentage of assets under management (AUM) for portfolio management services, for both discretionary and non-discretionary services. These fees are assessed on a quarterly basis, in advance or arrears. For those charged a percentage of AUM, you should be aware that the more assets there are in your account, the more you will pay in fees. This means we have an incentive to encourage you to increase the assets in your account. Our fee for financial planning is included in the fee we charge based on assets under management or advisement. We have an incentive to recommend additional advisory services to you, for which additional fees are charged.

In addition to our fees, you may incur additional fees and costs related to the investments in your account, such as custodian fees, account maintenance fees, transaction costs, surrender charges, wire transfer and electronic fund fees, internal management fees of mutual funds and variable annuities, and product related fees such as redemption fees.

You are encouraged to ask us questions including the following to help you better understand the impact of fees and costs on investments:

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. You should carefully review our Form ADV, Part 2A Brochure, particularly Item 5, to understand the fees and costs you will pay.

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 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 affect the investment advice we provide you. Here are some examples to help you understand what this means:

- Our affiliate, Schechter Private Capital LLC (SPC), is an SEC registered investment adviser to private funds. Conflicts of interest exist because SPC is owned and controlled by SIA’s owner and Managing Director, who, depending on the fund/series, can receive compensation from our affiliate in the form of SPC fund performance or management fees and carried interest. Our IARs can also recommend or direct our clients, where appropriate, to invest in SPC private funds, which, depending on the fund/series, creates an inherent incentive for IARs to refer clients to SPC.
- Some of our IARs, in their individual capacities, are registered representatives of a third-party broker dealer and are also insurance agents of our affiliated insurance company. These IARs can offer brokerage services and insurance products to you under separate commission arrangements. These IARs receive a share of on-going brokerage service and trail fees from the sale of mutual funds, such as 12b-1 fees. Our insurance affiliate receives insurance-related compensation. Because of this, our IARs are incentivized to recommend that you buy or sell brokerage or insurance products for additional compensation to those individual IARs, which is a conflict of interest.
- We utilize a third-party SEC registered investment adviser to select non-affiliated Investment Advisers to manage your investments, subject to their account minimums. Use of their platform is a conflict of interest as we receive reduced or waived fees for their services, as well as certain “soft dollar” benefits, such as research useful to our investment management team. We also receive financial benefits from custodians, without cost to us or to you, for computer software and related systems support. Our receipt of these economic benefits creates a conflict of interest as these benefits can influence our choice of providers.
- We pay employees and third-party solicitors a fee for referring retail investors to us, which is paid from the advisory fee we receive and does not result in an additional charge to you. This is a conflict of interest because we have an incentive to pay the fee to obtain client referrals.

You should carefully review our Form ADV, Part 2A Brochure, particularly Items 10, 11, and 12, for more detailed information about our conflicts of interest.

We are fiduciaries to you. That means we are required to act in your best interest throughout our entire advisory relationship. You are encouraged to ask us questions including the following to help you better understand our conflicts of interest:

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

How do your financial professionals make money?

Some of our IARs are paid a percentage of fees. Other IARs receive a salary and discretionary bonuses based on their individual performance and the success of our company. Both are a conflict of interest because they can incentivize our IARs to encourage investors to increase the amount of assets in their account(s). Our financial professionals are also compensated based on insurance or brokerage product sales. This creates a conflict of interest because our financial professionals have an incentive to recommend investments to you that result in more compensation.

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

No, please visit www.investor.gov/CRS where you can research our firm and our IARs at no cost. You are encouraged to ask us questions including the following to help you better understand our disciplinary history:

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

Additional Information

Please refer to our Form ADV, Part 2A Brochure for more information about our services. You may request updated information and a copy of our Relationship Summary by contacting the Compliance Department, at 248-731-9500 or compliance@schechter.com. You are encouraged to ask us questions including the following to help you better understand who to contact with any questions or complaints:

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?