

# Customer Relationship Summary

## Helping you make an informed decision

### Introduction

Huntleigh Advisors, Inc. (HAI) is a Registered Investment Advisor, registered with the Securities and Exchange Commission.

There are different ways you can get help with your investments. As an investment advisor, we provide investment advisory services on discretionary basis and charge our customers an advisory fee based on a percentage of the customer's assets under management. A broker-dealer provides brokerage accounts and services rather than investment advisory services, and generally charges transaction-based fees. Brokerage and advisory services and fees differ, and it is important for the retail investor to understand the differences.

Free and simple tools are available for you to use at [Investor.gov/CRS](https://www.investor.gov/CRS), a website maintained by the SEC. These tools can provide you with educational materials about investment advisors, broker-dealers, and investing.

This relationship summary provides information that helps you make an informed decision about whether or not to invest with us and will answer some important questions you may have.

### Terms to know

- A **broker-dealer** is a firm that acts as an intermediary between buyers and sellers of securities for which they will usually receive a commission and may purchase or sell those securities in/out of their own account.
- An **Investment adviser** is generally any person or group that provides investment advice or conducts securities analysis in exchange for a fee.

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

HAI offers investment advisory services to retail and institutional investors on a discretionary basis. With an advisory account, you will pay an annual fee (billed quarterly) based on a percentage of your assets under management, whether or not we make any trades or offer any advice during that billing period. HAI's advisory services are not offered on a "wrap fee" basis, which means that you will pay for certain brokerage and transaction charges in addition to your advisory fee.

### Investment Advisory Services

Customers can choose our model portfolios which vary based on the customers' investment strategies and risk tolerance. These accounts are traded on a discretionary basis, which means that HAI has the authority to place trades in the customer accounts without first communicating with the customer.

We also solicit the services of Third-Party Money Manager(s) ("TPM") to manage your account(s). We act as the liaison between you and the TPM in return for an ongoing portion of the advisor fees charged by the TPM. We help you complete the necessary paperwork of the TPM, provide ongoing services to you, and will assist you in changing the strategy or TPM when appropriate. You will receive the Form ADV Part 2, Privacy Notice and Solicitors Disclosure Statement of the TPM from the TPM. We do not have discretion on these accounts.

**Account Minimums and Other Requirements:** There is no minimum account size and Clients are not required to have a certain amount of investment experience or sophistication.

**Account Monitoring:** Accounts which are invested in our model portfolios are continuously monitored by our portfolio management team. However, continuous account monitoring is not a mandatory service we provide in our Representative Managed accounts. Any monitoring of investments in Representative Managed accounts is incidental to the representative's advisory services, and not supervised by HAI at any specific frequency.

**Additional Information:** More detailed information about our services, portfolios, fees, account types, and conflicts can be found on our Form ADV, Part 2A brochure which is available [here: www.hntlgh.com/Reg-BI](https://www.hntlgh.com/Reg-BI).

### Conversation corner

Questions you might wish to ask when considering our services:

- Given my financial situation, should I choose a brokerage service? Should I choose an investment advisory service? Should I choose both types of services? 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?

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. Brokerage and advisory fees differ.

## Investment Advisory Services

Your advisory fee is based on a percentage of your assets under management. That percentage will be set out in your advisory contract. However, our fees are negotiable based on our customers' specific situations. If you negotiate a fee different from the fee schedule, the new fee should be noted on your contract and initialed. Because your fee is based on a percentage of your assets, the more assets there are in a retail investor's advisory account, the more a retail investor will pay in fees, therefore the firm has an incentive to encourage you to increase the assets in your account.

## Brokerage Services Fees

Your advisory fees do not include the transaction fees and account fees that will be charged to you by the broker-dealer and the bank that has custody of your assets. We recommend using our affiliated broker-dealer, Huntleigh Securities Corporation to carry out the transactions in your account. Huntleigh Securities' transaction fees and costs are more fully described on its Customer Relationship Summary and Best Interests disclosure which are available here: [www.hntlgh.com/Reg-BI](http://www.hntlgh.com/Reg-BI).

## Other Fees and Costs

In addition to the costs described above, other fees the retail investor pay directly or indirectly include custodian fees, account maintenance fees, fees related to mutual funds and variable annuities, and other transactional fees and product-level fees. *More information on fees is available here:* [www.hntlgh.com/Reg-BI](http://www.hntlgh.com/Reg-BI).

## 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?

### Standard of Conduct

*"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.*

## Examples of Ways We Make Money and Conflicts of Interest

We charge an advisory fee whether we make trades or not. This creates a conflict of interest as we are incented to make fewer trades for your account because we would charge the fee either way. Also, our broker-dealer, Huntleigh Securities, is affiliated with us through common ownership. You should therefore assume that when Huntleigh Securities makes money on your accounts, we benefit as well. This creates a conflict of interest where we would want to recommend Huntleigh Securities as your broker-dealer so that our affiliate makes more money. A detailed explanation of our relationship with our affiliates and the conflicts that surround this relationship can be found on our Form ADV Part 2A brochure here: [www.hntlgh.com/Reg-BI](http://www.hntlgh.com/Reg-BI). In addition, please note that trades made within our MindShare Program are charged a higher transaction fee, per trade, than those trades made through the Traditional or Individual Programs as the trades are "broker-assisted" and hence, have a higher fee associated. This creates a conflict as we are incented to recommend customers choose our MindShare portfolios because the trades make our affiliate more money.

## How do your financial professionals make money?

The firm's financial professionals are compensated through a percentage of the advisory fee that is charged to your account. That payout percentage is listed on your advisory contract. Because they receive more money when you invest more money with us, your advisor representative are incented to recommend you increase the size of your investments. *For additional information about compensation paid to our financial professionals, please see [www.hntlgh.com/Reg-BI](http://www.hntlgh.com/Reg-BI).*

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

Yes, our affiliates and some financial professionals have legal and disciplinary events. *For more information, <https://www.brokercheck.finra.org/> is a free tool to research the background and experience of financial brokers, advisers and firms. Information is also available on our website, [www.hntlgh.com](http://www.hntlgh.com), and at [www.investor.gov/CRS](http://www.investor.gov/CRS).*

## Where can I find additional information?

You can always ask your financial advisor for more information and request a copy of this relationship summary at (314) 236-2400. Additional information about Huntleigh Advisors, Inc. and its affiliates can be accessed through the following links:

- [www.hntlgh.com](http://www.hntlgh.com)  
[www.hntlgh.com/Reg-BI](http://www.hntlgh.com/Reg-BI)

## Conversation corner

Questions you might wish to ask when considering our services:

- 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?

## Conversation corner

Questions you might wish to ask when considering our services:

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

## Conversation corner

Questions you might wish to ask when considering our services

- 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 a broker-dealer or an investment adviser? Whom can I talk to if I have concerns about how this person is treating me?