

## **Customer Relationship Summary Introduction**

Foundations Investment Advisors, LLC (“Foundations”), is an investment adviser registered with the U.S. Securities and Exchange Commission (“SEC”). Investment Advisory and brokerage services are separate and distinct, and each is governed by different laws and separate arrangements. Their respective services and fees differ, and it is important for you to understand the differences. This document provides information for you regarding the types of fees and services we provide to you as an investment advisor. 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.

## **Relationships and Services**

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

We offer investment advisory services, such as financial planning and investment management to retail investors.

For our investment management services, we will discuss your investment goals, design with you a strategy to help achieve your investment goals, and regularly monitor your account. We will contact you (by phone or e-mail) at least annually to discuss your portfolio. You can choose an account that allows us to buy and sell investments in your account without asking you in advance (a “*discretionary account*”) or we may give you advice and you decide what investments to buy and sell (a “*non-discretionary account*”). We are held to a fiduciary standard that covers our entire investment advisory relationship with you. For example, we are required to monitor your portfolio, investment strategy, and investments on an ongoing basis. We do have requirements for retail investors to open or maintain an account or establish a relationship. Our account minimum is \$5,000.00.

For our financial planning services, we will discuss your investment goals and design a strategy to help achieve those goals; however, you will have sole discretion over all investments and implementation of any recommendations. We are still held to a fiduciary standard in this type of relationship, but will not regularly monitor your portfolio, strategies, or investments unless otherwise agreed upon.

We do not provide or offer any brokerage services to retail clients; however, some of our investment adviser representatives may offer you commission-based services in their separate capacity as registered representatives of an affiliated broker-dealer.

- Dynamic Capital Investments (“Dynamic Capital”), an affiliate by common ownership, is a broker-dealer registered with the SEC, and member of the Financial Industry Regulatory Authority (“FINRA”), and the Securities Investor Protection Corporation (“SIPC”). Dynamic Capital offers various brokerage services to retail investors. For more information, please see [Dynamic Capital’s Form CRS – Customer Relationship Summary](#).

### **We have other financial services affiliates through common ownership or control:**

- 180 Degree Holding Company, LLC (“180 Degree Hold Co.”), the holding company of Dynamic Capital;
- Magellan Financial & Insurance Services, Inc. (“Magellan Financial”), an independent insurance marketing organization offering insurance solutions; and
- Foundations Legal, LLC (“Foundations Legal”), a professional services company providing legal services related to wealth management and estate planning.
- Alpha 1 Tax and Wealth Management, LLC (“Alpha 1”), a financial services company and licensed insurance agency offering tax and insurance solutions.
- Asset Preservation Tax & Retirement, LLC (“Asset Preservation”), a financial services company and licensed insurance agency offering tax and insurance solutions.
- Northern Alliance Financial, LLC (“NAF”), a financial services company offering tax and insurance solutions.
- Enhance Design Group, LLC (“EDG”), a company that designs and structures insurance products and other investment strategies.

**For additional information**, please see our [Form ADV, Part 2A](#) brochure, specifically Items 4, 7, and 10.

#### ***Conversation Starters: Ask us the following questions –***

- ✓ 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?

## **Fees, Costs, Conflicts, and Standard of Conduct**

### ***What fees will I pay?***

- For investment management services, you will pay an on-going **asset-based fee** billed at the end of each month or quarter for our services, based on the value of the cash and investments in your advisory account. Each account is also assessed an annual administrative and technology **fixed fee**. Our maximum advisory fee is 2.00% of assets under management and will cost approximately \$200 for every \$10,000 invested. Your individual advisory fee may vary and be lower. This asset-based fee will reduce the value of your account when it is deducted from your account. As you invest more assets with us, the amount of fees we collect will increase; therefore, we have an incentive to increase the assets in your account. You pay our **asset-based fee** even if you do not buy or sell any assets.
- We can provide a financial plan for a one-time **fixed fee or an hourly fee**. These fees are negotiable and can vary. Hourly fees range from \$100-\$500 per hour, depending on the type of service and complexity. Fixed fees typically range from \$100-\$5,000, depending on the type of service, complexity, and duration of service.
- You may pay a transaction fee when we buy and sell an investment for you. You may also pay fees to a broker-dealer or bank that will hold your assets (called “custody”). Other custodial fees may also apply to your account(s).
- Some investments (such as mutual funds and fixed insurance products) impose additional fees that will reduce the value of your investment over time. Also, with certain investments such as variable annuities, you may have to pay fees such as “**surrender charges**” to sell the investment.
- **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.** For more information, please see [Form ADV, Part 2A](#) brochure, Item 5.

**Conversation Starters:** Ask us the following questions –

- ✓ 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.*
  - ✓ We can make extra money by advising you to invest in certain investments, such as Insurance Products, because (a) they are issued, sponsored or managed by us or our affiliates, (b) third parties compensate us when we recommend or sell the investments, or (c) both. Your financial professional also receives more money if you buy these investments.
  - ✓ We can make extra money when you use certain brokerage services managed by our affiliates.
- Our interests can conflict with your interests. We must tell you about them in a way you can understand, so that you can decide whether or not you agree to them. As independent contractors, the amount paid to our financial professionals does not vary based on investments selected on your behalf.

**For additional information**, please see our [Form ADV, Part 2A](#) brochure, specifically Items 4, 7 and 10.

**Conversation Starters:** Ask us the following questions –

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

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

- Our financial professionals may be compensated in one or more of the following ways: The amount of client assets that we service, the time and complexity required to meet client’s needs, or the revenue the firm earns from our advisory services or recommendations.

### **Disciplinary History**

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

- Certain affiliates of our firm have reported disciplinary disclosures. Any such disclosure will be set forth in detail in your financial professional's Form ADV Part 2B Brochure, which he/she will provide to you.
- Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research your financial professional(s).

**Conversation Starters:** Ask us the following questions –

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

### **Additional Information**

- For additional information on our investment advisory services and to request a copy of the relationship summary, go to IAPD at [adviserinfo.sec.gov](http://adviserinfo.sec.gov) or to our website, [www.fiwealth.com](http://www.fiwealth.com).
- You can call us at (480) 626-2979 to request up-to-date information and request a copy of the relationship summary.

**Conversation Starters:** Ask us the following questions –

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