



Frequently Asked Questions About Our Client Relationship Summary

1. Given my financial situation should I choose an investment advisory service? Why or why not?

By bringing expert knowledge and professional attention to managing your investments, advisors can save you costly mistakes which arise from inexperience, lack of knowledge or inattention. More positively, advisors can help you form realistic realizable plans and can use their expertise to select the most cost effective and appropriate investments for realizing that plan. Overall they help you maximize the efficient investment of your wealth, thus building your wealth and helping you live a fuller richer life with greater economic security.

An advisor's ability to help you, however, is directly proportional to the funds you have to invest. If your funds are currently modest but are expected to increase it can make sense to get started with an advisor now to start your investing activity off on the right foot. But if your savings are limited and you have no intention of increasing them in the future, you will probably find working with an advisory service a poor use of your time.

2. How will you choose investments to recommend to me?

Lloyd Tevis Investments LLC is known for a highly personalized and highly disciplined investment process. Personalization means that investment selections are built around your personal goals and objectives and are designed to most efficiently deploy investment wealth per your requirements. Discipline means that a repeatable reasoned process is applied that delivers consistent results and not an erratic fly by the seat of the pants approach. Our investment philosophy emphasizes investing for the long term, minimizing costs and taxes, and selecting "portfolio building blocks" with well defined characteristics. We actively avoid short term trading strategies and investment fads because we find they fail to deliver (for most individual investors) the repeatable consistent results we seek.

3. What is your relevant experience, licenses and qualifications? What do those credentials mean?

Our investment process is the brain child of Nicolo G. Torre, PhD CFA. He holds a BA from Harvard College and a Ph.D. from the University of California at Berkeley. He also holds the Chartered Financial Analysts credential from the CFA Institute. This credential is the leading credential for investment professionals world wide. He worked for 12 years at the firm of Barra (now MSCI/Barra) where he rose to the position of Managing Director of Research – the leading investment position at the firm. As such he oversaw the development of the Barra Risk Model. This model is employed by investment professionals globally to manage in excess of \$100 Trillion in investment assets. After Barra Torre joined the firm of Greenwich Capital (now RBS Securities) as Sr Vice President of Algorithmic Trading. Here he led a proprietary trading desk which implemented medium and high frequency trading strategies in equities and currencies. After Greenwich, Torre joined the firm of ASI as Head of Research and Chief Investment Officer. This

firm, led by noted investment innovator Andrew Rudd, pioneered the application of quantitative investment methods to advising individual investors. Among its innovations it developed the first ETF strategies and the original digital advisor (also known as Roboadvisors.) From ASI, Torre went on to found the firm of Lloyd Tevis Investments which he leads as CEO. Lloyd Tevis Investments builds on his over thirty years experience in applying investment science to serve investors from the wealthiest families and institutions through the most aggressive traders to the most committed individuals. He finds that individuals face both the most multi-faceted investment issues and experience the consequences of their decisions most directly in their lives. They are thus both the most challenging and the most worthwhile community to serve.

4. Help me understand how 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?

Of the initial \$10,000 fees will consume \$100 and \$9,900 will be invested. To give another example, on a \$100,000 investment \$500 will be paid in fees and \$99,500 will go to investment.

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

We have gone to considerable lengths to avoid conflicts of interest between our clients and our firm. These measures include how we structure our business, how we supervise our staff and the code of ethics by which we practice our business. That said, there are certain unavoidable areas of potential conflict:

- 1) Like any business we charge for our services. In our case charges are based on a formula which considers the size of your investment assets. That fact gives us an incentive to see your investment wealth increase and to avoid wide swings in the amount of your wealth. Although that incentive exists, we do not act on it. Our advice to you is based on the data you provide concerning your circumstances and objectives. Data concerning what is beneficial to our firm is not part of our advice process.
- 2) Our advice process is realized through a certain computer system. Keeping that system functioning well and available to all clients may from time to time require us to take steps different from what particular clients might desire or consider to be in their best interest. We try to make such decisions in a thoughtful manner which minimize burden on our clients. Even past success in doing so, however, can not be a guarantee of future success.
- 3) Our regulatory license limits us to not more than 14 concierge clients. As a result we may need to refuse service to some clients desiring this level of service.

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

Offering investment services is subject to significant regulatory requirements. Firms and individuals may be disciplined for violations of regulations. Disciplinary measures are a matter of public record. The SEC website investors.gov/CRS may be used to check the disciplinary record of firms and individuals. Neither Lloyd Tevis Investments nor its staff have been subject to any disciplinary proceedings.

8. Who is my primary contact at the firm? Is he or she a representative of an investment advisor or a broker-dealer?

We employ a team service model where clients from a given geographic region are served by a team of professionals. You can reach your team by calling our support line at 415-237-1895. Some firms have both brokerage and investment advisory personnel on staff. We do not. All of our personnel are investment advisory personnel.

9. Who can I talk to if I have concerns about how my representative is treating me?

Understanding client complaints is an important priority at our firm. Please call the support number and request to speak with your service manager.