

# Garden State Investment Advisory Services

## Form ADV Part 3: Client Relationship Summary – June 30, 2020

Our firm is Garden State Investment Advisory Services, LLC (“GSIAS”). We are registered with the Securities and Exchange Commission as an investment adviser and provide investment advisory services to our clients rather than brokerage accounts and services. We offer brokerage services through our affiliate, Garden State Securities, Inc., and a client relationship summary for that firm is available at [www.gardenstatesecurities.com/reg-bi](http://www.gardenstatesecurities.com/reg-bi). You should carefully consider which types of accounts and services are right for you because there are differences. There are free and simple tools available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing. This document gives you a summary of the types of services we provide and how you pay for our services. Please ask us for more information. There are some suggested questions throughout this summary.

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

- GSIAS offers personalized investment advisory services to individuals, high net worth individuals, trusts, estates, corporations and other business entities. Specifically, we offer wrap fee programs, variable annuity accounts, and we also offer financial planning and consulting services. For wrap fee programs, you will pay us a monthly or quarterly fee based upon a percentage of the total value of your managed account portfolio. For financial planning/consulting services, you will pay us either a negotiated hourly or flat fee depending on the level of service required. For the annuity account services, you will pay us a monthly account fee based on the value of the assets in the Annuity Account.
- We offer nondiscretionary services where you may select investments or we may recommend investments for your managed account, but the ultimate investment decision as to your investment strategy and the purchase or sale of investments will be yours. We also offer discretionary services that allow us to buy and sell investments in your account without asking you in advance. In order to have discretionary services, you must sign an agreement with us in advance and our authority to act on your behalf is in effect until you ask that the arrangement ends.
- We offer you services to assist you in developing and executing your investment strategy based upon your stated investment objectives and goals, risk tolerance and other factors. Such information must be provided by you to your financial professional in order for him/her to make appropriate investment recommendations and implement suitable investment strategies to meet your stated goals and objectives. Our qualified custodians will deliver account statements to you each month in paper or electronic form.
- Our investment advice will cover a limited selection of investments. Other firms could offer a wider range of choices, some of which might have lower costs. We do not have any requirements to open or maintain an account, such as minimum size or investment amount.
- **For additional information**, please see the GSIAS Form ADV, Part 2A Brochure (Items 4 and 7) and the GSIAS Part 2A Appendix 1 (Items 4.A and 5), which can be found at the following link: [www.gardenstatesecurities.com/gsiias\\_adv](http://www.gardenstatesecurities.com/gsiias_adv).

#### **Conversation Starters:**

Given my financial situation, why should I choose investment advisory services? How will you choose investments to recommend for my account? What is your relevant experience, including your licenses, education, and other qualifications? Please explain what the abbreviations in your licenses are and what they mean.

### *What fees will I pay?*

- The amount paid to our firm and your financial professional generally does not vary based on the type of investments selected on your behalf. The asset-based fee reduces the value of your account and will be deducted from your account on a monthly or quarterly basis. A fee schedule is provided to all clients on your Account Agreement and on our Form ADV Brochure Part 2A and Part 2A Appendix 1 which is delivered to all clients upon opening an account and annually thereafter. You will also be charged additional fees, such as custodian fees, account maintenance fees, and account inactivity fees. A separate schedule of these miscellaneous charges (“Miscellaneous Charges”) is provided to you when you open an account, and can also be found at this link: [www.gardenstatesecurities.com/gsiias\\_adv](http://www.gardenstatesecurities.com/gsiias_adv).

You 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.

- Some investments such as mutual funds and variable annuities impose additional fees (e.g. surrender charges, management fees) that will also reduce the value of your investment over time at time or at sale. You should discuss this with your financial professional.
- Our fees vary and are negotiable between you and your financial professional. For example, the amount you pay us will depend on the amount of assets in your account and/or the types of services we provide to you. If you have a wrap account,

**Conversation Starter:**

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?

certain additional fees will be charged such as margin costs and charges imposed directly by a mutual fund or exchange traded fund, as well as others. Therefore, the wrap program asset-based fees are higher than a typical asset-based advisory fee. The more assets you have in your managed advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fees. You pay our fee monthly or quarterly even if you do not buy or sell.

### ***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 interests and not put our interests 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 offer incentives to certain financial professionals to increase their earnings when they achieve compensation thresholds.
- We receive economic benefits “soft dollars” from one of our custodians when we recommend their custodial services.
- We may refer clients to another investment adviser and receive a portion of that firm’s asset-based fees for the referral.

**Conversation Starter:**

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

**For additional information** on our conflicts of interest, please refer to the GSIAS ADV Part 2A Brochure and Part 2A Appendix 1, which can be found at the following link:

[www.gardenstatesecurities.com/gsias\\_adv](http://www.gardenstatesecurities.com/gsias_adv)

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

Our financial professionals receive a portion of the management fee that we charge you to manage your account. For financial planning and consulting services, our financial professional receives a portion of the charged hourly or flat fee. Our firm does not engage in any practice that favors one type of investment over another. We do not sell proprietary products, and we do not limit the type of customer that is solicited or the product, transaction, or strategy that is being recommended. We also do not participate in sales contests, sales quotas, bonuses, or provide non-cash compensation.

### ***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 your financial professionals.

**Conversation Starter:**

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

### ***Additional Information***

**Conversation Starter:**

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 on how this person is treating me?

For additional information about our financial professionals’ services, visit [Investor.gov](http://Investor.gov), the SEC’s Adviser Search website ([adviserinfo.sec.gov](http://adviserinfo.sec.gov)), our filed Form ADV Part 2A Brochure which is provided to all clients, and your account agreement. Our phone number is 732-280-6886 if you would like to receive additional information and a copy of this summary of our relationship. To report a problem to the SEC, visit [Investor.gov](http://Investor.gov) or call the SEC’s toll-free

investor assistance line at 800-732-0330. To report a problem to FINRA, you can call 301-590-6500. If you have a problem with your investments, account or financial professional, contact us in writing, Garden State Investment Advisory Services, LLC., attention: Compliance Department, 328 Newman Springs Road, Red Bank, New Jersey 07701