



## FIGURE INVESTMENT ADVISORS, LLC

### CLIENT RELATIONSHIP SUMMARY

### FORM ADV-CRS PART 3

JUNE 2020

## INTRODUCTION

Figure Investment Advisors, LLC (“FIA”, “we”, “our”) is a registered investment adviser with the U.S. Securities and Exchange Commission (“SEC”). FIA is owned by Figure Asset Management, LLC (“FAM”). FAM is ultimately owned by Figure Technologies, Inc.

Brokerage and investment advisory services and fees differ and that it is important for you to understand these differences. Free and simple tools are 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.

## RELATIONSHIPS & SERVICES

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

FIA offers investment advisory services primarily through the account you maintain with your broker-dealer, bank, investment advisory firm or other financial institution (“Financial Institution”). FIA does not custody or take possession of your assets. We monitor the securities held in your account(s) on an ongoing, continuous basis. We review your account at least monthly to ensure that your portfolio is consistent with the investment strategy selected by you as part of your overall investment plan. This review is a standard part of the asset-based fee you pay. You are responsible for informing us of any changes in your investment objectives and/or financial situation. FIA offers its services on a “discretionary” basis. In a discretionary account (a separately managed account), you grant FIA the authority to determine the securities to purchase or sell in that account. This discretion will remain in effect unless revoked by you.

FIA requires you to sign a written investment management agreement (the “Agreement”) that authorizes us to manage investments on your behalf. You may cancel the Agreement at any time with 30-days notice. FIA’s minimum account size is \$1 million, but we may accept accounts of lower values at our discretion. Please see the Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A or Items 4.A. and 5 of Part 2A Appendix 1) for details.

**Conversation Starters:** 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?

FIA fees are based on a percentage of the value of the overall assets at the Financial Institution with respect to which our recommendations are made. A management fee schedule for discretionary investment management services is included in our Form ADV, Part 2A Brochure (Item 5). The actual percentage amount you pay may be higher or lower than that shown on the schedule and are subject to negotiations. Generally, the management fee will be paid quarterly in arrears, based on the value of your average account balance during the quarter. FIA’s

management fees are exclusive of fees that your account may incur at the Financial Institution including brokerage commissions, transaction fees, custodial fees, exchange fees, SEC fees, transfer taxes, and wire transfer fees. In addition, you may be subject to a performance fee based on a share of capital gains on or capital appreciation of the assets in those accounts. Details regarding performance fees may be found in our Form ADV, Part 2A Brochure (Item 6) and are subject to negotiations.

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. Additional information can be found in our Form ADV, Part 2A Brochure (Items 5-6) which is available upon request.

**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?**

### **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 that means.

To avoid a conflict of interest between FIA and you, FIA prohibits principal securities transactions, between us and you without first obtaining the prior written approval of the compliance officer and your written consent. FIA will also not cross trade between your account and those of our other clients' accounts.

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

Additional information outlining potential conflicts of investment can be found in our Form ADV, Part 2A Brochure which is available upon request.

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

FIA employees are paid a salary and participate in a performance compensation plan which are based on an employee's individual and our company performance.

## **DISCIPLINARY HISTORY**

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

FIA does not have any prior disciplinary history. Please visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

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

For up-to-date information or to request a current a copy of the relationship summary, please contact Kenneth Chan, Chief Financial & Compliance Officer, at 628.236.5823 or [kchan@figureinvest.com](mailto:kchan@figureinvest.com).

**Conversation Starters: 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?**