

## Client Relationship Summary – December 2021

Ballentine Capital Advisors (“BCA”) is an investment adviser registered with the U.S. Securities and Exchange Commission. Investment advisory and brokerage services and fees differ; therefore, it is important for you to understand the differences.

Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about investment advisers, broker-dealers, and investing.

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

We offer investment advisory and hourly and financial planning services to individuals and high net worth individuals, including asset management and the selection and management of sub-advisors. As part of our standard investment management services, we review our clients’ accounts on an annual basis, or when conditions would warrant a review. Factors that trigger reviews include specific client request, changes in market conditions, a change in your goals and objectives, a change in employment, or a change in recommended asset allocation weightings.

We offer our asset management services on a discretionary basis. Discretionary asset management allows us the limited authority to buy and sell investments in your account without asking you each time a transaction is placed. With non-discretionary asset management, we provide investment recommendations but require your approval before placing trades for your account. Our level of authority is determined at the beginning of our relationship with you in our advisory agreement but can be changed upon request.

While we can advise on any investment asset, we generally do not limit the types of investment we utilize for clients, but consistently utilize exchange-traded funds, and open-end mutual funds. We may also utilize other securities, such as equity securities (stocks), corporate debt securities, certificates of deposit, variable investment company products, municipal or government bonds and real estate, hedge funds and private placements to achieve your investment objectives. As a condition for starting and maintaining a relationship, we generally impose a minimum portfolio size of \$350,000, which we may waive at our discretion.

**For additional information, please see our Form ADV Part 2A (with special emphasis on Items 4, 7, and 16) which can be found on our website at [www.ballentinecapital.com](http://www.ballentinecapital.com).**

#### ***Conversation Starters – Ask Your Financial Professional:***

Given my financial situation, should I choose investment advisory 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?***

**Principal Fees:** We are compensated by asset-based fees for our investment advice and sometimes also fixed or hourly fees for our financial planning services. Our asset-based fees range up to 2.00% annually, inclusive of any third-party money managers fees participating in the management of your account. The asset-based fee is charged monthly in arrears. The more assets in your advisory account, the more you will pay in fees, and therefore we may be incented to encourage you to increase the assets in your account. Hourly fees range from \$125 to \$500, and fixed fees range up to \$30,000 per financial plan depending on the services to be performed and the resources required to deliver them. Hourly and fixed fee clients are negotiable and are billed monthly in arrears as services are provided.

**Other Fees and Costs:** BCA’s fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which shall be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, and other third parties such as fees charged by managers, custodial fees, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange traded funds also charge internal management fees, which are disclosed in a fund’s prospectus. These fees will generally include a management fee and other fund expenses. All fees paid to BCA for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds and ETFs to their shareholders.

**Additional Information:** You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce the amount of money you make on your investments over time. Please make sure you understand

what fees and costs you are paying. **More detailed information about our fees and costs are included in our [Form ADV Part 2A \(Item 5\)](#).**

***Conversation Starter – Ask Your Financial Professional:***

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.

IARs of BCA are licensed insurance agents and can sell life, accident and other lines of insurance and will receive separate, yet typical commission compensation for the purchase of those products. While the IARs endeavor at all times to put the interest of the clients first, the receipt of additional compensation itself creates a conflict of interest. Clients are under no obligation to purchase insurance products through BCA's IARs. **These arrangements and additional information about other conflicts of interest are discussed in more detail in our Form ADV Part 2A.**

***Conversation Starter – Ask Your Financial Professional:***

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

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

BCA's IARs may be compensated through the receipt of a portion of revenue we receive for the advisory services we provide. The portion paid to your IAR generally does not vary based on the type of investments that are recommended. However, as described above, the IARs of the firm are also insurance agents. When acting in this capacity, they will earn commissions.

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

No. We invite you to visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our Firm and financial professionals.

***Conversation Starter – Ask Your Financial Professional:***

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

**We encourage you to seek out additional information about our investment advisory services in our Form ADV Brochure on [Investor.gov](http://Investor.gov) or [adviserinfo.sec.gov](http://adviserinfo.sec.gov) (CRD #140913). Alternatively, you can call BCA at 864-322-6046 to speak with us directly to request up-to-date information and request a copy of the relationship summary.**

***Conversation Starters – Ask Your Financial Professional:***

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?