

# Customer Relationship Summary

Helping you make an informed decision

Form CRS

## Introduction

Powell Investment Advisors, LLC (PIA, Firm, we, or us) was established in 2012 and is registered with the Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ, and it is important for the retail investor to understand the differences. Free and simple tools are available for you to use at [Investor.gov/CRS](https://investor.gov/CRS), a website maintained by the SEC. These tools can provide you with educational materials about broker-dealers, investment advisers, and investing.

- Terms to know**
- A **broker-dealer** is a firm that acts as an intermediary between buyers and sellers of securities for which they will usually receive a commission and may purchase or sell those securities in/out of their own account.
  - An **investment adviser** is generally any person or group that provides investment advice or conducts securities analysis in exchange for a fee.

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

PIA offers investment advisory services to retail investors giving continuous advice based on the client's individual needs. PIA offers Portfolio Management Services, Financial Planning Services, and a Wrap Fee Program. Information on clients will be gathered through in-depth personal interviews and reviews of personal financial information. As part of our standard service, we are responsible for performing periodic reviews and consulting with you at least annually.

PIA provides its clients discretionary account ("Account") management services tailored to each client's individual needs. In a discretionary account, the Adviser will have the authority to determine which securities are bought and sold without prior consultation with the client. Discretion is exercised in a manner consistent with the client's stated objectives, and any restrictions the client provides in writing. Discretionary authority is provided as part of the Client Agreement.

### Conversation Starter

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?

**Additional information** about services provided can be found on the company's website at [PowellInvestmentAdvisors.com](https://PowellInvestmentAdvisors.com) and on PIA's ADV Disclosure Brochure (Items 4, 7, 13, 16 of Form ADV Part 2A).

## What fees will I pay?

For advisory services, PIA charges most retail clients an annualized asset-based fee, calculated and billed quarterly in advance, and are based on the value of your portfolio at the end of the preceding quarter. The actual fees you will pay are outlined in the Investment Advisory Agreement between you and PIA. As the sole investment manager to the CEF Total Return Opportunity Fund LP (the "Fund") PIA is paid a performance fee. If a client of PIA's is invested in the Fund, PIA will **not** receive an advisory fee on that investment but will receive the management fee and the performance fee as manager of the Fund.

### 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?

We have a \$10,000 minimum annual fee requirement (\$2,500 billed quarterly), which may be waived or reduced if we feel circumstances are warranted. Accounts with portfolio values that fall below \$1,000,000 will be subject to this minimum annual fee, which can exceed our highest published 1.00% Annual Fee Rate (e.g., a managed account of \$500,000 with a minimum annual fee charge of \$10,000, will translate into an annual fee rate of 2.00%).

Aside from the fees we charge you for providing investment advice, you may have to pay other fees related to brokerage or investment advisory services. Fees can be charged directly or indirectly. Direct fees can include transaction fees and account maintenance fees (including IRA fees) charged by the custodian of your accounts; prime broker fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer, and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Indirect fees can include internal management fees (including 12b-1 fees and annual fund operating expenses) charged by mutual funds and exchange-traded funds, which are disclosed in a fund's prospectus.

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** about fees is available in PIA's ADV Disclosure Brochure (Form ADV Part 2A, Item 5 and 6).

### **What are your legal obligations to me when acting as my investment adviser? How else does the firm make money, and what conflicts of interest do you have?**

When we act as your investment adviser, we must 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 is an example to help you understand what this means.

#### **Conversation Starter**

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

- PIA primarily earns fees based on the amount of assets we manage. Therefore, we have a financial incentive to encourage you to transfer assets to PIA. This includes a recommendation to rollover your retirement plan.
- As the sole investment manager to the CEF Total Return Opportunity Fund LP (the "Fund") PIA is paid both a management and performance fee. This creates a conflict and incentive to recommend the Fund to our clients.

Notwithstanding these potential conflicts, we strive to serve your best interest and maintain our fiduciary responsibility by making you aware of circumstances that could adversely affect the management of your account(s).

**Additional information** about these conflicts can be found in PIA's ADV Disclosure Brochure (Form ADV Part 2A; Items 5, 6 and 10).

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

Our financial professionals are paid a quarterly distribution that is equal to one-fourth of their base compensation. Financial professionals that are equity owners are paid quarterly distributions equal to their percentage of the quarterly profits. Quarterly profits are calculated by subtracting all expenses, including base compensation from total fees.

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

No. For a free and simple search tool to research the Firm and our financial professionals, visit [Investor.gov/CRS](https://www.investor.gov/CRS).

#### **Conversation Starter**

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

### **Where can I find additional information?**

**Additional information** about services provided can be found on the company's website at [PowellInvestmentAdvisors.com](https://PowellInvestmentAdvisors.com) and in PIA's ADV Disclosure Brochure (Form ADV Part 2A).

You can always ask your financial advisor for more information and request a copy of this relationship summary at (786) 470-3480.

#### **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 about how this person is treating me?