

WESTWOOD ADVISORS, L.L.C.

ADV PART 3: Form CRS Disclosure

June 2020

Westwood Advisors, L.L.C., a Nebraska limited liability company, doing business as Westwood Wealth Management, is an SEC-registered investment adviser and wholly owned subsidiary of Westwood Holdings Group, Inc. Fees for investment advisory services and management services differ, and 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 retail clients separate account strategies of our affiliate, Westwood Management Corp. (WMC), using model portfolios and allocation models of mutual funds and exchange-traded funds in our Direct Advisory Program. Advisory services offered through the Direct Advisory Program are individually tailored to clients' needs through initial and ongoing consultation between a WA representative and the client, and through coordination and customization in the relationship with WMC. The investment minimum in the Direct Advisory Program is generally \$500,000. We also offer discretionary advisory services through our Westwood WealthCoach program, an online automated advisory platform. Advisory services offered through WealthCoach are individually tailored to clients' needs through an initial suitability and risk tolerance screen, automatic portfolio rebalancing and oversight by a WealthCoach representative. WealthCoach clients are assigned an asset allocation model corresponding to one of five risk levels with progressively higher risk tolerances and longer investment time horizons. The investment minimum in the WealthCoach program is generally \$25,000. We also offer financial planning and consultative services to retail clients. The models in the Direct Advisory Program and WealthCoach are overseen by our Asset Allocation Committee and our Investment Oversight Committee, which meet at least quarterly and are responsible for selecting investments and rebalancing the allocation models.

FOR ADDITIONAL INFORMATION, see 1) ADV 2A Item 4 – Advisory Business and Item 7 – Types of Clients and 2) the Wrap Fee Program Brochure (Part 2A Appendix 1 of Form ADV) Item 4 – Services, Fees and Compensation, and Item 5 – Account Requirements and Types of Clients for more information.

- Ask your financial professional: Given my financial situation, should I choose an investment advisory service? If so, why?
- Ask your financial professional: How will you choose investments to recommend to me?
- Ask your financial professional: What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

What fees will I pay?

We generally charge a flat annual management fee of 0.85% on accounts with assets of over \$2,000,000 and of 0.95% on accounts with assets of \$2,000,000 or less. Some Direct Advisory clients may qualify for our Sensible Fees™ pricing that uses a flat annual fee, generally 0.20%, and a performance-based fee, generally capped at 1.0% payable only when there are positive returns. Our fee includes fees for strategies managed by WMC but Direct Advisory Program clients will incur trading and custody fees, which will be billed directly to the client's account. Clients in the WealthCoach program pay an annual fixed fee of 0.50% on the portfolio assets, including dividends and accrued interest, but excluding mutual funds managed by WMC. The WealthCoach management fee is a "wrap" fee which includes typical trading and custody expenses associated with the account. As such, the wrap fee may be higher than fees you may pay for other brokerage products and services. Generally, financial planning and related services are provided as an additional service to existing clients of the Direct Advisory Program at no additional charge. Clients requiring customized and comprehensive financial planning services may incur an additional fee for these services which is negotiable. Your agreement with us establishes how management fees are charged. Generally, you will pay fees quarterly in advance. In

your agreement, you authorize us to direct your custodian to debit fees payable. Management fees increase with the value of the assets in your account.

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.

FOR ADDITIONAL INFORMATION ABOUT OUR FEES, see our ADV Part 2A Item 5 – Fees and Compensation and the Wrap Fee Program Brochure (Part 2A Appendix 1 of Form ADV) Items 4 – Services, Fees and Compensation.

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 is an example to help you understand what this means:

A recommendation or decision by us to invest your asset in a mutual fund managed by WMC or an investment strategy provided by WMC would pose a conflict of interest because it would result in additional revenue and assets under management for us and for WMC, and may factor into the level of discretionary bonus an adviser may receive.

An investment adviser's fiduciary duty consists of a duty of care and a duty of loyalty, which means that we must act in your best interest at all times during the course of the relationship and we may not subordinate your interests to those of our own. Accordingly, we have adopted a Code of Ethics for all supervised persons of the firm, which describes our standards of conduct and fiduciary duty to our clients.

FOR ADDITIONAL DETAILS ABOUT OUR POTENTIAL CONFLICTS OF INTEREST WITH RETAIL CLIENTS AND OUR CODE OF ETHICS, see our ADV Part 2A, Item 10 and Item 11, respectively.

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?

We compensate our financial professionals with a salary and a discretionary bonus, which is generally determined based on new account generation and account retention. Our financial professionals are not paid commissions, and fees are the same regardless of your asset allocation.

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

No. Please go to [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research our financial professionals.

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

ADDITIONAL INFORMATION ABOUT US: Our fiduciary duty to clients and the services we offer are provided in our ADV 2A and 2B, as well as our Wrap Fee Program Brochure (Part 2A Appendix 1 of Form ADV), which are available at <https://adviserinfo.sec.gov/firm/summary/132162>. You can request a copy of Form CRS and up-to-date information about us by calling 214.756.6900.

