

Gates Investment Advisors LLC. (GIA) Is an investment advisory firm registered in the State of Indiana and Texas. There are other financial services professionals with various services and fees who can help with financial investments. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisors, and investing.

“What investment services and advice can you provide me?”

GIA offers investment advisory services to clients, which includes determining funds to buy and sell, determining when to buy and sell, evaluating risk of your investments, identifying tax consequences of accounts, and discussions with you about your individual financial situation. GIA tries to monitor all accounts personally at least weekly but maybe daily to determine if rebalancing is needed. GIA offers discretionary asset management services to advisory clients. GIA will offer clients ongoing portfolio management services through determining individual investment goals, time horizons, objectives, and risk tolerance. Investment strategies, investment selection, assets allocation, portfolio monitoring and the overall investment program will be based on client’s specific financial situation. Client may limit or request specific investments to advisor. Advisor may or may not be able to handle specific client requests. GIA only uses funds that clients can research and track individually as desired. GIA has no minimum account size or investment amount. More information is contained in items 4 thru 8 in the ADV Part II available on request.

“Given my financial situation, should I choose an investment advisory service?”

When GIA acts as your investment adviser, GIA fees cover conversations about taxes, budgeting, retirement income planning, some estate planning issues, and investments. GIA wishes to meet with all clients 3-5 times per year. If you want to work closely with an advisor to understand what you have, where it is, and why is it there, then use an investment advisory service.

“How will you choose investments to recommend to me?”

GIA compares 50,000+ funds on a routine basis by category. GIA uses up to 32 separate investment categories to diversify investments based on each client’s goals and objectives. No two clients have the same allocations. GIA bases each client’s allocation on a customer survey and conversations with the client.

“What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?”

The owner, Gary Gates is an investment advisor representative with a Series 65 license. Gary has an accounting and finance degree from Purdue University, and 13 years of experience helping individuals with their financial goals and objectives. Before becoming an investment advisor, Gary had 30 years of business management experience with 17 years as a Chief Financial Officer in charge of 401k’s, health insurance, life insurance, and all other benefits.

“What fees will I pay?”

Fees are based on the value of the assets held in each account. Custodial fees, if any, are charged separately by the custodian.

For The Portion of the Account Value That Is At Least But Less Than	Tier	Client Fee for Assets At This Tier Is
Up to \$150,000	1	1.20%
\$150,000 - \$400,000	2	1.00%
\$400,000 - \$750,000	3	.75%
\$750,000 - \$1,000,000	4	.50%
\$1,000,000 - \$3,000,000	5	.35%
\$3,000,000 - \$10,000,000	6	.25%
\$10,000,000 - \$999,000,000	7	.20%

Fees are billed quarterly in arrears based on the amount of assets managed as of the close of business on the last business day of each quarter. Lower fees for comparable services may be available from other sources. A conflict of interest may arise as the firm may have an incentive to encourage the client to increase the assets in the accounts. Each fund used will have an annual expense fee to operate the fund. This may lower the returns of the client. GIA recommends custodians that have no annual fee and no transaction fees on Exchange Traded Funds.

“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.”

“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?”

The entire \$10,000 will be invested. At the end of each quarter advisory fees will be deducted from your account per the schedule on the previous page. Approximately \$30.00. Maybe higher or lower due to change in account balance.

If GIA receives and invests \$1,000,000, at the end of each quarter advisory fees will be deducted from your account per the schedule on the previous page. Approximately \$2043.75. Maybe higher or lower due to change in account balance.

“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 GIA acts as your investment adviser, GIA is required to act in your best interest and not put our interest ahead of yours. At the same time, the way GIA makes money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the advice, we provide you. Here are some examples to help you understand what this means.” GIA does not use any proprietary products. GIA does not receive any third-party payments or revenue on recommended or sold investments. GIA does not buy or sell investments to clients from our own accounts. GIA may recommend but never require, appropriate insurance products to fit specific financial situations.

“How do your financial professionals make money?”

Gary Gates receives the net income from GIA after paying all rent, insurance, maintenance, fees, etc. Gary Gates also owns Gates Financial Services, LLC. (GFS). GFS charges to complete and file tax returns. GFS offers commission-based insurance products. No insurance product has been sold that GFS would make more in commissions than GIA would make in investment fees over a 10-year period. Fees are disclosed before purchase as requested by client.

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

NO, legal or disciplinary actions have ever been brought against GIA. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/crs).

To receive this relationship summary by email, regular mail, or in person please contact:

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