

## Introduction

**Hoisington Investment Management Company** is an Investment Adviser registered with the U. S. Securities and Exchange Commission. Brokerage and Investment Advisory services and fees differ, and it is important for retail investors to understand the differences. In addition to the information in this Relationship Summary, free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

Although our client base is primarily institutional, we offer customized, separately managed fixed income advisory services to retail investors. Your account(s) with us will be limited to U.S. Treasury securities which can be customized to your specific requirements including income and maturity. We take **discretionary** trading authority of your account which means that we have the authority to buy and sell securities for you without your prior consent. We also take **discretionary** authority in selecting the specific broker-dealer to execute your trades. This means we select the broker-dealers who will price and settle the bonds we buy and sell for you.

As part of our standard services, our **continuous monitoring** includes a daily review of the activities in your account, and monthly reports detailing your performance, valuation and transactions. We also make ourselves available to discuss your account with you at your request.

In addition to managing separate accounts, we are the sub-adviser to the Wasatch-Hoisington U.S. Treasury Fund, a mutual fund offered by [Wasatch Global Investors](#).

**Account Minimums:** The minimum amount required to open a separately managed account is \$1 million. The minimum amount required to open an account with the Wasatch-Hoisington U.S. Treasury Fund is \$2,000.

**Additional Information.** Please see Items 4,5,7,8 and 16 of our [Form ADV, Part 2A](#).

**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?*

### *What fees will I pay?*

We are compensated for our investment advisory services on a percentage of assets under management (charged quarterly). We do have a minimum quarterly fee specific to each account as well. The more assets there are in your account, the more you will pay in fees and we may therefore have an incentive to encourage you to increase the assets in your account. Fees paid to us for investment advisory services are separate and distinct from additional fees and expenses charged to your accounts and investments, such as mark-ups and mark-downs (e.g. dealer spreads) custodial fees and wire transfer and electronic fund processing fees. 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:** For more information, please visit and see Items 5, 6, 12 & 14 in our [Form ADV, Part 2A](#)

**Conversation Starters:** *Help me understand how these fees and costs might affect my investments. If I give you \$1,000,000 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 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. For example, since our firm charges fees on assets under management we have an incentive to recommend that you invest money with our firm. While that might be good advice for the use of your money, it may not be the most appropriate or best advice for your situation.

**Additional Information:** For more information on conflicts of interest, see Items 4, 10, 11, & 12 of our [Form ADV, Part 2A](#)

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

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

Our financial professionals are compensated through a combination of salary and bonus. Bonuses are discretionary and are based on the overall profitability of the firm.

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

No. We encourage you to seek out additional information. Visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research our firm and financial professionals.

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

If you have any questions about our investment advisory services or if you wish to request a copy of the relationship summary, you can call us at 512-327-7200 or toll-free at 800-922-2755.

**Additional information** about us is also available on the SEC's website at <https://adviserinfo.sec.gov>

**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?*