

# **Williams Capital Management Company**

## **Relationship Summary**

**Date: June 1, 2022**

### **Item 1. Introduction**

Williams Capital Management Company is registered with the Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services and fees differ and it important for the retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at <https://www.investor.gov/CRS>, which also provides educational materials about broker-dealers, investment advisers, and investing.

### **Item 2. Relationships and Services**

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

Williams Capital Management Company provides investment advisory services to retail investors (although we are not currently taking new clients). The principal services we make available to retail investors are discretionary account management services and non-discretionary advice with respect to overseeing accounts managed by others. We monitor retail investors' investments on a weekly basis. Investment monitoring is offered as part of our standard services. Unless otherwise agreed, we take discretionary authority and make investment decisions and trades for your designated accounts. You may impose limitations on our discretion, for instance by directing us not to trade shares with significant unrealized gains or losses, or by requesting investment in securities with designated maturities. We also offer non-discretionary services, such as overseeing the performance of other investment professionals; in these circumstances, we do not make the ultimate decision regarding the purchase or sale of investments; such decisions are made by such other investment professionals. We do not offer any proprietary products, and do not limit our advice to a menu of products or types of investments. We generally require that retail investors have a minimum account size (across all accounts we manage for them) of \$500,000 in order to open or maintain an account or establish a relationship with us, although we may make exceptions to this requirement in our discretion.

**Questions to ask us:** *"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?"*

### **Item 3. Fees, Costs, Conflicts, and Standard of Conduct**

#### **What fees will I pay?**

The principal fee and cost that retail investors will incur for our investment advisory services is a fee equal to a percentage of the value of the assets in the accounts that we manage or oversee for you. This fee is assessed quarterly in advance and usually withdrawn with your permission from

the accounts we manage for you. We do receive fees based on the value of the assets in the accounts we manage, and such fees are payable even if the account's value declines (although the amount of the fee will also decline when the value of the account declines). The more assets there are in a retail investor's advisory account, the more a retail investor will pay in fees, and we may therefore have an incentive to encourage the retail investor to increase the assets in the retail investor's account.

We do not take wrap fee program fees or enter into other direct fee arrangements unless a direct fee arrangement is specifically negotiated at a client's request. We do not charge or receive custodian fees, account maintenance fees, fees related to mutual funds and variable annuities or other transactional fees and product-level 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.

**Questions to ask us:** *"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?" "How might your conflicts of interest affect me, and how will you address them?" "How do your financial professionals make money?"*

Our sole financial professional is also our sole owner and sole employee. His compensation is commensurate with the fees we receive from our clients, less operational expenses. He does not receive non-cash compensation. He is therefore incented to increase client account value, through positive investment returns or by encouraging clients to add funds to their account balances.

Thus, the amount of client assets our sole financial professional services; the time and complexity required to meet a client's needs; and the revenue we earn from our clients contribute to the compensation received by our sole financial professional.

#### **Item 4. Disciplinary History**

**Question to ask us:** *"Do you or your financial professionals have legal or disciplinary history?"*  
No. Visit <https://www.investor.gov> to research us and our financial professionals.

#### **Item 5. Additional Information**

**Questions to ask us:** *"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?"*

**You can find additional information about our investment advisory services and request a copy of this Relationship Summary by calling Dave Williams at (847) 256-5565.**