

Aft, Forsyth & Sober
Customer Relationship Summary - September 2021

Item 1. Introduction

Aft, Forsyth & Sober (“AFS”) is an investment adviser registered with the U.S. Securities and Exchange Commission. Investment advisory and brokerage services and fees differ; therefore, it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals (also referred to as Investment Adviser Representatives; “IARs”) at Investor.gov/CRS, which also provides educational materials about investment advisers, broker-dealers, and investing.

Item 2. Relationships and Services

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

Description of Services and Monitoring

We provide investment advisory services to retail investors including asset management. For clients to whom we provide asset management services, we offer fee plus transaction accounts which we monitor as part of an ongoing process. AFS will generally provide clients a formal account review on a quarterly and annual basis. Client reviews can occur either verbally or via written communication. Triggering factors that may stimulate a review include, but are not limited to, significant market corrections, large deposits or withdrawals from an account and/or the client’s request for an additional review.

Investment Authority

AFS offers our asset management accounts on both a **discretionary** and **non-discretionary** basis. Discretionary asset management allows us the limited authority to buy and sell investments in your account without asking you each time a transaction is placed. With non-discretionary asset management, we provide investment recommendations but require your approval to proceed. You make the ultimate decision regarding the purchase or sale of investments. Our level of authority is determined at the beginning of our relationship with you in our advisory agreement but can be changed upon request.

Investment Offerings

While we can advise on any investment asset, our investment recommendations are primarily related to investments in U.S. equity securities, U.S. government/agency bonds, exchange-traded equity and bond securities, and cash and cash equivalents. The typical client generally has an investable net worth of \$25,000,000 to open and maintain an advisory account. However, this minimum may be waived at the discretion of AFS.

Additional Information

For additional information, please see our ADV Part 2A (with special emphasis on Items 4, 7, and 16 of Part 2A).
<https://adviserinfo.sec.gov/firm/summary/162858>

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?

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

“What fees will I pay?”

AFS’s fees are based on the type(s) of service(s) we provide.

For asset management, the fee for portfolio management services is billed monthly in arrears based on the asset value at the end of the month. The fee is charged as a percentage of your assets that we manage. The more assets there are in your advisory 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 may be assessed on a pro rata basis in the event the portfolio management agreement is executed at any time other than the first day of a month. The payment of fees for portfolio management services will be made via a direct debit by the qualified and independent custodian holding the clients’ funds and securities. AFS’ fees for portfolio management services, are subject to negotiation, and are based upon the complexity of the account and the client goals and objectives. Therefore, clients with similar assets under management and investment objectives may pay higher or lower fees than other clients.

AFS charges each account a flat/non-graduated management fee based upon the value of the account, which may be grouped by relationship. Fees may be adjusted and are based on several factors: the Long-Term Asset Allocation, complexity of the account structure, investment strategy employed, Long Term account goals and objectives and whether the account is discretionary or non-discretionary, and other factors that are requested by the client. Fees are based on the Investment Strategy Employed, the “Line in the Sand” or Flexible Asset Allocation Strategy and the Long-Term Asset Allocation Goal and Objective. Investment accounts/allocations are monitored on a monthly/weekly/daily basis depending on market conditions.

* Consider asking your financial professional these questions.

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Other Fees and Costs: Some investments, such as mutual funds and ETFs, impose additional fees that will reduce the value of your investments over time. Those fees may include fund expenses. You may also pay other fees to the custodian of your assets. These include, but may not be limited to, trading fees, wire fees, or other miscellaneous fees.

Additional Information: You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce the amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. More detailed information about our fees and costs are included in our ADV Part 2A (Item 5).

<https://adviserinfo.sec.gov/firm/summary/162858>

Conversation Starters*

- 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 are some examples to help you understand what this means.

For example, our primary custodian for retail investors provides certain services or other investment management tools without charge for maintaining client assets with them. The receipt of such economic benefits in and of itself creates a potential conflict of interest and may indirectly influence our choice of a particular custodian for custody and brokerage services. To address these potential conflicts of interest, we have developed and implemented a Compliance Program, which includes a review of the services and execution quality we receive from the custodians we recommend.

We only generate revenues from our asset management services as described above.

Conversation Starter*

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

These arrangements and additional information about other conflicts of interest are discussed in more detail in our ADV Part 2A. <https://adviserinfo.sec.gov/firm/summary/162858>

“How do your financial professionals make money?”

As an independently owned investment adviser, our owners receive compensation based on the revenues generated by our firm for its advisory services.

Item 4. Disciplinary History

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

Yes – We invite you to visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research our Firm and IARs.

Conversation Starters*

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

Item 5. Additional Information

We encourage you to seek out additional information about our investment advisory services in our Form ADV Brochure on [Investor.gov](https://investor.gov) or adviserinfo.sec.gov. Alternatively, you can call AFS at (813) 684-9218 to speak with us directly and request a copy of this relationship summary.

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?

* Consider asking your financial professional these questions.