

**KARPAS STRATEGIES**  
INVESTMENT MANAGEMENT

**ADV Form 3 Customer Relationship Summary (CRS)**  
**June 2, 2020**

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**Item 1. Introduction**

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There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you. This CRS document is required by the Securities and Exchange Commission (SEC) and gives you a summary of the types of services we provide and the fees and costs you will incur. Karpas Strategies, established in 1994, is a registered Investment Adviser with the SEC. **We provide advisory accounts and services rather than brokerage accounts and services.** There are some suggested questions for you to consider throughout this document. Please ask us for more information. It is important for you to understand that investment advisory and brokerage services and fees are different. Free and simple tools are available to learn more about firms and financial professionals at [www.Investor.gov/CRS](http://www.Investor.gov/CRS).

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**Item 2. Relationships and Services - *What investment services and advice can we provide you?***

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Karpas Strategies offers to its retail investors (individuals, trusts, and estates) investment advisory services. Karpas Strategies does not hold itself out as providing financial planning, estate planning or insurance planning services. However, to the extent specifically requested by a client, Karpas Strategies *may* provide limited consultation services to its investment management clients on investment and non-investment related matters, such as estate planning, tax planning, insurance, etc. Karpas Strategies shall not receive any separate or additional fee for any such consultation services. For more information, see Items 4 and 7 of our [Form ADV Part 2A Brochure](#).

- If you open an advisory account with Karpas Strategies, you will pay an on-going **asset-based fee** at the beginning of each quarter for our services, based on the value of the cash and investments in your advisory account. Karpas Strategies generally requires a minimum account value of \$1,000,000 for investment advisory services. Karpas Strategies, in its sole discretion, may charge a lesser investment management fee and/or reduce or waive its minimum asset requirement based upon certain criteria (i.e., anticipated future earning capacity, anticipated future additional assets, dollar amount of assets to be managed, related accounts, account composition, negotiations with client, etc.).
- We will offer you advice on a regular basis. We will discuss your investment goals, design with you a strategy to achieve your investment goals, and regularly monitor your account. We will provide you (by email or hard copy) with a portfolio update at least quarterly, and be available by phone, email, or in person to discuss your portfolio as needed.
- If you engage us as your investment manager, we will buy and sell investments in your account without asking you in advance (defined as a “discretionary account”). Retail investors who engage Karpas Strategies on a discretionary basis may, at any time, impose restrictions, in writing, on Karpas Strategies’ discretionary authority (i.e., limit the types/amounts of particular securities purchased for their account, exclude the ability to purchase securities with an inverse relationship to the market, limit or proscribe Karpas Strategies’ use of margin, etc.).
- Our investment advice will cover a limited selection of investments. Other firms could provide advice on a wider range of choices, some of which might have lower costs.
- We are held to a fiduciary standard that covers our entire investment advisory relationship with you. For example, we are required to monitor your portfolio, investment strategy, and investments on an ongoing basis.

**Conversation Starters:**

Given my financial situation, should I choose an investment advisory service? Why or why not?

How will you choose investments for my portfolio?

What is your relevant experience, including your licenses, education and other qualifications?

What do these qualifications mean?

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**Item 3. Fees, Costs, Conflicts, Standard of Conduct - *What fees will you incur, and how are our investment advisors compensated?***

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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.

- The amount paid to Karpas Strategies and the investment advisor directly managing your assets generally does not vary based on the type of investments we select on your behalf. The asset-based fee reduces the value of your account and will be deducted from your account unless you prefer to pay your fee directly.

### Item 3. (Cont'd)

- Our annual advisory fee is based upon a percentage (%) of the market value of the assets placed under Karpas Strategies' management as follows: First \$5 million in assets is 1.00%; the next \$10 million is 0.75%; and assets over \$15 million are charged 0.75% for the first \$15 million and 0.50% for additional assets. The amount of your fee will depend on the amount of assets in your account.
- You may also pay fees to a broker-dealer or bank that will hold your assets (called "custody"). Broker dealers such as *Schwab* may charge brokerage commissions and/or transaction fees for effecting certain securities transactions. Some investments (such as mutual funds) impose additional fees that will also reduce the value of your investments over time. These fees and charges are in addition to our management fee. Please see Item 5 of our [Form ADV Part 2A Brochure](#).

#### **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?

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**Our Obligations to You** - *We must abide by certain laws and regulations in our interactions with you.*

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#### **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. Here are some examples to help you understand what this means:*

- A potential conflict of interest is that employees of Karpas Strategies can own, buy, or sell securities that are also recommended to clients. Karpas Strategies maintains a Code of Ethics, which serves to establish a standard of business conduct for all Karpas Strategies' employees. Please see Item 11 (Code of Ethics, Participation or Interest in Client Transactions and Personal Trading) of our [Form ADV Part 2A Brochure](#), which we provide to you prior to engaging our services. It can also be found at [www.Investor.gov](http://www.Investor.gov).
- The more assets you have in the advisory account, including cash, the higher your fees will be. We therefore have an incentive to increase the assets in your account to increase our fees. You pay our fee quarterly even if we do not buy or sell investments. Please see Item 11 of our [Form ADV Part 2A Brochure](#).

#### **How do your investment professionals make money?**

All Karpas Strategies' employees are compensated based on salary, discretionary annual bonus, and a portion of the Firm's profitability each year through our 401(k) Profit Sharing Plan. You should discuss your investment professional's compensation directly with your investment professional.

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

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Karpas Strategies nor any of its employees has been the subject of any disciplinary actions. Please visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS) to research our firm and our investment professionals. We also encourage you to ask your investment professional: *As an investment professional, do you have any disciplinary history? If so, for what conduct?*

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

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For additional information on our advisory services, please see [Karpas Strategies' Form ADV Part 2A Brochure](#). It can be found at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) or on our website at [www.karpasonline.com](http://www.karpasonline.com).

To report a problem to the SEC, visit [www.Investor.gov](http://www.Investor.gov) or call the SEC's toll-free investor assistance line at (800) 732-0330. If you have any questions pertaining to this Form CRS or would like to request a copy of our Form CRS, please contact Karpas Strategies' Chief Compliance Officer, Matthew Karpas, at (212) 223-7280.

#### **Conversation Starters:**

Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer?