

# Alan B. Lancz and Associates, Inc. - Client Relationship Summary

## November 19, 2021

### INTRODUCTION

Alan B. Lancz and Associates, Inc. ("our," "we," or "us") is an investment adviser registered with the U.S. Securities and Exchange Commission ("SEC"). Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. While we are not a broker-dealer nor are we affiliated with a broker-dealer, some of our financial professionals are registered with Crescent Securities Group, Inc. ("Crescent Securities"), an SEC registered broker-dealer. Your financial professional may offer you investment advisory services through us or brokerage services through Crescent Securities. The fees that we and Crescent Securities charge for these services are different and it is important that you understand the differences. Your financial professional may earn additional transaction-based compensation and have additional conflicts of interest as a result of providing brokerage services through Crescent Securities. You are encouraged to learn more by reviewing Crescent Securities' relationship summary and having a discussion with your financial professional. 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?

We offer personalized investment management services to retail investors by giving you continuous advice and making investments for your account based on your individual investment goals. We also offer financial planning services and will provide you with a written financial plan. When managing your account, we may utilize asset types such as equities, fixed income, real estate, currencies and commodities. As a standard part of our investment management services, we monitor the investments in your portfolio on a continuous basis. We will contact you (by phone or e-mail) at least annually to discuss your portfolio and to see if there are any changes in your financial circumstances and investment guidelines. We provide investment management services on a discretionary basis only which means that we are allowed to buy and sell investments without asking you in advance. In order for you to establish an investment management relationship with us for our individual portfolio wealth management services, we require a minimum account size of \$500,000, although we may waive this requirement under certain circumstances. There are no account minimums for any other services that we offer.

For additional information regarding our services you can refer to Items 4, 7, and 8 of our Form ADV 2A brochure found here: <https://adviserinfo.sec.gov/firm/summary/105363>

*Some questions that may be helpful for you to ask us about our services:*

- *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 charge an asset-based fee for our investment management services quarterly paid in advance and a fixed fee for our financial planning services with fifty percent (50%) typically due upon commencement of the service with the balance due upon completion of the service. Financial planning services can also be completed on an hourly basis. In regard to our asset-based fee, the more assets that are in your account, the more you will pay in fees and therefore, we may have an incentive to encourage you to increase the assets in your account.

In addition to our advisory fees, you may be responsible for paying some or all of the following types of fees:

- Fees paid to the custodian that holds the assets in your account
- The fees paid to managers of the mutual fund(s) that are selected for your account
- Transaction fees when an investment is bought or sold for your account

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 investment over time. Please make sure you understand what fees and costs you are paying.

For additional information regarding our services you can refer to Item 5 of our Form ADV 2A brochure found here: <https://adviserinfo.sec.gov/firm/summary/105363>

*A question that may help you understand how these fees and costs might affect your 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 is an example to help you understand what this means:

We manage pooled investment vehicles (the “Funds”) where we receive compensation to manage the assets of those Funds. We may recommend you invest in these Funds if you meet certain criteria. This creates a conflict as the compensation received gives us an incentive to recommend these products based on the compensation rather than on the client’s needs. We may also recommend you invest (subject to certain criteria) in limited liability companies that are offered through an affiliate of ours, Pro Data LLC. Alan B. Lancz is the owner of Pro Data LLC and this creates a conflict of interest as the compensation received gives Mr. Lancz an incentive to recommend these products based on the compensation he receives rather than on the client’s needs.

For additional information regarding our services you can refer to Items 5 and 11 of our Form ADV 2A brochure found here: <https://adviserinfo.sec.gov/firm/summary/105363>

*A question that may help you understand our conflicts of interest:*

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

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

Financial professionals are generally paid on a base salary with bonus based on personal goals and profit sharing based on overall company and client success. The profit sharing plan initiates after one full calendar year fulltime with the firm. For products outside Alan B. Lancz and Associates, Inc., a commission or other compensation may be paid to our financial professionals in their capacity with Crescent Securities. This will only be done with the full disclosure to the client and you will always be able to seek such products elsewhere.

**Do you or your financial professionals have legal or disciplinary history? No.**

Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker dealers, investment advisers, and investing.

*Some questions that may be helpful for you to ask us about our disciplinary history:*

- *As a financial professional, do you have any disciplinary history and, if yes, for what type of conduct?*

Additional information about us is also available on our website at <https://ablonline.com/>. You can find our relationship summary on our website or you can request a copy by calling 419.536.5200.

*Some questions that may be helpful for you to ask us about contacting us:*

- *Who is my primary contact person? Is he or she a representative of your advisory firm? Who can I talk to if I have concerns about how this person is treating me?*

## **Summary of Material Changes**

**Date: November 19, 2021**

The following material changes have been made to this document since the last version dated May 29, 2020:

- We added disclosure regarding conflicts of interest regarding Funds we manage, products managed by an affiliate, and also the fact that some of our financial professionals are registered with Crescent Securities Group, Inc. (a broker-dealer).