

# Client Relationship Summary (Form CRS)

## January 28, 2022



Barnett & Company Inc. is registered with the US Securities and Exchange Commission as an investment adviser. Brokerage and investment advisory services fees differ, and it is important for you to understand these differences. Free and simple tools to research firms and investment professionals as well as educational materials about broker-dealers, investment advisors, and investing may be found at [www.investor.gov/CRS](http://www.investor.gov/CRS).

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

We offer wealth and asset management services to retail investors. We accept discretionary and/or non-discretionary authority to implement the recommended transactions in client accounts. A discretionary account grants us the authority to buy and sell investments in your account without asking for your approval in advance. Portfolios are constructed according to the specific needs and risk profile of each client. As part of our investment management services, we continuously monitor your investments and provide advice. We offer advice on individual debt and equity securities, mutual funds, exchange-traded funds (“ETFs”), and master limited partnerships (“MLPs”). The specific vehicles are determined in consultation with you in consideration of your unique objectives and tax situation. Our services are not subject to a minimum account size.

We also provide comprehensive financial planning and consulting services in order to integrate investment management with the broader retirement, estate, and tax planning issues unique to each client.

**For additional information about our services please see Items 4, 5, and 7 of our Part 2 Brochure, available to all clients by going here: <https://adviserinfo.sec.gov/firm/summary/105867>**

### **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 qualification? What do these qualifications mean?*

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

Advisory fees are billed quarterly in advance at an annual rate of 1.00% on the first \$1 million and declining on additional marginal assets according to a published schedule. We may negotiate fees based upon unique circumstances. We also offer financial planning and consulting services on an asset-based, hourly, or specific cost basis as negotiated.

In addition to the advisory fees paid to us, you may also incur charges such as brokerage commissions, mark-ups and mark-downs on fixed income securities, exchange fees, dealer spreads or other costs associated with the purchase and sale of securities, custodian fees, trade-away fees, transfer fees, wire fees, interest, taxes, or other account expenses. Such charges and fees are exclusive of and in addition to our fee.

As a registered investment advisor, we do not accept commissions or other incentive compensation and act as a fiduciary in the client relationship. It is important to understand the differences between our RIA structure and a typical broker-dealer, who may charge sales commissions and does not act as a fiduciary.

The more assets there are in your account with us, the more you will pay in fees, so we have an incentive to encourage you to increase the assets in 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 investments over time. Please make sure you understand what fees and costs you are paying.

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**For additional information about our fees please see Item 5 of our Part 2 Brochure, available to all clients by going here: <https://adviserinfo.sec.gov/firm/summary/105867>**

**Conversation Starter:**

- *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 about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means.

Employees may invest in securities owned by clients. As such, our employees may have an incentive to give themselves priority when trading. Such transactions are subject to compliance with our policies regarding personal securities trading.

**Additional information about our conflicts of interest can be found throughout our Part 2 Brochure, available to all clients by going here: <https://adviserinfo.sec.gov/firm/summary/105867>**

**Conversation Starter:**

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

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

Our financial professionals are primarily compensated with a fixed annual salary based on the amount and complexity of client assets they service, with Barnett's principal also receiving compensation as an equity owner of the business. In addition, employees are eligible to receive bonuses and 401k profit sharing contributions.

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

Yes. You can visit <http://investor.gov/CRS> for a free and simple search tool to research us and our investment professionals.

**Conversation Starter:**

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

**Additional Information:** You can find additional information about Barnett & Company by visiting our website, [www.barnettandcompany.com](http://www.barnettandcompany.com) and in our Disclosure Brochure. To request a copy of this Relationship Summary or any of our other documents referred to herein, please e-mail us at [info@barnettandcompany.com](mailto:info@barnettandcompany.com) or call us at (423)756-0125.

**Conversation Starter:**

- *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?*