



## CLIENT RELATIONSHIP SUMMARY

### INTRODUCTION

May 27, 2020

Ariston Services Group, LLC (“we” or “Ariston”) was founded in 2008 and is an investment adviser registered with the United States Securities and Exchange Commission. As an investment adviser, we provide advisory services for fees (rather than for brokerage commissions). As a retail investor, we encourage you to understand the important differences between services and fees of an investment adviser versus those of a broker-dealer. Free and simple tools to research firms and financial professionals, and educational materials about broker-dealers, investment advisers and investing, are available at [www.investor.gov/CRS](http://www.investor.gov/CRS).

### RELATIONSHIPS AND SERVICES

What investment services and advice can you provide me? We provide financial planning, consulting, and investment management services to individuals, pension and profit-sharing plans, trusts, estates, charitable organizations, corporations, and business entities. We are the investment adviser to Ivanhoe Partners Fund, LP (“Ivanhoe Fund”), a private investment fund organized as a California Limited Partnership. *We will recommend our asset management services and/or other those of other professionals to implement our recommendations. We intend to primarily allocate our clients’ investment management assets, on a discretionary and/or a non-discretionary basis, among Independent Managers (as described below), including mutual funds and exchange traded funds (ETFs) in accordance with the investment objectives of the client.* We could invest in equities (stocks), warrants, corporate debt securities, certificates of deposit, municipal securities, investment company securities (variable life insurance, variable annuities, and mutual funds shares), U.S. government securities, and interests in partnerships. We may also invest in alternative investment strategies such as private equity strategies in oil & gas exploration/production, growth equity, real estate & mezzanine, multi-strategy hedge & closed-end master limited partnership funds, shipping, & high yielding debt securities. At

the outset of our relationship with you, we may also provide advice on any type of investment held in your portfolio. As noted above, the Ivanhoe Fund (currently closed to new investors) serves as fund through which the assets of its partners will be utilized to acquire, hold, operate, manage, finance, and dispose of investments through centralized management to streamline the investment decision process. Clients are advised that a conflict of interest exists if the Adviser recommends its own services. Each client is responsible for promptly notifying us if there is a change in their financial situation or investment objectives. *We do not currently require account minimums.*

\*\*\*For additional information, we recommend reading our ADV Part 2A, Items 4, 5, and 7\*\*\*

### CONVERSATION STARTERS

#### Ask your financial advisor:

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, other qualifications? What do these qualifications mean?



## FEES, COSTS, CONFLICTS AND STANDARD OF CONDUCT

**What fees will I pay?** Our fees are based on a percentage of assets under management, hourly charges, and fixed fees (not including subscription fees). We charge an annual fee based upon a percentage of the market value of the assets being managed and use a tiered blended rate fee schedule. The annual management fee is calculated by applying different rates to different portions of the portfolio, and will vary between 0.40% and 1.50% depending upon the market value of the assets under management and the type of investment management services we provide to you. For amounts of \$500,000 and below, the annual percentage fee is 1.50%. For amounts above \$500,000 to \$1 million, the annual percentage fee is 1.00%. For amounts above \$1 million to \$2 million, the annual percentage fee is 0.75%. It is important that you are aware that our annual fee does not include brokerage commissions, transaction fees, and other related costs and expenses that you will incur, including, for example: 1) charges imposed by Financial Institution(s) and other third parties, 2) fees charged by Independent Managers and wrap fee program sponsors, 3) custodial fees, 4) charges imposed by a mutual fund or exchange traded

fund in which we may invest on your behalf. Such fees are disclosed in the mutual fund or exchange traded fund's prospectus (e.g., fund management fees and other fund expenses). You may also incur deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. ***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. For investments in Ivanhoe Fund we receive a quarterly management fee, calculated at an annual rate of 0.7% (0.175% per quarter) of the value of each Limited Partner's capital account, an annual Incentive Allocation equal to 5% of the Net Income allocated for the year to each subscriber in the Ivanhoe Fund. We provide comprehensive financial planning and consulting services (which could include non-investment related matters). We charge a fixed fee and/or hourly fee for these services. Our financial planning and consulting fees are negotiable, but generally range from \$500 to \$25,000 on a fixed fee basis and/or from \$250 to \$350 on an hourly rate basis, depending upon the level and scope of the services and the professional rendering the financial planning and/or consulting services. If you engage us for additional investment advisory services, we may be able to offset all or a portion of fees for those services based upon the amount paid for the financial planning and/or consulting services. ***For more detailed information, we recommend reading our ADV Part 2A, Items 5, 6 and 12.***

### CONVERSATION STARTERS

#### Ask your financial advisor:

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?



**What are your legal obligations to me when acting as my investment adviser?** As a fiduciary under federal law, we owe to our clients a duty of care and loyalty. This is an important element of the Commission’s investor protection efforts. The Advisers Act establishes a fiduciary duty for investment advisers. Our fiduciary duty is broad and applies to the entire adviser-client relationship.

**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. The way we make money can create conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you.* For example, performance-based/incentive fees reward us for strong performance in accounts that charge such fees—and we may have an incentive to favor these accounts. We mitigate this conflict by monitoring client accounts to ensure the investment management services provided are appropriate. Prior to investing in the Ivanhoe Fund, a potential investor is provided with copies of the applicable offering documents which include information on performance-based fee calculation methods and the risks associated with performance-based fees. We also manage multiple clients with the same or similar investment strategy. This can create potential conflicts because similarly situated accounts will be managed alongside one another but may have differing fee structures and assets under management. This means that there is a perceived conflict because some clients could generate larger fees or make up a larger percentage of our revenues—including accounts that charge performance fees.

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

Our financial professionals are compensated on a portion of the total fees received by us and a base salary. They have an incentive to encourage you to increase your assets in your accounts, and to recommend that you purchase investments that result in additional compensation to them. *For more information about our conflicts of interest, we recommend reading our ADV Part 2A, Items 4, 10, 11 and 12.*

**DISCIPLINARY HISTORY**

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

No. A free search tool to research us and our financial professionals available at:

[www.investor.gov/CRS](http://www.investor.gov/CRS)

**ADDITIONAL INFORMATION**

Additional Information about our services is available by visiting

[www.aristonservicesgroup.com](http://www.aristonservicesgroup.com) and if you

would like to request a copy of this summary, contact us at [peter@aristonservicesgroup.com](mailto:peter@aristonservicesgroup.com) or telephone at (619) 241-2326.

**CONVERSATION STARTERS**

**Ask your financial advisor:**

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

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?