

Integrated Wealth Advisory Services, Inc. is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, 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. This document is a summary of the services and fees we offer to "retail" investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

What investment services and advice can you provide me?

We offer the following investment advisory services to retail investors: **Investment Management Services; Selection of Other Advisers; and Wealth Management and Financial Planning Services.** Detailed information regarding our services and other disclosures can be found in our Form ADV Part 2A Brochure, Items 4, 7 and 8, by clicking this link <https://adviserinfo.sec.gov/firm/brochure/115821>.

Account Monitoring: If you open an investment account with our firm, as part of our standard service we will monitor your investments on at least a semi-annual basis or more frequently based on client request, market event, or material development.

Investment Authority: We manage investment accounts on a **discretionary** basis whereby **we will decide** which investments to buy or sell for your account. We have discretion to select, retain or replace third-party managers to manage your accounts. You may limit our discretionary authority (for example, limiting the types of securities that can be purchased or sold for your account) by providing our firm with your restrictions and guidelines in writing.

Investment Offerings: We provide advice on various types of investments. Our services are not limited to a specific type of investment or product.

Account Minimums and Requirements: In general, we do not require a minimum dollar amount to open and maintain an advisory account; however, we have the right to terminate your account if it falls below a minimum size which, in our sole opinion, is too small to manage effectively.

Key Questions to Ask Your Financial Professional

- **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?

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services. For detailed information, refer to our Form ADV Part 2A Brochure, Items 5 and 6, by clicking this link <https://adviserinfo.sec.gov/firm/brochure/115821>.

- **Asset Based Fees** - Payable quarterly in advance. Since the fees we receive are asset-based (i.e., based on the value of your account), we have an incentive to increase your account value which creates a conflict especially for those accounts holding illiquid or hard-to-value assets.
- **Fixed and Hourly Fees** - Payable in arrears.
- **Other Advisory Fees** - In addition to our fees, if applicable, you will also pay advisory fees charged by third party money managers, which are separate and apart from our fees.
- **Commissions** - As an Investment Adviser, Integrated Wealth Advisory Services, Inc. does not receive commissions. However, Advisory Representatives acting as Registered Representatives of G&W Wealth Management, Inc., the broker-dealer, receive commissions. When assets are purchased with a commission, they

are excluded from our fee calculation.

- **Fees related to variable annuities, including surrender charges**
- **Additional common fees and/or expenses such as:** Custodian fees; account maintenance fees; fees related to mutual funds and exchange-traded funds; and transaction charges when purchasing or selling securities.

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.

Key Questions to Ask Your Financial Professional

- **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.

- **Third-Party Payments:** Persons providing advice on behalf of our firm are registered representatives with a broker-dealer and/or are licensed as independent insurance agents. These persons will earn commission-based compensation in connection with the purchase and sale of securities or other investment products and insurance products. Commission-based compensation earned by these persons is separate and in addition to our advisory fees. This practice presents a conflict of interest because they have an incentive to recommend investment and insurance products based on the compensation received rather than solely based on your needs.

Refer to our Form ADV Part 2A Brochure, Items 5, 10, 12 and 14 by clicking this link <https://adviserinfo.sec.gov/firm/brochure/115821> to help you understand what conflicts exist.

Key Questions to Ask Your Financial Professional

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

How do your financial professionals make money?

The financial professionals servicing your account(s) are compensated in the following ways: Salary, Product Sales Commissions, and Non-cash compensation. Our financial professionals' compensation is based on the revenue the firm earns from the person's services or recommendations. The product sales commission compensation paid to our financial professionals involves a conflict of interest because they have a financial incentive to sell commission-based products based on the compensation received, rather than your needs. The non-cash compensation received such as fee waivers and enhanced discounts including conferences and events, are a conflict of interest and provide a financial incentive for advisory representatives to select a broker/dealer for your accounts over other broker/dealers from which they may not receive similar financial benefits.

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

No, for our firm. Yes, our financial professionals currently have legal or disciplinary history to disclose. These events are disclosed in our Form ADV and the specific individual's Form U4. The documents can be found by going to Investor.gov/CRS.

Key Questions to Ask Your Financial Professional

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

You can find additional information about your investment advisory services and request a copy of the relationship summary at 913-491-4908 or click the link provided <https://adviserinfo.sec.gov/firm/brochure/115821>.

Key Questions to Ask Your Financial Professional

- **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?**

Integrated Wealth Advisory Services, Inc.

January 6, 2021

Exhibit to Form CRS

Integrated Wealth Advisory Services, Inc. is required to update its Form CRS when information in the Form CRS becomes materially inaccurate. This Exhibit summarizes the following material changes to the firm's Form CRS, implemented on January 6, 2021:

- We revised our response to the following question: **Do you or your financial professionals have legal or disciplinary history?**
- The answer now reads: No, for our firm. Yes, our financial professionals currently have legal or disciplinary history to disclose. These events are disclosed in our Form ADV and the specific individual's Form U4. The documents can be found by going to [Investor.gov/CRS](https://www.investor.gov/crs).