



RELATIONSHIP SUMMARY

March 6, 2020

Vision Capital & Management

PO Box 1750 (Mail) 108 South Main Street, Suite B (Deliveries)

Davidson, North Carolina 28036

t: (704) 894-9639

f: (704) 894-9629

e: eric@visioncapitalmgt.com

visioncapitalmgt.com

Additional information about VISION CAPITAL AND MANAGEMENT and this Investment Advisor Representative is available on the SEC's website at www.adviserinfo.sec.gov.

INTRODUCTION

We are Vision Capital and Management, and we are registered investment advisors with the SEC. Brokerage and investment advisory services and fees differ, and it is important for you, the retail investor, to know the difference. There are free and simple tools available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

RELATIONSHIPS AND SERVICES

What investment services and advice can you provide me?

We offer investment advisory services to our retail investors. This includes portfolio management and investment advisory services. With investment advisory services, we advise you on specific financial topics. Portfolio management is where we oversee and manage your entire portfolio.

Do you monitor my accounts?

We continuously monitor your accounts.

Do you accept discretionary authority?

We do accept discretionary authority. You may limit our discretion or impose investment parameters if you desire.

Do you use limited investment offerings?

We do not.

Do you have account minimums or other requirements for me to start a relationship?

We do. A minimum account size of \$2,000,000 is required to start a relationship with us, although that minimum may be waived at our discretion depending on the situation. As far as a fixed fee arrangement for consulting, our minimum fee is generally \$4000/quarter.

Conversation Starters:

- i. Given my financial situation, should I choose an investment advisory service? Why or why not?
- ii. How will you choose investments to recommend to me?
- iii. What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

FEES, COSTS, AND STANDARD OF CONDUCT

What fees will I pay?

1. One method is an asset management fee. In this case, our fee for portfolio management is a percentage of your assets that we manage. If we manage less than \$10,000,000, we charge an annual fee of 1% of assets managed. If over \$10,000,000, the fee is .75% of assets managed. Further fees may be charged by third

parties for buying or selling securities. Our fees for investment advisory services is negotiated depending on the scope and complexity of services.

2. Another method, is a negotiated fixed fee for a defined project. An example of this may be where we provide investment consulting services for a corporation with substantial investment complexities for a fixed fee of \$30,000/quarter.

Conversation Starters:

- i. 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.

We may buy or sell securities for your account as well as our own. This may create a conflict of interest because we may be able to trade ahead of you and receive more favorable prices. Due to this, it is our policy that neither we nor our Associated Persons have priority over your account when selling or purchasing securities.

Conversation Starter:

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

How do your financial professionals make money?

Our financial professionals are paid a salary or an hourly rate for their time. Our shareholders share in corporate profits if any. .

DISCIPLINARY HISTORY

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

No.

Conversation Starter:

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

ADDITIONAL INFORMATION

To obtain additional information about our advisory services or request of copy of the relationship summary, contact us directly at our office, located at 108 South Main Street, Suite B, Davidson, NC 28036, or by calling us directly at (704) 894-9639.

.

Conversation Starter:

- i. Who is my primary contact person?
- ii. Is he or she a representative of an investment advisor?
- iii. Who can I talk to if I have concerns about how this person is treating me?