



## **Segment Wealth Management LLC - Form CRS**

### **Item 1 - INTRODUCTION**

Segment Wealth Management, LLC ("Segment Wealth", "we", "us" or "our") is registered with the Securities Exchange Commission ("SEC") as registered investment adviser. Investment advisory services and compensation structures differ from that of a registered broker-dealer, and it is important that you understand the differences. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/crs](http://www.investor.gov/crs). The site also provides educational materials about broker-dealers, investment advisers and investing.

### **Item 2 - RELATIONSHIPS AND SERVICES**

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

We provide discretionary and/or non-discretionary investment advisory services on a *fee-only* basis to individuals, trusts and estates (our "retail investors" or "client").

When a retail investor engages us to provide discretionary investment management services, we shall monitor, on a continuous basis, the investments in the accounts over which we have discretionary authority as part of our investment management service. Our services are specific to the needs of each client. Furthermore, when engaged on a discretionary basis, we shall have the authority, without prior consultation with you (unless you impose restrictions on our discretionary authority), to buy, sell, trade and allocate the investments within your account(s) consistent with your investment objectives. We do not limit the scope of our investment advisor services to proprietary products or a limited group or type of investment.

Our discretionary authority over your account(s) shall continue until our engagement is terminated. To the extent expressly requested by a client, Segment Wealth may provide investment advice regarding affiliated and unaffiliated private investment funds. To the extent engaged thereafter to do so, Segment Wealth's role relative to the private investment funds shall be limited to its ongoing investment monitoring services and on a non-discretionary basis.

We may also provide, on a truly limited basis and to the extent specifically requested by the client, consulting and implementation services. When a retail investor engages us to provide consulting and implementation services, we rely upon the information provided for our review and do not verify or monitor any such information while providing this service. Our consulting and implementation services are completed upon the communication of our recommendations to the retail investor. If requested by the client, Segment Wealth may recommend the services of other professionals for implementation purposes. The client retains absolute discretion over all such implementation decisions and is free to accept or reject any recommendation from Segment Wealth.

Segment Wealth does not generally require an annual minimum fee or asset level for investment advisory services. Segment Wealth, in its sole discretion, may waive the fee or charge a lesser investment management fee and/or a fixed fee based upon certain criteria.

**Additional Information:** For more detailed information about our *Advisory Business* and the *Types of Clients* we generally service, please see Items 4 and 7, respectively in our [ADV Part 2A](#).

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

### Item 3 - FEES, COSTS, CONFLICTS, AND STANDARD OF CONDUCT

#### What Fees will I pay?

Segment Wealth's annual investment advisory fee is based upon a percentage of the market value of the assets placed under its management, generally between negotiable and 1.25%. Segment Wealth, in its sole discretion, may waive the fee or charge a lesser investment management fee and/or a fixed fee based upon certain criteria. As result of the above, similarly situated clients could pay different fees. In addition, similar advisory services may be available from other investment advisers for similar or lower fees. If a client determines to become a private fund investor, the amount of assets invested in the fund(s) shall generally be included as part of "assets under management" for purposes of Segment Wealth calculating its investment advisory fee. Because our fee is based on the amount of your assets under our management, the more assets you entrust us to manage, the more you will pay us for our services. Therefore, we have an incentive to encourage you to increase the amount of assets that you entrust to us.

Our annual investment advisory fee shall be prorated and paid quarterly, in advance, based upon the market value of the assets on the last business day of the previous quarter. See Item 5 in our [ADV Part 2A](#).

**Other Fees and Costs:** Your investment assets will be held with a qualified custodian. Custodians charge brokerage commissions and/or transaction fees for effecting certain securities transactions (i.e., transaction fees are charged for certain no-load mutual funds, commissions are charged for individual equity and fixed income securities transactions). In addition, relative to all mutual fund and exchange traded fund purchases, certain charges will be imposed at the fund level (e.g., management fees and other fund expenses).

You should review Segment Wealth's advisory fees, the fees charged by the funds and ETFs and any transaction charges imposed by a broker-dealer with which an independent management effects transactions on your account to understand the total amount of fees to be paid by you and to evaluate the advisory services being provided. Relative to its discretionary investment management services, when beneficial to the client, individual fixed income transactions may be effected through broker-dealers other than the account custodian, in which event, the client generally will incur both the fee (commission, mark-up/mark-down) charged by the executing broker-dealer and a separate "tradeaway" and/or prime broker fee charged by the account custodian. Please refer to Items 5, 12 and 14 of our [ADV Part 2A](#) for additional information. Clients are provided, at least quarterly, with written transaction confirmation notices and regular written summary account statements directly from the broker-dealer/custodian.

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.

**Additional Information:** For more detailed information about our fees and costs related to our management of your account and other services, please see Item 5 in our [ADV Part 2A](#).

*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:

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

**Additional Information:** For more detailed information about our conflicts of interest, please review our [ADV Part 2A](#).

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

Our financial advisors are compensated through a base salary and a profit-sharing distribution that is based on firm-

wide goals and profitability. Neither Segment Wealth nor its advisers accept compensation from the sale of securities or other investment products. For any information on how our financial professionals are compensated, please review the disclosures in our [ADV Part 2A](#) Item 14.

#### **Item 4 - DISCIPLINARY HISTORY**

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

No. However, we encourage you to visit [www.investor.gov/CRS](http://www.investor.gov/CRS) to research our firm and our financial professionals. Furthermore, we encourage you to ask your financial professional:

*As a financial professional, do you have any disciplinary history? If so, for what type of conduct?*

#### **Item 5 - ADDITIONAL INFORMATION**

Additional information about Segment Wealth is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You may contact our Chief Compliance Officer, Gwen Wilmeth, at any time to request a current copy of our ADV Part 2A or our *relationship summary*. Our Chief Compliance Officer may also be reached by phone: (713) 800-7150.

*Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?*