

# Barksdale Investment Management

Client Relationship Summary (Form CRS/Form ADV Part 3)

## Item 1: Introduction

Weaver C. Barksdale and Associates, Inc. d/b/a Barksdale Investment Management is registered with the Securities and Exchange Commission as an Investment Adviser.

Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. The SEC offers free and simple tools to research firms and financial professionals at [Investor.gov/CRS](https://Investor.gov/CRS) which also provides information tailored to educate retail investors about financial professionals.

## Item 2: Relationships and Services

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

The principal investment advisory service offered to retail investors is portfolio management. Accounts are monitored continuously as part of our standard service. Our firm manages accounts on a discretionary basis, we will buy and sell investments in your accounts without requiring your pre-approval on an ongoing basis.

We require minimum investments to establish an account which may be waived at our discretion. Minimum investments are \$500,000 for equity accounts and \$1,000,000 for fixed income accounts.

For additional information, please see:

[crd iapd Brochure.aspx \(sec.gov\)](https://www.sec.gov/crd/iapd/Brochure.aspx)

for our Form ADV, 2A brochure (Items 4 and 5)

### **Conversation starters. 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?*

## Item 3: Fees, Costs, Conflicts and Standard of Conduct

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

We charge a fee based on the percentage of assets in your separately managed account as disclosed in our current fee schedule. The actual fee you pay may be lower than the fee schedule depending on the arrangement agreed to in your contract.

Fees are assessed quarterly and based on the strategy selected. Because fees are asset-based, an increase in assets generates more fees therefore we may have an incentive to encourage you to increase the amount of money invested 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.

There are no other fees or costs related to our services.

For more detailed information about our fees and costs please review our Form ADV, Part 2A brochure (specifically Item 5) which can be found at: [crd iapd Brochure.aspx \(sec.gov\)](https://www.sec.gov/crd/iapd/Brochure.aspx)

### **Conversation starters. 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. For example, as mentioned above, we may have an incentive to request you increase your account in order to earn more fees.

**Conversation starters. Ask your financial professional:**

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

*For more detailed information about our conflicts of interests we recommend you review our Form ADV, Part 2A brochure which can be found at: [crd.iapd.Brochure.aspx \(sec.gov\)](http://www.investor.gov/crd/iapd/Brochure.aspx)*

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

Portfolio managers are on a fixed salary and subject to a bonus at management's discretion. In addition, most portfolio managers are shareholders of the firm and share in the firm's profits.

Compensation is determined by client assets serviced, and/or time and complexity to meet client's needs. Therefore, professionals have an incentive to service larger and/or more complicated accounts.

**Item 4 Disciplinary History**

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

No, our firm has no disciplinary history. Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

**Conversation starters. Ask your financial professional:**

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

***Item 5 Additional Information***

You can find additional information about our services and request a copy of the relationship summary by visiting <http://www.barksdaleim.com/> or emailing Jim Murphy at [jmurphy@barksdaleim.com](mailto:jmurphy@barksdaleim.com) or calling us at (615)665-1085.

**Conversation starters. 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?*