

# CLIENT RELATIONSHIP SUMMARY

(FORM CRS)



Trustmark Investment Advisors, Inc. (referred to as we or us) is an investment adviser registered with the U. S. Securities and Exchange Commission since February 2001. We are a wholly owned subsidiary of Trustmark National Bank. We offer financial planning services to retail investors and investment advisory services through Trustmark National Bank.

This relationship summary covers the services we offer, how we charge fees for our services, and conflicts of interest that exist when we provide our services. To help you research firms and financial professionals, you can access free and simple tools at [investor.gov/crs](http://investor.gov/crs), which provides educational materials about investment advisers, broker-dealers and investing.

**The fees and services for brokerage and investment advice differ in many ways. It is important for a retail investor to understand the differences. We are an investment adviser and provide advisory services, rather than brokerage accounts and services.**

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

### Relationships and Services:

- We offer complimentary financial planning to retail investors who are existing or prospective clients of Trustmark National Bank (Trustmark). Fees are paid by Trustmark.
- We provide discretionary investment management services to Trustmark's Wealth Management Division (TWMD). We create and implement investment strategies for TWMD to assist them with achieving their client's investment goals; we monitor the accounts on an ongoing basis and conduct an investment review annually. We, along with TWMD relationship managers, will contact you (by phone, e-mail or in-person) to discuss your portfolio. (Investment Discretion allows us to make decisions to buy or sell investments in accordance with the investment objective of the account.)

**More detailed information** about our advisory services can be found in our [Form ADV Disclosure Brochure](#).

### Questions You Should Ask Us:

- Given my financial situation, should I choose an investment advisory service, why or why not?
- What aspects of family, assets and goals are considered when you prepare a financial plan?
- 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?

### Fees and Costs:

*Fees and costs affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.*

- **Financial Planning:** We provide financial planning services to retail investors on a complimentary basis (no fee), with the goal of developing investment management, insurance or banking business for Trustmark National Bank (Trustmark).
- **Investment Management:** We receive a monthly fee for investment advisory services provided to Trustmark's Wealth Management Division (TWMD), based on total market value of assets under management for TWMD. If a TWMD account is opened, you will pay a fee based on a percentage of the market value of assets in your account. The more assets you have in a TWMD account, including cash, the more TWMD will pay us. We have an incentive to increase the assets in your account.

### Other Fees and Costs:

If you have an investment account with TWMD, you will pay a brokerage transaction fee when we buy and sell an investment for you. You will also pay fees to TWMD for holding your assets (called "custody") and other activity fees (e.g. wire fees).

### Additional Information:

You will pay fees and costs whether you make or lose money on your investments held in TWMD accounts. 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.

**More detailed information** about our advisory fees can be found in our [Form ADV Disclosure Brochure](#).

### Questions You Should Ask Us:

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 must 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 is an example to help you understand what this means:

- **Revenue Sharing:** Trustmark National Bank (Trustmark), our parent company, receives revenues from certain third-party investment vehicles. These third parties pay Trustmark for using their products. Therefore, there is an incentive for us to invest in these investment vehicles.
- **Soft Dollar Arrangements:** We execute trades with brokers and dealers who provide quality brokerage and execution services, some of whom also furnish research services to us directly or through third parties. The commissions generated on trades can be used to pay for research that benefits clients. We benefit from the research purchased with soft dollars since we do not have to pay directly for these research services.

**Additional Information** about conflicts can be found in our [Form ADV Disclosure Brochure](#).

### Questions You Should Ask Us:

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 based on experience, expertise and level of job responsibility. Salaries are paid out of revenues earned by the firm on the market value of TWMD discretionary assets under management. Our financial professionals may participate in incentive programs such as bonuses and equity awards. These plans may create an incentive to increase your account size.

**Additional Information** about fees can be found in our [Form ADV Disclosure Brochure](#).

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

No. You can access the legal and disciplinary history of Trustmark Investment Advisors, Inc. and our financial professionals using a free and simple search tool at [investor.gov/crs](https://investor.gov/crs).

### Questions You Should Ask Us:

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

**Additional Information.** *We encourage you to seek additional information.*

- Additional information about Trustmark Investment Advisors, Inc. can be found in our [Form ADV Disclosure Brochure](#).
- You can call and request up-to-date information and request a copy of the relationship summary at 1.800.482.3828.
- Visit [investor.gov](https://investor.gov) for a free and simple search tool to research our firm and our financial professionals.
- To report a problem to the SEC, visit [investor.gov](https://investor.gov) or call the SEC's toll-free investor assistance line at 1.800.732.0330. If you have a problem with your investments, or financial professional, contact us in writing at 1029 Highland Colony, Ridgeland, MS 39157.

### Questions You Should Ask Us:

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?