



Avior Wealth Management, LLC ("Avior") is an Investment Adviser registered with the Securities and Exchange Commission. Navigator Securities, Limited ("NSL") is a broker-dealer. Brokerage and investment advisory services and fees differ and it is important for the retail investor to understand the differences. Both companies are registered through the Securities and Exchange Commission and/or FINRA. 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.

## WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

Avior offers investment advisory services to retail investors, retirement plans and business investors. We will meet with you to help determine your investment objectives and goals, as well as your personal circumstances such as timelines, risk tolerance, tax consequences, and any other relevant facts to create investment policy guidelines for your accounts.

NSL offers brokerage services which involve buying and selling securities. We will discuss your investment goals and may offer recommendations.

**Investment Authority:** If you give Avior discretionary authority, we make the decisions to buy, sell and hold assets as we deem necessary. For clients wanting nondiscretionary services or just financial planning, the client makes the ultimate decision regarding the purchase or sale of investments. The investments we choose are all publicly traded and are primarily stocks, bonds, ETFs and mutual funds. Avior does not offer proprietary investment options but offer private offerings through NSL.

NSL does not have discretionary authority. This means you may select your investments, or we may recommend investments. But the ultimate decision for your investment strategy and the purchase and sale of investments will be yours.




**Monitoring:** As part of Avior's standard management fee, we continuously monitor the portfolios we manage to determine what changes, if any, should be made, and each portfolio is reviewed at the end of the calendar quarters, at which time we will provide you with a formal written report regarding our account.

NSL does not include any monitoring of your investments as part of our standard services.

We must act in your best interest and not put our interests ahead of yours. We do not hold your account at either Avior or NSL; rather your account is held at a custodian. You will receive account statements directly from the custodian and can access your account on its website.

Neither Avior nor NSL has account minimums.

### Conversation Starters. Ask your financial professional:

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

### Additional Information

Additional information about the services we offer can be found under [Item 4](#) of our Form ADV Part 2A disclosure brochure.

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## WHAT FEES WILL I PAY?

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**Our Fees:** Avior charges a management fee for our services that is typically computed as a percentage of the assets we manage for you. These are assessed on a quarterly basis and Avior provides continuing advice on your account.

This is known as an asset-based fee and is calculated based upon the value of your cash and investments in your account at the end of the quarter. Fees are charged in advance and automatically deducted from your account. The amount paid to our firm and your financial professional generally does not vary based upon the type of investment. The asset-based fee reduces the value of your account. The more assets you have in your account, including cash, the more you will pay us. Therefore, this creates an incentive for us to increase the assets in your account.

Our fees vary and are negotiable. You pay our quarterly fee even if nothing is bought or sold. The amount you pay will depend, for example, on the services you receive and the amount of assets in your account.

**Other Fees and Costs:** In addition to management fees paid to us, investments may incur other costs (brokerage commissions, mutual fund operating expenses, or custodian fees) that are not received by our firm or related party. Certain investments, like variable annuities, may have a “surrender charge” when you sell that investment.

**Our Fees:** NSL charges a transaction-based fee for every transaction made in your account. If you do not trade often or plan to buy and hold investments for longer periods of time, this account will provide you a lower overall fee.

You will pay us a fee every time you buy or sell an investment. This fee, commonly called a commission, is based upon the specific transaction and not the value of your account. The more transactions that occur in your account, the more fees are charged. Therefore, this creates an incentive to encourage you to trade often.

With stocks or exchange-traded funds, this fee is usually a separate commission. With other investments, such as bonds, this fee might be part of the price you pay for the investment (called a “mark-up” or “mark-down”). With mutual funds, this fee (typically called a “load”) reduces the value of your investment.

Our fees vary and are negotiable. The amount you pay will depend, for example, how much you buy or sell, what type of investment you buy or sell, and what kind of account you have with us.

**Other Fees and Costs:** In addition to the commission paid to us based upon your trading, investments may incur other costs (brokerage commissions, mutual fund operating expenses, or custodian fees) that are not received by our firm or related party. Certain investments, like variable annuities, may have a “surrender charge” when you sell that investment.

**Note:** *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

*Additional information about our fees and other costs of investing can be found under [Item 5, A, B, C and D](#) of our Form ADV Part 2A disclosure brochure.*

### 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 would make those fees more or less? What services will I receive for those fees?

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WHAT ARE YOUR LEGAL OBLIGATIONS TO ME WHEN ACTING AS MY INVESTMENT ADVISER OR PROVIDING RECOMMENDATIONS AS MY BROKER-DEALER?

HOW ELSE DOES YOUR FIRM MAKE MONEY AND WHAT CONFLICTS OF INTEREST DO YOU HAVE?

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**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.

Because we charge an asset-based fee, the more assets there are in a retail investor's account, the more the investor will pay in fees. Avior therefore has an incentive to encourage the retail investor to increase the assets in his or her account.

**When we act as your broker-dealer,** 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 additional examples of our Conflicts of Interest:

**Proprietary Product:** Morris Monroe is also part owner of a company that is an issuer of an investment that is sold to investors through NSL and he earns extra money from the company.

**Dually Licensed Financial Professionals:** Financial professionals of NSL are also financial professionals of Avior and earn compensation from both the broker-dealer and the investment advisor firm.

**Insurance Products:** many of the financial professionals of both Avior and NSL are insurance licensed and earn fees or commissions from insurance products.

**Common Investments:** Financial professionals and other employees of both Avior and NSL may buy and sell some of the same investments as clients.

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



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

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## HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY??

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Financial professionals at Avior are paid a portion of the revenue from the annual management fee the firm receives from your account, and, as owners, are ultimately paid out of the profits of the firm. We are not paid based on the client assets we service, the time and complexity of addressing clients' needs, referral fees, products sold or product sales commissions. However, any Avior financial professional who is also a NSL financial professional, will earn revenue from NSL commissions.

Financial professionals at NSL are paid a portion of the commissions from the product transactions in your account. In addition, they would also receive a portion of any mutual fund service fees (called 12b-1 fees) or insurance annuity fees that the firm receives. We are not paid based on the client assets we service, the time and complexity of addressing clients' needs, or referral fees. However, and NSL financial professional that is also an Avior financial professional, will earn revenue from Avior advisory fees.

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## DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

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No for Avior, Yes for NSL and Yes to some financial professionals.

You can use [www.investor.gov](http://www.investor.gov) or [www.brokercheck.Finra.org](http://www.brokercheck.Finra.org) for a free and simple search tool to research our financial professionals.

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



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



*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?*



**Additional Information:** You can find additional information about our firm's services on our website at [aviorwealth.com](http://aviorwealth.com) and [www.woodlandssecurities.com](http://www.woodlandssecurities.com) and you can request updated information and a copy of our Form CRS by calling Avior at 402-218-4064 or NSL at 281-367-2483.

If you have a problem with your investments, account, or financial professional, contact us in writing at: Avior Wealth Management 14301 FNB Pkwy, Suite 110, Omaha, NE 68154 Attn: Compliance.