

Fiduciary Trust International, LLC  
Client Relationship Summary  
June 29, 2020

## Item 1: Introduction

Fiduciary Trust International, LLC (formerly known as Athena Capital Advisors, LLC) (together, our “firm”, “we”, “us”) 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 the retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which 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?

Our firm offers investment advisory services to high and ultra-high net worth retail investors and to some institutional investors on a discretionary and non-discretionary basis. For our discretionary services, we do not need to get your approval before buying or selling securities. For our non-discretionary services, we must obtain your approval prior to any trade. We will develop a customized investment approach based on your needs and will generally invest your assets across a wide range of asset classes including private fund offerings, but only to the extent you are an accredited investor and qualified client and to the extent such funds are appropriate for you given your investment profile and risk tolerance. Typically, however, we also select third party managers to manage a portion of your assets. You may impose restrictions or mandates on your account as long as they are not overly burdensome to how we manage your account. We review your accounts at least quarterly. We do not require a minimum account balance for starting or maintaining a relationship with us. Third party managers typically will impose more restrictive account requirements and billing practices than we will. We also assist you with intra-family matters, estate planning, charitable giving, and distribution planning, as appropriate.

**FOR ADDITIONAL INFORMATION REGARDING OUR SERVICES, PLEASE SEE ITEMS 4, 7, AND 13 OF OUR FORM ADV PART 2A, AVAILABLE AT**

<https://www.franklintempleton.com/investor/help/client-relationship-summaries>

***You may want to ask us the following questions:***

***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?

You will pay us a quarterly management fee based upon the amount of assets you have under management with us. The more money you invest with us, the more fees you will pay; therefore, we have an incentive to encourage you to increase your assets in your account. There is typically a minimum fee required, although it may be waived. The additional services provided are typically included in your quarterly management fee. Although we do not charge the following, you will typically pay custodial fees to the broker-dealer that holds your assets, a transaction fee when we buy or sell an investment in your account, and additional fees for any no-load mutual funds or exchange traded funds we have recommended for your account. If you are invested in a private fund you will also pay for the direct operational expenses such as legal, accounting and administrative costs incurred by those funds. Some of the private funds we recommend have performance-based fees.

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**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.**

FOR ADDITIONAL INFORMATION REGARDING OUR FEES, PLEASE SEE ITEM 5 OF OUR [FORM ADV PART 2A](#).

**You may want to ask us the following questions:**

*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 serve as the adviser, sub-adviser, or are related by virtue of common ownership and control to entities that serve as general partners or managers to the Athena Funds that we recommend to some clients as an investment. We will only recommend you make this investment if in your best interest and you meet specific requirements. We do have a financial incentive to recommend the private fund, however, in most instances current advisory clients do not pay a management fee for their investments in the Athena Funds.

FOR ADDITIONAL INFORMATION REGARDING OUR CONFLICTS, PLEASE SEE ITEM 4 OF OUR [FORM ADV PART 2A](#).

**You may want to ask us the following questions:**

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

How do your financial professionals make money?

We pay our financial professionals a salary. Our financial professionals also are eligible for a discretionary bonus paid annually that generally is based upon the financial performance of the firm and the professional's individual performance. Additionally, all employees are eligible to be paid under the firm's Business Development Incentive Plan to the extent they refer new clients to Athena. These practices create a conflict because our financial professionals are individually incented to increase the firm's profitability.

#### Item 4: Disciplinary History

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

No. Please visit [Investor.gov/CRS](http://Investor.gov/CRS), for a free and simple tool to research our firm and financial professionals.

**You may want to ask us the following questions:**

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

### Item 5: Additional Information

For additional information regarding our fees, services, and conflicts, please see our [Form ADV Part 2A](#), or visit our website at [fiduciarytrust.com](http://fiduciarytrust.com). Please contact the firm's Chief Compliance Officer at

[compliance@athenacapital.com](mailto:compliance@athenacapital.com) or at **781-274-9300** for more up-to-date information or to request a copy of this client relationship summary.

***You may want to ask us the following questions:***

*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?*