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# Westwood Sensible Fees™ | Asset TV

[westwoodgroup.com/insight/westwood-sensible-fees-asset-tv/](https://westwoodgroup.com/insight/westwood-sensible-fees-asset-tv/)



Phil DeSantis, CFA and Harvey Steele of Westwood Holdings Group discuss their firm's new fee structure, Westwood Sensible Fees™, that is part of a new product initiative designed to solve the fee problem in efficient asset classes, particularly in U.S. LargeCap.

[Watch the full interview](#)

For more information on Sensible Fees™, visit our [website page](#).

A performance-based fee generally introduces the following risks: (i) performance-based fee arrangements may cause Westwood to make investments that are more risky or speculative than otherwise; (ii) Westwood may receive increased compensation (compared to a fixed fee) based on unrealized appreciation as well as realized gains on assets in the client's account, (iii) clients may pay a performance fee even if an account declines in value, and (iv) no compensation or refund is paid if Westwood underperforms the benchmark. Sensible Fees are only available to those investors which are "qualified clients," as defined in Rule 205-3 of the Investment Advisers Act of 1940.