

**Introduction:**

Advanced Strategies Broker Dealer LLC is a Securities and Exchange Commission registered broker-dealer that offers investment products. Brokerage and investment advisory fees differ. And it is important you understand the differences. There are free and simple tools available to research firms and financial professionals at **Investor.gov/CRS** which also provides educational materials about broker-dealers, investment advisers and investing.

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

We offer brokerage services to retail investors for various investment companies and insurance carriers on a direct way application basis including mutual funds, 529 plans and variable annuities. But we do not represent individual securities. We recommend buying and selling securities. These services, including account size and minimum investment we offer for these investment companies, are controlled by the rules and regulations of each investment company or insurance carrier we represent. We do not offer proprietary products. Our offerings are limited to the companies we choose to represent. Clients' portfolios are held directly at these investment companies and insurance carriers. We do not monitor investments. You make the ultimate decision regarding the purchase or sale of investments.

**Conversation Starters:**

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

**What fees will I pay?**

Mutual fund companies and variable annuity companies pay us a sales commissions for purchases of their products by our clients which might be a conflict of interest i.e. switching mutual funds unnecessarily to generate commissions. These companies also pay what is known as a "12b-1" fee, which are fees paid out of mutual funds, 529 plans or variable annuity assets to cover the costs of distribution – marketing and selling these investments – and sometimes the costs of providing shareholder services. There may also be nominal fees for account maintenance charged by these various companies. These are considered "brokerage fees". The principal services, accounts and investments we offer are limited by the investment companies and insurance carriers we represent. Each investment company and insurance carrier may also have smaller incidental charges like account maintenance fees, custodian fees and transactions fees. 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. Conflicts of interest, for example differences in 12b-1 fees between various products, might have a material impact on your investment.

**Conversation Starters:**

1. Help me understand how these fees and costs might affect my investments.
2. 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 providing recommendations? How else does your firm make money and what conflicts of interest do you have?**

**When we provide you with a recommendation,** 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 may create conflicts with your interests. You should understand and ask us about these conflicts because they can affect the recommendations we provide you. Here are some examples to help you understand what this means. We may suggest a mutual fund instead of an individual equity because we do not offer individual equities. We do not offer proprietary mutual funds which may result in conflicts of interest that could harm an investor's portfolio performance. Finally, we receive compensation from 12b-1 fees that may affect our decisions.

**Conversation Starter: How might your conflicts of interest affect me, and how will you address them?****How do your financial professionals make money?**

We are paid commissions on our clients' investments and residual incomes (a.k.a. as 12b-1 fees) from these investments. We do not accept non-cash compensation. The investment companies and insurance carriers determine the amount of compensation on these products. A conflict of interest might be caused by compensation we receive from 12b-1 fees or differences in sales commissions paid on different mutual fund offerings.

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

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

**Conversation Starter: As a financial professional do you have any disciplinary history? For what type of conduct?****Additional Information:**

You can find additional information about our broker dealer at [brokercheck.finra.org](http://brokercheck.finra.org). You can also contact Charles Bikas, Managing Member, at 423-580-4307 or at [cbikas@asbdlc.com](mailto:cbikas@asbdlc.com) to request a copy of this summary, express concerns or for further guidance.

**Questions to Ask Us:**

- 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?