Form CRS

Richard James & Associates, Inc. Form CRS Customer Relationship Summary 11.10.21

Item 1: Introduction	Richard James & Associates is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at 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?** Richard James & Associates offers brokerage services to retail investors. We are a full-service broker-dealer, and can offer you the following brokerage services: retailing of corporate equity securities-OTC, selling of corporate debt securities, retailing of mutual funds, brokering of US government securities, selling of variable life insurance or annuities, brokering of puts and calls, writing of options, and arranging for transactions as a non-exchange member in listed securities by an exchange member. We do not require account minimums at this time. We do not hold custody of client assets, however, our clearing firm (Axos Clearing, LLC) is a qualified custodian and performs this service. We do not accept discretionary authority, meaning you make the ultimate decision regarding the purchase or sale of investments. We do not provide research or offer account monitoring on a contractual basis. As such, you should not view our lack of communication about a particular investment to be an implicit hold instruction. **For additional information**, please review your service agreement or if you would like a copy of your Expanded Disclosure Brochure, please contact us at 516-200-3181. **Conversation starter. Questions to ask your Broker:** - Given my financial situation, should I choose a brokerage 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 Standards of Conduct	**What fees will I pay?** There is a $45 service charge on all transactions. There is an annual fee of $100. Commissions are a separate charge and are generally negotiable at the contract level. Such fees cause an inherent conflict of interest; you would be charged more when there are more trades in your account, and we may therefore have an incentive to encourage you to trade often. The custodian may charge additional fees; these are separate from our Firm, and we do not receive any portion of such fees. Clients may also pay charges imposed directly by a mutual fund, index fund, or exchange traded fund, which shall be disclosed in the fund's prospectus. Our firm does not receive a portion of these 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. **For additional information**, or to receive an up to date fee schedule, please call 516-200-3181. **Conversation starter. Questions to ask your Broker:** -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 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 creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the recommendation(s) we provide you. Here are some examples to help you understand what that means. Our Registered Representatives are compensated on a transactional basis. The more frequently you transact in your account, the more they will be compensated. This could incentivize them to encourage you to transact frequently. In addition, we allow our Registered Representatives to trade securities in their own accounts, which could pose a conflict with your interests. As such, we have implemented written policies and procedures to mitigate any such conflicts. We receive third-party payments relative to transactions involving GWG Holdings, Inc. L Bonds on a commissions basis. This poses a conflict of interest, as we are incentivized to increase transactions in these bonds. **Conversation starter. Questions to ask your Broker:** How might your conflicts of interest affect me, and how will you address them? For additional information, please contact us at 516-200-3181.
	How do your financial professionals make money? Our Registered Representatives are compensated on a commission basis. This can be a source of conflict of interest as the more transactions that occur will lead to more monies earned by our Registered Representatives.
Item 4: Disciplinary History	**Do you or your financial professionals have legal or disciplinary history?** Yes. Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals. **Conversation starter. Questions to ask your Broker:** - As a financial professional, do you have any disciplinary history? For what type of conduct?
Item 5: Additional Information	**For additional information** about our services contact Frank Barravechia, at 516-200-3181 or fbarravechia@rjany.com. If you would like additional, up-to-date information or a copy of this disclosure, please call 516-200-3181. **Conversation Starter. Questions to Ask your Broker:** - 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 and my investments?