

Form CRS: Client Relationship Summary

June 30, 2020



Introduction

Pensionmark Securities, LLC ("Pensionmark") 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). Because brokerage and investment advisory services and fees differ, it is important for you, the retail investor, to understand these differences to determine the best type of account for you. 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 in general.

What Investment Services and Advice Can You Provide To Me?

Pensionmark offers brokerage services directly to individuals, high net worth individuals, and trusts. Our offerings are typically limited to directly held mutual funds, variable annuities or variable life insurance.

Monitoring: Pensionmark does not typically provide ongoing monitoring of investments for you, unless otherwise stated in writing.

Investment Authority: Pensionmark will provide recommendations to you on specific investments and products, but you make the final decisions for your account prior to any purchase or sale being made. This is known as "non-discretionary authority" and will be in effect throughout the term of our relationship.

Investment Offerings: Pensionmark's retail investment offerings are limited to the sale of mutual funds, municipal securities offerings such as 529 plans, and variable insurance products.

Account Minimums: Pensionmark does not impose account minimums for opening and maintaining accounts, or otherwise engaging our services.

For additional information, please request our Best Interest Disclosures and your Customer Agreement for complete details about our services and fees.

Conversation Starter: Ask Your Financial Professional

- 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?

What Fees Will I Pay?

For investments made in products such as mutual funds and annuities, Pensionmark receives transaction-based fees from investment product sponsors in the form of asset-based sales charges (e.g. sales load), or those which are transaction-specific (sometimes referred to as a commission). These fees are based on the amount invested in a product and, depending on the product, may be based on how long the investment is held. The receipt of both asset-based sales charges and transaction-based fees creates an incentive to recommend products or sponsors that include such fees. You will be charged more when there are more trades and assets in your account, and we, therefore, have an incentive to encourage you to trade often.

Some investments, such as mutual funds, impose additional fees which reduce the value of your investment over time. Additionally, insurance-based products such as variable annuities and variable life insurance may assess fees to cover the cost of insurance benefits provided by the product purchased.

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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 in your investments over time. Please make sure you understand what fees and costs you are paying.

Conversation Starter: 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 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 investment advice we provide you. Here are some examples to help you understand what that means.

We receive compensation from third parties related to investments made in certain products, such as mutual funds or annuities. This compensation includes ongoing distribution charges such as 12b-1 fees (or trails), which the investment product sponsor charges you and then pays to us.

Conversation Starter: Ask Your Financial Professional

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

How do your financial professionals make money?

Our financial professionals are independent contractors and the agreement we have with each professional outlines the payments we make to them. Each professional receives a portion of the commission, sales charge, 12b-1 fee or trail payment from your transactions, which creates an incentive for them to encourage you to increase your investment account size, or trade frequency.

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

Yes, some of them do. You can access the legal and disciplinary history of our firm and our financial professionals using a free and simple search tool at [Investor.gov/CRS](https://www.investor.gov/CRS).

Conversation Starter: Ask Your Financial Professional

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

Additional Information

You can find additional information about Pensionmark's brokerage services on the SEC's website at www.adviserinfo.sec.gov by searching our CRD #283952. You may also contact our firm at (888) 201-5488 or info@pensionmark.com to request a copy of this relationship summary and other up-to-date information. Pensionmark's current Relationship Summary, and the Relationship of Pensionmark Financial Group, LLC, an affiliated investment adviser, is available on our website at <https://pensionmark.com/>.

Conversation Starter: Ask Your Financial Professional

- 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?