

## Form CRS

**Introduction:** N.B. Zoullas Securities, Inc. 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](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers and investing. As always, if you have any questions please do not hesitate to contact us.

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

We offer securities brokerage services to retail investors, including buying and selling securities (stocks, government bonds, corporate bonds and stock/index options, and certain foreign bonds or equities). These accounts can be for an individual, Joint with Rights of Survivorship, Transfer on Death, Trusts or IRA's. We do **NOT** provide investment advice, nor do we recommend securities to investors. We are strictly an execution firm.

- **Monitoring:** We do **NOT** monitor retail investors accounts; however, we do give you the ability to view your accounts online thru [www.investor-connect.com](https://www.investor-connect.com) (a product of our clearing – custodial firm). Our clearing-custodial firm will be sending you monthly statements (if there is activity) or quarterly if there is not.
- **Investment Authority:** N.B. Zoullas Securities, Inc. does not accept any discretionary authority on accounts, but you may give a third-party discretion if you so choose.
- **Limited Investment Offerings:** We do not offer advice. We currently offer trading in US Domestic stocks, US Government bonds, US equity options and US index options, as well as certain foreign bonds and equities. Other firms could offer you a wider range of choices, some of which might have lower costs.
- **Account Minimums and Other Requirements:** We have no minimum account size to open or maintain an account with N.B. Zoullas Securities, Inc.

#### *Conversation Starters to ask your financial professional:*

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 licenses, education, and other qualifications? What do these qualifications mean?*

### What fees will I pay?

***Fees and costs affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.***

- The fee you pay is based on the specific transaction and NOT on the value of your account.
- With stocks or exchange-traded funds (ETF), this fee is **usually** a separate commission. With other investments, such as bonds, this fee **might** be a part of the price you pay for the investment (called a “**mark-up**”, “**mark-down**” or a “**separate commission**”). With mutual funds, this fee (typically called a “**load**”) reduces the value of your investment. This is how we make our money.
- Some investments (such as mutual funds) impose additional fees that will reduce the value of your investment over time.

## Form CRS

- Our fees vary and are negotiable. The amount you pay will depend on how much you buy or sell, what type of an investment you buy or sell, and what type of account you have with us.
- **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.**
- Our clearing firm does charge additional fees such as: Inactive Account Fee if there has been no trading activity in an account during the year, a custodial fee for any retirement accounts, wire fees as well as a fee for Alternative Investments.
- The more transactions in your account, the more fees we charge you. We therefore have an incentive to encourage you to engage in transactions.

### Conversation Starters to ask your financial professional:

1. *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?**

- We **do NOT** provide recommendations. The way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts with your interests. You should understand and ask us about these conflicts because they can affect the services we provide you. Here is an example to help you understand what this means: A retail investor would be charged more when more frequently trading, the firm may therefore have an incentive to encourage a retail investor to trade often.

### Conversation Starters to ask your financial professional:

1. *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 paid a **flat salary** regardless of product sales, commissions, mark ups/downs or the amount of client assets.

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

- No, but you may search <https://brokercheck.finra.org/> to review any legal or disciplinary history on the firm or any of our financial professionals, as well as additional information regarding the firm. Disciplinary History could include, customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings and criminal or civil judicial proceedings. You may also visit Investor.gov/CRS for a free and simple search tool.

### Conversation Starters to ask your financial professional:

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

**If you would like additional up-to-date information about our services or request a copy of this relationship summary, please call (212)350-5315.**

### Conversation Starters to ask your financial professional:

1. *Who is my primary contact person? Is he or she a representative of an investment advisor or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?*