

KWM SECURITIES LLC
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Customer Relationship Summary
August 2024

Introduction

KWM Securities LLC ("KWM" or "we") is a broker-dealer registered with the Securities and Exchange Commission ("SEC") and Financial Industry Regulatory Authority ("FINRA"). KWM is not an investment adviser like our affiliate Kolinsky Wealth Management, LLC. Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at www.investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

KWM acts as a placement agent for real estate private placements & 1031 Exchange programs. The settlement of the transaction will be handled directly between investors and the issuers. KWM will also offer Variable Life Insurance and Variable Annuities. KWM will execute selling & service agreements only with well-known insurance carriers.

KWM acts in a broker-dealer capacity and does not make recommendations. We do not monitor retail investors' investments. We do not provide investment advice or make recommendations to retail investors on account types.. We do not offer proprietary products.

Conversation Starters:

- *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?*

What fees will I pay?

It is important for you, the retail investor, to understand the principal fees and costs you will incur for your brokerage services, including how frequently they are assessed and the conflict of interest they create. As a KWM customer, the principal fees and costs you may incur for our brokerage services are:

- **Private Placements & 1031 Exchanges:** KWM is compensated as a percentage of the capital invested in each Private Placement. The registered representatives (RRs) assisting you will be compensated with a pre-determined percentage of the gross revenue they produce.
- **Variable Life Insurance and Variable Annuities:** KWM is compensated by commissions based on a payout grid provided by the insurance carrier. For Variable Annuities, it is an upfront fixed percentage of the total premium used to purchase the policy and there is also a commission option available for a smaller upfront commission and a trail. For Variable Life Insurance the commission is based on a percentage of the 1st year premium and in some cases a small trail commission that is paid on an ongoing basis.

Conversation Starters:

- *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?

Certain professionals of KWM are also registered as investment advisors at our affiliated entity, Kolinsky Wealth Management, LLC. As such, these professionals may recommend that a client rollover retirement plan assets to an Individual Retirement Account (IRA) managed by us. As a result of a rollover, our affiliate may earn fees on those accounts. This presents a conflict of interest, as our affiliate has a financial incentive to recommend that a client roll over retirement assets into an IRA we will manage.

When we provide you with a recommendation as your broker-dealer, 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 recommendations and investment advice we provide you. Here are some examples to help you understand what this means.

- KWM receives placement fees from the sponsors of the investments KWM recommends, which are generally based upon the amount of interest subscribed for by investors. Thus, KWM's recommendations for such investments may be influenced by its desire to obtain these fees.
- KWM receives commissions from insurance carriers from the sale of Variable Life and Variable Annuity policies. KWM's recommendations for such investments may be influenced by its desire to obtain these fees.
- KWM offers investments in a limited number of products. There may be other investments that we do not offer that better suit your needs.

Conversation Starters:

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

Additional information:

How do your financial professionals make money?

Our RRs receive a pre-determined percentage of the fee earned. The size of their fee may depend in part upon the amount of investments made by their clients during the year. As such, our RRs have an incentive to encourage you to invest through KWM.

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

No, neither KWM nor its financial professionals have any legal or disciplinary history at this time. Visit www.investor.gov/CRS or to www.brokercheck.finra.org for a free and simple search tool to research KWM and our financial professionals.

Conversation Starters:

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

Additional Information

If you have any concerns regarding the service that you receive or if you want to request up-to-date information or a copy of this Customer Relationship Summary, use the contact information provided or call KWM at 201-474-4011.

Conversation Starters:

- *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?*