### **ITEM 1. INTRODUCTION**

CFS Securities, Inc. (the "Firm") is registered with the Securities and Exchange Commission as a broker-dealer member of FINRA (www.finra.org). The selection of an appropriate type of firm to work with is key as brokerage and investment advisory services and fees differ and it is important for you to understand the differences.

Effective: 07/01/2020

Free and simple tools are available to research firms and financial professionals at <u>investor.gov/CRS</u>, 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?

Description of Services: The Firm offers brokerage services to retail investors. These services include buying and selling securities, and investment recommendations to retail investors. We do not provide ongoing monitoring of your account, however, our financial professionals may voluntarily review your account on a periodic basis for purposes of providing buy, sell or hold recommendations. All recommendations regarding your commission account will be made in a broker dealer capacity. In most cases, recommendations are provided to you on specific investments, but you make the final investment decisions for your account. When we make a recommendation to you, we will expressly tell you orally which account we are discussing. We offer a wide variety of investment products and types of investments. We do not impose account minimums.

# Conversation Starters: Not sure what to ask next? The questions below can be a jumping off point to start a conversation about relationships and services:

- 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 STANDARD OF CONDUCT

#### WHAT FEES WILL I PAY?

Description of Principal Fees and Costs:

You will pay a commission for purchasing or selling a security, which is a transaction-based fee. The amount of the commission is typically a percentage of the amount of money you invest. Depending on the product purchased, the commission will be charged as a one-time fee, either at the time of purchase or sale, and/or will be charged on an ongoing basis. Additionally, we receive compensation in the form of 12b-1 fees from mutual fund product sponsors. While these do not come from your principal directly, they do impact the overall invested assets in the fund. These fees vary, but are typically between 0.25% and 0.75% (annually). Please review the relevant prospectus for details regarding the exact commissions and 12b-1 fees charged for a given product.

#### Description of Other Fees and Costs:

In addition, there are different fees related to different products, such as mutual funds, variable annuities, exchange traded funds, etc. Please refer to the Fund prospectus for other details.

Additional Information: 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.

# Conversation Starter: Not sure what to ask next? The question below can be a jumping off point to start a conversation about the impact of fees and costs on investments:

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?

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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 recommendations we provide you. Here are some examples to help you understand what this means.

Examples of Ways You Make Money and Conflicts of Interest:

Some products pay a higher commission than others; therefore, your financial professional has a conflict of interest to recommend a product that pays higher compensation. Financial professionals who receive cash or non-cash compensation have an incentive to sell more of that sponsor or manager's products.

## Conversation Starter: Not sure what to ask next? The question below can be a jumping off point to start a conversation about conflicts of interest:

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

#### HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?

Our financial professionals receive commissions for products purchased or sold, and this commission will vary based on the type of product and the amount of your assets.

#### **ITEM 4. DISCIPLINARY HISTORY**

#### DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

No

For more information, visit investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

# Conversation Starter: Not sure what to ask next? The question below can be a jumping off point to start a conversation about the financial professional's disciplinary history:

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

### **ITEM 5. ADDITIONAL INFORMATION**

For more information on our firm and services, please visit <a href="investor.gov/CRS">investor.gov/CRS</a>, FINRA's BrokerCheck website at <a href="https://brokercheck.finra.org/">https://brokercheck.finra.org/</a>. You may also contact Michael James Butler at (203)-248-1972 with specific questions, concerns, or complaints, to request up-to-date information, or to request a copy of the Firm's current Customer Relationship Summary.

# Conversation Starter: Not sure what to ask next? The question below can be a jumping off point to start a conversation about the contacts and complaints:

• 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?