

1. INTRODUCTION

Financial Northeastern Securities, Inc. (FNS) is registered with the Securities & Exchange Commission as a broker-dealer that provides brokerage accounts and services. FNS is also a member of FINRA and SIPC. Brokerage and investment advisory services and fees differ; 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.

2. WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

- The brokerage services we provide include buying and selling securities to retail investors on a non-discretionary basis. FNS is a full service broker dealer, offering fixed income securities, mutual funds and equity and option executions. FNS does not offer proprietary products that are issued, sponsored, or managed by our firm or our affiliates. You make the ultimate decision regarding the purchase or sale of investments.
- We have requirements for opening an account, including a minimum initial account size of \$100,000. We offer individual investment accounts and retirement accounts.
- We can offer you additional services to assist you in developing and executing your investment strategy. We are not required to monitor your portfolio or investments on an ongoing basis, we may voluntarily review the holdings in your accounts.
- FNS can refer outside investment advisors who offer managed portfolios. If you choose a managed portfolio, fees and investment models are fully disclosed in the wrap fee program brochure and the advisory agreement provided by your chosen advisor. Please review the following links for additional information: www.ahbi.com; www.advisorscapital.com; <https://www.pershing.com/what-we-provide/managed-account-solutions/investment-advisory-services-and-research>
- You may find further information at: www.financialnortheastern.com

Questions to ask:

- *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?*

3. FEES, COSTS, CONFLICTS, AND STANDARD OF CONDUCT

3A. What Fees Will I Pay?

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.

- The fee you pay is based on the specific transaction and not on the value of your account.
- With stocks or exchange-traded funds, the fee is usually a separate commission. With other investments, such as bonds, this fee will be part of the price you pay for the investment (called a mark-up or mark-down or selling concession). With mutual funds, a fee typically called a load reduces the value of your investment. Mutual funds also charge annual management fees which vary depending on the fund.
- We may charge you additional fees such as custodian fees, account maintenance fees, and account inactivity fees.
- The more transactions in your account, the more fees we will charge you.
- **You may find further information at:** www.financialnortheastern.com/fnsfees; www.financialnortheastern.com/pershingfees

Questions to ask:

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?

*Statements in this summary (i) are required by SEC Form CRS, summary in nature and limited in substance and size by SEC Form CRS; (ii) relate only to our obligations under SEC Regulation Best Interest when we act as a broker; (iii) do not create or modify any agreement, relationship or obligation between you and us or our financial professionals; and (iv) are subject to more complete terms and conditions of our brokerage agreements and disclosures.

3B. 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 may create a conflict of interest. You should understand and ask us about these conflicts. Here are some examples to help you understand what this means.

- We may buy and sell your fixed income investments through our own accounts (called “acting as principal”) and we can earn a profit on these trades. This fee will be part of the price you pay or the proceeds you receive for the investment (called a mark-up or mark-down).
- We may buy new issue fixed income products which have a selling concession, paid by the issuer. This fee will be part of the price you pay and may be disclosed in a prospectus provided.
- FNS receives third party payments from mutual fund product issuers. It also receives distribution and service fees from mutual funds held in accounts pursuant to rule 12b-1 of the Investment Company Act of 1940. The amount of fees received will vary and are fully disclosed in the specific fund prospectus.
- If you choose a managed portfolio, FNS does receive payments from the outside investment advisor you have chosen from our referral list. Fees are fully disclosed in the wrap fee program brochure and the advisory agreement provided by your chosen advisor.
- FNS makes cash sweep options available through our clearing firm. FNS may receive revenue sharing from the Money Fund providers. The amount of fees received will vary and are fully disclosed in the specific fund prospectus.
- You may find further information at: www.pershing.com/rates ; www.financialnortheastern.com/dreyfus

Questions to ask:

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

3C. How do your financial professionals make money?

- Our financial professionals are compensated based on product sales, commissions, or revenue the firm earns from transactions executed for your account. Our financial professionals are not compensated on the sale of specific securities or specific types of securities within a limited period of time.
- FNS offers sales incentives to its financial professionals based on total revenue generated from investment product sales.

1. DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

Yes. Visit www.investor.gov/CRS for a free and simple search tool to research us and our financial professionals. For additional information about our brokers and services, visit <https://brokercheck.finra.org/>.

Questions to ask:

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

2. ADDITIONAL INFORMATION

- You may find additional information about our brokerage services at our website www.financialnortheastern.com.
- You may request a copy of the Form CRS Relationship Summary by contacting your investment professional, visiting our website, or calling our compliance department at 800-362-9876 or to request up-to-date information.

Questions to ask:

Who is the primary contact person for my account? Is he or she a registered representative of a broker-dealer? If I have concerns about how this person is treating me, who can I talk to?