

Introduction

TFS Securities, Inc. is registered with the Securities and Exchange Commission as an Investment Adviser and as a Broker-Dealer; and is a member of FINRA and the Securities Investor Protection Corporation (SIPC). We have a network of independent Financial Professionals (“FP”) who offer brokerage and investment advisory services. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences.

This Client Relationship Summary (CRS) explains the various services we offer, how we charge for those services, and any conflicts of interest that exist when we provide those services. The SEC offers free and simple tools to research firms and financial professionals at <https://www.investor.gov/CRS> which also provides information tailored to educate retail investors about financial professionals, broker-dealers, investment advisers, and investing.

Relationships and Services

What investment services and advice can you provide me?

Our FPs offer brokerage services, investment advisory services or both to retail investors. Each FP generally provides access to a wide range of investment products as part of our Brokerage Services. The range of options available to you may be limited depending on the licenses and registrations held by your FP. Certain programs may have account or investment minimums or other limitations. We encourage you to ask your FP if any such limitations apply to your account. Our investment adviser firm provides investment advice and financial planning services. The key differences between brokerage and investment advisory services are outlined below:

Investment Brokerage Services	Investment Advisory Services
<ul style="list-style-type: none"> • Investment Brokerage Services include taking your orders and executing your securities transactions to either BUY, SELL, or HOLD securities. In many cases, we provide custody and safekeeping of your holdings. • If you open a brokerage account, you will pay us a <i>transaction-based fee</i>, generally referred to as a <i>commission</i>, every time you buy or sell an investment. • Certain accounts or investment types may require an initial minimum investment to open or purchase. • In most cases, your FP will recommend investments for your account based on an assessment of your needs, goals, investment preferences, time horizon, and risk tolerance. You may also select investments yourself. • You always make the final decisions for your account. • We do not monitor brokerage account investments for you, unless otherwise specified in writing. • We do not offer any proprietary products. • You will receive statements providing an overview of your account at least on a quarterly basis. • Not all of our FPs can offer the full range of brokerage products and services we offer, based on their licenses. • Because certain investments involve an additional degree of risk, they will only be recommended when consistent with the client's stated investment objectives, tolerance for risk, liquidity and suitability. 	<ul style="list-style-type: none"> • TFS Advisory Services, Inc. provides its clients with financial planning and / or investment management services managed directly by your FP, or by third party managers or strategists. These services include Mutual Fund and ETF Asset Allocation Programs, Separately Managed Accounts, Unified Managed Accounts, retirement plan consulting and other advisory services. • If you open an advisory account, you will pay an <i>asset-based fee</i> based on the value of investments and cash in the advisory account. • Certain accounts or investment types may require an initial minimum investment to open or purchase. • We offer investment management services on both a <i>discretionary</i> and <i>non-discretionary</i> basis. • You will typically grant us discretion to buy and sell investments in your account, without obtaining your prior consent. You may limit our discretion by placing restrictions on certain types of securities. • In other investment advisory accounts, you may grant investment discretion to a third-party manager, strategist, or other financial institution. • Certain other investment advisory accounts are non-discretionary, which means that you are required to pre-approve every transaction we recommend. • TFS Advisory Services does not offer any proprietary products, however we only offer advice with respect to a limited menu of investment products. • You will receive statements providing an overview of your account at least on a quarterly basis.

For additional information on our brokerage and investment advisory services, please consult the following sources by visiting our website at www.wealthtfs.com

- TFS Advisory Services Form ADV Part 2A Brochure
- TFS Securities, Inc. General Disclosure and Privacy Notice

For product specific minimums, please refer to the product company literature and websites.

CONVERSATION STARTERS – QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL

- *Given my financial situation:*
 - *Should I choose an investment advisory service?*
 - *Should I choose a brokerage service?*
 - *Should I choose both types of services? Why or why not?*
- *How will you choose investments to recommend to me?*
- *What is your relevant experience?*
 - *What licenses, education, and other qualifications do you hold?*
 - *What do these qualifications mean?*

Fees, Costs, Conflicts and Standard of Conduct

What fees will I pay?

Investing is a very important, personal process requiring great care and a wide variety of options to help you make the right decisions. The chart below outlines the fees that you could be charged for brokerage and investment advisory accounts. Fee Schedules for our Investment Advisory Services are outlined in our [TFS Advisory Services Form ADV](#). Fee Schedules for our brokerage services can be found on our [website](#). Our fees can be assessed at the time of transaction, quarterly or annually.

Fees Associated with Brokerage Accounts	Fees Associated with Investment Advisory Accounts
<ul style="list-style-type: none"> • If you open a brokerage account, you will pay us a transaction-based fee, generally referred to as a commission, every time you buy or sell an investment, based on the specific transaction and not the value of your account. • For Investments in stocks or exchange-traded funds, this fee is usually a separate commission. • Investments in bonds might include a fee that is included as part of the price you pay for the investment (called a “mark-up” or “mark-down”). • Investments in mutual funds, annuities, and alternative investments pay us transaction-based fees (typically called a “load” or “sales charge”) based on the amount invested in the product. • Investments in mutual funds, ETFs, annuities, and alternative investments also impose additional ongoing fees and expenses that will reduce the value of your investment over time. • Investments in annuities and alternative investments often involve “surrender charges” to sell the investment prior to a certain deadline. • Our receipt of transaction-based fees creates an incentive to trade more frequently and in greater amounts, because we receive more revenue when you do so. • Our receipt of sales-charges or loads based upon the amount invested creates an incentive to recommend products that include such charges. 	<ul style="list-style-type: none"> • If you open an advisory account, you will pay an asset-based fee based on the value of investments and cash in the advisory account, according to the fee schedule in your investment advisory agreement. This fee is a percentage of the value of your account. You pay this fee even if you don’t buy or sell investments. • Wrap Fee programs and other asset-based managed accounts involve a single asset-based fee for the advisory services, which also covers most transaction costs and certain administrative and custodial fees associated with your investments. • If you expect to utilize a “buy and hold” strategy that trades less frequently, you may pay more than you would pay separately for these account services. In this case a brokerage relationship might be more desirable. • Your fees are generally negotiated directly with your FP, subject to different criteria based on the advisory program selected. The amount you pay will depend on the services you receive and the value of your account. • In addition to the asset-based fees charged by the investment advisory account, any underlying investments in mutual funds, ETFs, annuities, and alternative investments also impose additional ongoing fees and expenses that will reduce the value of your investment over time. • Our financial planning fees are negotiable and are determined by our FPs but are generally a flat fee or an hourly rate for the financial planning services rendered. • The more assets you have in the advisory account, the more you will pay us. Though we have an incentive to increase the assets in your account, our firm does offer fee breakpoints for larger accounts.

Other Fees and Costs?

There are other fees and costs related to our investment adviser and brokerage services in addition to the principal fees and costs that you will pay directly or indirectly. Examples of our most common fees and costs are custodian fees, confirmation fees, transfer fees, cash management fees, maintenance fees, or fees for the administration of alternative investments or foreign securities. You may also incur fees charged by the particular investment product in which you are invested, including mutual funds, ETFs, and other pooled funds, in addition to brokerage commissions and advisory fees charged by us. Some of these fees may be shared, as described below in Third-Party Payments. Certain investment products have significant fees triggered by particular events, e.g., annuities may include mortality, expense, and administrative fees, and fees for excessive transfers or early withdrawals.

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. For additional information on our brokerage and investment advisory services, please consult the following sources by visiting our website at www.wealthtfs.com

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CONVERSATION STARTERS – QUESTIONS TO 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 as my broker- dealer or when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

When we provide you with a recommendation as your broker-dealer or act as your investment adviser, we must 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:

Third-Party Payments

We receive compensation from third parties related to investments you make in certain products, including mutual funds, ETFs, annuities, alternative investments, and other investments. This compensation includes ongoing distribution charges, including 12b-1 fees or trail commissions, which an investment product charges you and then pays to us. We also receive fees from investment products or their sponsors to defray our transaction fees. In some brokerage accounts, we offer money fund sweep programs that provide the firm with additional fee revenue based upon the assets held in these accounts. This creates an incentive for the firm to maintain a cash balance in your account.

Revenue sharing

Revenue sharing payments are another type of third-party compensation we receive from sponsors who participate in our marketing programs. These programs support our product marketing to our FPs and for education and training efforts, and facilitate communications between sponsors and our FPs. Finally, certain sponsors pay us to make their investment products available on our platform. Because we receive payments from these third parties, there is an inherent incentive for us to recommend or invest your assets in those investment products. Detailed information regarding third-party payments can be found in the TFS Securities, Inc. Disclosure and Privacy Policy.

Principal Trading

In brokerage accounts, we sometimes directly buy from you or sell to you investments including stocks, bonds or certain shares of mutual funds, unit investment trusts (UITs), or alternative investments. These are called principal trades. If the principal trade involves a bond, we receive a markup or markdown by either buying the bond from you at a lower price than we will sell it for or by selling the bond to you at a higher price than we bought it for. That creates an incentive for us to either buy the bond from you at the lowest price possible or sell the bond to you at the highest price possible and maximize our profit on the principal trade. In advisory accounts, purchases of mutual funds, UITs, or alternative investments may be processed through our proprietary firm trading account, but we do not receive any markup or markdown on these transactions. Detailed information regarding our conflicts of interest can be found in the TFS Securities, Inc. General Disclosure and Privacy Policy.

CONVERSATION STARTERS – QUESTIONS TO 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 FPs are primarily independent contractors, although a small portion are also employees or employees of an affiliated company. The unique agreements between TFS and each FP sets out the payments we make to them. Those who provide investment advisory services receive a portion of the advisory fee you pay. FPs who provide you brokerage services receive a portion of the commissions or markups / markdowns from your trades. Receiving a portion of the advisory or brokerage fees you pay to us creates an incentive for them to encourage you to increase your investment account size or trade more frequently. We also compensate FPs based on production, including payments based on the amount of client assets they service and the products they sell. In addition, our FPs receive different levels of compensation for selling different types of investments or services. This could include, for example, a share of the 12b-1 fees, trail payments, or sales loads paid to us by an investment product. Although your FP must recommend investment products or manage your account in your best interest, these additional forms of compensation create an incentive for them to recommend specific financial products.

Our FPs may receive compensation from us in other ways, including:

- Transition assistance if he or she moves to TFS from another company. This assistance creates an incentive to migrate and maintain business on our platform from another investment platform, and to sell or recommend the sale of investments held in an account if we do not offer those investments.
- Waived or reduced costs and fees for administrative services that we provide for your accounts, attending our conferences and events, and free or reduced-cost marketing materials. These waived and reduced costs and fees create an incentive for advisors to associate with us instead of other financial firms.
- Increased compensation and bonuses for higher levels of productions. The more revenue produced by our FP, the greater the chance for increased compensation.

Your FP is legally required to act in your best interest and not put his or her interests ahead of your own. We have systems in place to mitigate the conflicts of interest that arise from the way he or she makes money, including systems to review whether a recommendation is in your best interest. More information on compensation can be found by visiting our website at www.wealthtfs.com

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Disciplinary History

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

Yes. Our firm's regulatory and disciplinary history is addressed in TFS Advisory Services Form ADV. The disciplinary history of our financial professionals at TFS Securities, Inc. is listed on their Form ADV Part 2B Brochures and listed on their FINRA CRD Form U4. Visit <https://www.investor.gov/CRS> for a free and simple search tool to research our firm and our FPs.

CONVERSATION STARTERS – QUESTIONS TO 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 our services and request a copy of this Client Relationship Summary by visiting our website at www.wealthtfs.com, emailing us at compliance@tfsweb.com, or calling us at 732-758-9300.

For more detailed information, including information about our fees and costs, please visit our website at www.wealthtfs.com to review the following resources:

- ~TFS Advisory Services Form ADV Part 2A Brochure
- ~TFS Securities, Inc. BrokerCheck Report
- ~TFS Securities, Inc. General Disclosure and Privacy Policy
- ~TFS Securities, Inc. Regulation BI Disclosure
- ~The Investment Adviser Public Disclosure Website
- ~FINRA BrokerCheck Report for your FP

CONVERSATION STARTERS – QUESTIONS TO 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?