



Form CRS - Customer Relationship Summary - ADV Part 3

June 29, 2020

Financial Services International Corp. (“FSIC”) is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA). Additionally, FSIC is a federally registered Investment Adviser, registered with the Securities and Exchange Commission. 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, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

FSIC offers both brokerage and investment advisory services to investors. Depending on your needs and investment objectives, we can provide you with services in a brokerage account, investment advisory account, or both at the same time. This document gives you a summary of the types of services we provide and how you pay.

<p>Broker-Dealer Services - 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. You, the investor, may select investments, or we may recommend investments for your account, but you will make the ultimate investment decision regarding the investment strategy and the purchase or sale of investments. While we carefully watch the market and make recommendations accordingly, we do not monitor account performance.</p>	<p>Investment Advisory Services - We provide full time discretionary account management and provide you with assistance with developing your investment strategy. Discretionary account management allows us to buy and sell investments in your account at our discretion without your prior approval. Your account and its performance are constantly monitored by us. We generally require a minimum asset level of \$10,000.00 in order to open an advisory account.</p>
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For additional information on our advisory business, please see the FSIC ADV Part 2A. For additional important disclosures, in general, please see our Important Information Disclosure document. Both were provided to you at the time of your account opening. For additional copies, please contact your representative.

Ask your FSIC Representative:

- 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, including your licenses, education and other qualifications? What do these qualifications mean?

What Fees Will I Pay?

<p>Broker-Dealer Services – Transaction based fee: The fee you pay is based on the specific transaction and not the value of your account. With stocks or exchange-traded funds, this fee is a separate commission. With bonds, this fee will be part of the price you pay for the investment (called a “mark-up” or “mark down”). You will be charged more when there are more trades in your account, therefore we have an incentive to encourage you to trade more frequently. With mutual funds, this fee (typically called a “load”) reduces the value of your investment.</p> <p>Some investments impose additional fees that will reduce the value of retail investors’ investments over time (e.g., mutual funds and variable annuities). An investor could be required to pay fees when certain investments are sold (e.g., surrender charges for selling variable annuities).</p> <p>Certain fees, but not all, transactional based fees are negotiable.</p>	<p>Investment Adviser Services – Asset based fee: You will pay an on-going asset-based fee quarterly, in advance, based on the value of the cash and investments in your advisory account. The amount paid to our firm and our representative does not vary based on the type of investments we select on your behalf. The asset-based fee reduces the value of your account and will be deducted from your account. While we have a set fee schedule as illustrated in our ADV Part 2A, management fees are negotiable.</p> <p>Depending upon the investment, other fees may apply such as brokerage execution commissions, custodial fees and service charges, stock transfer fees, mutual fund management fees, 12b-1 fees, and other similar charges incurred in connection with transactions. These fees are not considered part of management fees and will be paid separately from the assets in a client’s account.</p>
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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. For additional information, please see our document, ADV Part 2A for managed advisory accounts, and our Important Information Disclosure. Each were provided to you at the time of your account opening. For additional copies, please contact your representative.

Ask your FSIC Representative:

- 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?

<p>Broker-Dealer Services – Standard of Conduct: 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 may affect the recommendations we provide you. Our primary conflict of interest is the more transactions in your account, the more fees we charge you. We therefore have an incentive to encourage you to engage in transactions.</p>	<p>Investment Adviser Services – Standard of Conduct: When we act as your investment adviser, we are required 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 affect the recommendations we provide you. As an example: The more assets there are in your account, the more fees you will pay, and we therefore have an incentive to encourage you to increase the assets in your account.</p>
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Ask your FSIC Representative:

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

For additional information, please see our ADV Part 2A and your Adviser Representative’s ADV Part 2B for managed advisory accounts. Each were provided to you at the time of your account opening. For additional copies, please contact your representative.

How do your financial professionals make money?

<p>Broker-Dealer Services: Representatives are commissioned and receive a portion of the fees charged you by FSIC for each buy or sell transaction. The more transactions in your account, the more commission a representative will make and therefore he/she has an incentive to encourage transactions.</p>	<p>Investment Advisory Services: Representatives are commissioned and receive a portion of the asset-based fees charged you by FSIC. The more assets in your account, the more commission a representative will make and therefore he/she has an incentive to encourage asset growth.</p>
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Do your financial professionals have legal or disciplinary history?

No. Visit Investor.gov/CRS for a free and simple search tool to research FSIC and our financial professionals.

Additional Information

For additional information about our services, visit www.fsic.com . If you would like additional, up-to-date information or an additional copy of this disclosure, please call (206) 386-5475 or your FSIC representative directly.

Ask your FSIC 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?