



## Customer Relationship Summary — Form CRS

October 17, 2022

Essex Securities LLC (“Essex”) is registered with the Securities and Exchange Commission (“SEC”) as a broker-dealer and is also a member of FINRA, MSRB and SIPC. Brokerage and investment advisory services and fees differ, and it is important for the retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

All recommendations regarding your brokerage account will be made in a broker-dealer capacity, and all recommendations regarding your advisory account will be in an advisory capacity. When we make a recommendation to you, we will expressly tell you orally which account we are discussing.

### What investment services and advice can you provide me?

We offer full-service brokerage to retail investors, providing recommendations in the purchase and sale of a variety of security products. We offer many different brokerage account types including individual and joint accounts, custodial accounts, estate and trust accounts, individual retirement accounts, 529 accounts, annuities and other types of retirement accounts as outlined in our account agreement(s). Some financial advisors offer limited products based on their licensing qualifications. Additional information regarding limitations, if any, can be found in your registered representative’s disclosure. You should refer to our account agreement(s) for more information concerning available account types or speak with a registered representative.

When we make a recommendation, you make the ultimate decision regarding the purchase or sale of investments. You may accept or reject any recommendation we make. It is your responsibility to monitor the investments in your brokerage account, and we encourage you to do so regularly. We do not commit to provide on-going monitoring of your brokerage account. If you prefer on-going monitoring of your account or investments, you should speak with a financial advisor about whether an advisory services relationship is more appropriate for you.

There is no minimum initial account balance required to open a brokerage account with us. However, if you either fail to fund your account or do not return account opening documents as required, your account will be closed. In addition, some types of brokerage accounts have minimum account activity requirements and/or minimum on-going balance requirements that must be maintained, or your brokerage account will be closed. These requirements are detailed in the account agreement(s) you receive when you open your brokerage account.

Additional information about our services is available on our Best Interest Disclosure Brochure and on our website at [www.essexsecurities.com](http://www.essexsecurities.com).

#### When considering our services, ask your financial professional:

- **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?

We receive direct and indirect compensation in connection with your brokerage accounts. Direct compensation is taken directly from the brokerage account in the form of commissions on transactions. In addition, we receive a portion of the interest charged on margin balances. Commissions and other transaction-fees are charged when a trade occurs. You will be charged more when there are more trades in your account, and we, therefore, have an incentive to encourage you to trade often.

Transaction-based fees are based on a host of factors, including, but not limited to: underlying product selection; your brokerage service model and account type; size of your transaction and/or overall value of your account; frequency of your trade activity; and available discounts and/or fee waivers.

Aside from the fees we charge you for buying and selling securities, you will have to pay other fees related to brokerage services, which could be charged directly or indirectly. Direct fees include custodial fees and account maintenance fees (including IRA fees) charged by the clearing firm; margin interest fees, markups and markdowns; redemption fees; wire fees; transfer fees; etc. Direct fees will be shown on your trade confirmation and/or brokerage account statement. Indirect fees include internal expenses charged by mutual funds and ETF’s (including 12b-1 fees and annual fund operating expenses).



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.

Additional information about our fees is available on our Best Interest Disclosure Brochure and in your Customer Agreement.

**When considering our services, 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? 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 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.*

**Revenue Sharing:** Essex has a conflict of interest through its revenue sharing arrangements with our Clearing Firm and other product providers, including investment companies. This creates an incentive for us to recommend services and products for we receive revenue sharing. For example, we receive a portion of credit as part of the Bank Deposit Sweep Program, margin interest charged to clients, and trails from investment companies for products including mutual funds, money market funds and variable annuities.

**Principal Trading:** When you buy or sell securities in a brokerage account we may impose a markup (increase) or markdown (decrease) in the price of transactions we execute on a principal basis. When we buy and sell for our own account, we have the potential to profit on that trade in addition to the markup or commission. We maintain policies and procedures reasonably designed to help ensure compliance with the markup and markdown industry rules.

**When considering our services, ask your financial professional:**

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

Additional information about our conflicts of interest is available on our Best Interest Disclosure Brochure.

### **How do your financial professionals make money?**

Registered Representatives earn a portion of the commissions and other transaction fees you pay. As commissions are based on a number of factors, so is the compensation paid to our Registered Representatives. For example, certain products pay higher commission rates than others.

Some product and service providers provide training and education to the Registered Representatives. Such meetings are provided at no cost to us and may include reimbursement for meals and travel. These meetings or events are held to educate Registered Representatives and are also considered to be a form of non-cash compensation.

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

Yes, visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

**When considering our services, ask your financial professional:**

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

### **Additional Information**

Additional information, including our most recent Relationship Summary, is available at our website at [www.essexsecurities.com](http://www.essexsecurities.com); in your Customer Agreement; or you can call your Registered Representative at 201.777.7121 to request up-to-date information and a copy of the Relationship Summary.

**When considering our services, ask your financial professional:**

- **Who is my primary contact person?**
- **Is she or he 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?**