

Washington Securities Corporation (WSC) is a FINRA member firm and registered with the Securities and Exchange Commission as a **Broker-Dealer**. We provide both solicited and unsolicited investments to retail investors (individuals or legal representatives of individuals who receive our services primarily for personal, family, or household purposes). As a **Broker-Dealer**, we charge our retail investors only on a **transaction basis**, or what is commonly referred to as “commission”. You will only be charged by the broker if you make a purchase or a sale within your account.

*If you were to choose to invest with an **Investment Advisor**, you would be charged an annual fee based on a percentage of the money you hold with them, separate and in addition to potential transaction fees. It is important to understand the differences, as both options have their own set of potential conflicts of interest.*

Free and simple tools are available to research firms and financial professionals at Investor.org/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

At WSC, we can offer	In any types of accounts below
Stocks	Cash Accounts
Options	Options Accounts
Government and Municipal Bonds	Pension/ Profit Sharing Plans
CD's/ Jumbos	401(k)'s
Preferred Stocks	IRA's/ Roth's/ SEP's
Unit Investment Trusts	Educational Plans/ 529's
Mutual Funds	Coverdell IRA's

When you begin a relationship with WSC, we are committed to providing you customer service, tailored to your specific needs. For every client, we establish an investor profile based on a number of factors including Net Worth, Risk Tolerance, and Investment Time Horizon. These data points help us determine the suitability of investment decisions. **We do not utilize discretionary authority**, meaning we do not execute transaction without prior client approval. We will review specific portfolios upon a client's request. There are no account minimums to open or maintain a brokerage account with WSC. *WSC does not utilize, create, or sell proprietary products.*

Conversation Starters with a potential 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 those qualifications mean?”

What fees will I pay?

WSC has a published commission schedule from our clearing firm, RBC, as a guideline which is available upon request.. However, individual brokers have the option to discount a commission charge to a client based on activity and size of transaction.

Outside of commissions, the most common fees are inactivity fees and IRA maintenance or termination fees. Additional incidental fees are provided upon the client's request and are included in New Account Form disclosure documents.

Please Note: 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 times. Please make sure you understand what fees and costs you are paying.

Due to the nature of commissions, or transaction-based fees, the more trades that are placed, the higher the cost would be to the retail investor. However, WSC does not require brokers to meet monthly client or monetary quotas and does not implement discretionary authority.

➡ Conversation Starters

- “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 and its brokers make money and what conflicts of interest do you have?

When we provide you with a recommendation, 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 interest. 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. **Due to the nature of commissions, or transaction-based fees, the more trades that are placed, the higher the cost would be to the retail investor. However, WSC does not require brokers to meet monthly client or monetary quotas.**

WSC is also a registered Investment Advisor with the State of Maryland. Your Registered Representative may also be a Registered Investment Advisor, and they are obligated to explain and disclose the differences between fee-based and commission-based accounts. You may incur higher costs in a managed account if there is less activity.

WSC has the responsibility to provide the client with full information on recommendations, to transmit all funds properly, to report to the client any deficiencies or errors in the account, to deliver transaction confirmations and monthly statements, to notify any corporate changes in securities held in an account, and if necessary have a supervisor review any discrepancies in a client account. Current regulations do not require broker-dealers to monitor a client’s account following a specific recommendation, however we may review a portfolio if there is an additional suitable recommendation, a pre-determined timetable, or a review request from a client.

How do your financial professionals make money?

WSC does not receive any third-party compensation or benefit from recommending a specific product and does not participate in revenue sharing with managers or sponsors of investments. The only compensation a broker will receive is the commission from the retail investor’s transactions. WSC charges markups/markdowns on principal transactions, then pays the broker a percentage of those amounts.

➡ Conversation Starters

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

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

Our financial professionals have legal or disciplinary history. Visit Investor.gov/CRS for a free and simple search tool to research us WSC any other financial professionals.

➡ Conversation Starters

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

For additional information about our firm, what services we provide, or to view or request a copy of the *Relationship Summary*, please visit our website at www.WashingtonSecurities.com or call us at (301) 657- 4810.

➡ Conversation Starters

- “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?”