

# Customer Relationship Summary

## First Ballantyne, LLC

March 15, 2024

First Ballantyne, LLC (FBLT) is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. This Client Relationship Summary provides details about our brokerage services, fees, and other important information. 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.

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

FBLT offers brokerage services to retail investors. Services include buying and selling securities. FBLT does not offer recommendations to retail investors. We offer retail investors non-discretionary or limited discretionary brokerage accounts. Retail investors' investments are not monitored except to ensure compliance with regulatory requirements (i.e., suitability, investment time horizon, risk tolerance, anti-money laundering, etc.). Discretionary accounts must include customer-provided specific parameters for executing discretionary transactions. Retail investors make the ultimate decision regarding the purchase or sale of investments. All accounts are held by the Firm's clearing agent, Wedbush Securities, on a fully disclosed basis. Investment offerings are limited to stocks, bonds, mutual funds, ETFs, or CDs. There are no minimum account sizes or investment amounts for retail investors.

### **CONVERSATION STARTER**

***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?***

Principal fees and costs incurred by retail investors for our brokerage services include: 1) a mark-up/mark-down on bond each transaction that is based on the security and current market conditions (included in the price you pay for or get from the bond), 2) a \$10.00 commission on each equity transaction, and 3) a commission on each mutual fund transaction based on the share class purchased at the time of the purchase and on an ongoing basis. Retail investors are charged more when there are more trades in an account, therefore FBLT may have an incentive to encourage a retail investor to trade often. Other fees and costs related to your brokerage services include, but are not limited to: reorganization items (\$20 per issue), ACAT (\$95 per request), domestic wire transfer (\$20 per request), IRA set-up fee (\$20 per account), annual IRA fee (\$35 per year), NSF check (\$25 per check), etc. 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. Fees will be deducted from your account at the time of the service.

### **CONVERSATION STARTER**

***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?”**

We **do not** provide recommendations to retail customers. 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 services we provide you. Here are some examples to help you understand what this means. 1) FBLT sells securities from its own inventory to retail customers. FBLT could be incentivized by encouraging you to purchase these securities. FBLT may make a profit from securities purchased from or sold to retail investors from FBLT’s own accounts. 2) Our firm allows our Financial Professionals to trade in their personal accounts and may invest in the same securities as clients. However, all of our Financial Professionals personal securities accounts are supervised on an ongoing basis. For additional information on conflicts, please refer to “What fees will I pay?”

**CONVERSATION STARTER**

***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?**

FBLT financial professionals receive cash compensation based on salary plus bonus or a percentage of FBLT’s profit from each transaction. The way we compensate our employees creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the services we provide you. An example of how our compensation may conflict with your interests is as follows: FBLT sells securities from its own inventory to retail customers. FBLT could be incentivized by encouraging you to purchase these securities. FBLT may make a profit from securities purchased from or sold to retail investors from FBLT’s own accounts resulting in higher compensation for its employees.

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

Yes. On July 28, 2010, FBLT was cited by FINRA for violating MSRB Rules G-8(A) and G14. FBLT failed to report the correct time of trades to RTRS for municipal securities.

Investors should visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research FBLT or its professionals.

**CONVERSATION STARTER**

***Ask your financial professional:***

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

Retail investors may find additional information about our brokerage services at [FBLT.com](http://FBLT.com). Additional information or a copy of the relationship summary may be requested by emailing [Trader@FBLT.com](mailto:Trader@FBLT.com) or calling FBLT at (704)927-2900.

**CONVERSATION STARTER**

***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?”***