

Brown & Brown Securities, Inc.
Form CRS: Customer Relationship Summary
As of September 5, 2023

Brown and Brown Securities, Inc. (BBSI) is registered with Financial Industry Regulatory Authority (FINRA) as a broker-dealer and is a member of Securities Investor Protection Corporation (SIPC) and as such, provides brokerage services, rather than advisory services. Brokerage services and fees differ from that of advisory services and fees, so it is important to understand the fees and services specific to a broker dealer. Please be advised that Brown & Brown Financial Services, Inc. (BBFSI) is an affiliated investment adviser with the broker and is registered with the State of Texas.

There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you.

Free and simple tools are available to research firms and financial professionals at: <https://www.investor.gov/CRS>, which also, provides educational materials about broker-dealers, investment advisors and investing.

WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

Depending on your needs and investment objectives, we can provide you, retail investors, with services in a brokerage account, investment advisory account, or both at the same time. This document is a summary of the services and fees we offer to “retail” investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes. **These services differ and it is important for you to understand the differences. That being said, this form only refers to our brokerage services. Services listed in this section are related to the Broker Dealer.**

- **Investment Offerings:** Broker-Dealer Services/Brokerage Accounts are accounts you can buy and sell stocks, bonds, mutual funds that hold stocks and bonds, certificates of deposit, money markets, bank insured products, etc. We do not offer proprietary products.
- **Monitoring:** We do review client accounts from time to time but we are not required to do so on a regular basis. We do not, however, actively manage your account.
- **Investment Authority:** You make the ultimate decision regarding the purchase and sale of investments in your brokerage investment account(s). However, we may provide you with information to help aid in this decision and if asked, provide our opinion and/or recommendation.
- **Limited Investment Offerings:** We do, by choice, recommend a limited menu of investment and share classes. Specifically, we prefer mutual funds over other investments due to the diversification they provide.
- **Account Minimums and Requirements:** There is no minimum account size.
- **Additional Services:** Upon request, we can help a client with estate valuation for which there may be a charge. We can, also, offer you additional services to assist you in monitoring your investment strategy/asset allocation. We are not required to monitor your portfolio or investments on an ongoing basis through our brokerage firm. However, we can make this arrangement through our state-registered Investment Advisory firm affiliate, Brown and Brown Financial Services, Inc.

Additional Information:

For a more in-depth description of our brokerage services, please refer to our Reg BI Disclosure. There are additional disclosures and content on our website:
<https://bbfsi.net/disclosures>.

Conversation Starter: Given my financial situation, why 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?

If you open a brokerage account and you make a stock transaction, you will pay us a transaction-based fee, generally referred to as a commission, every time you buy or sell the stock. Commissions vary depending on transaction amount. If you purchase a mutual fund, commissions might, also, be paid depending on the investment amount you have with that mutual fund family. If you have reached a certain asset level, there is no commission to make the investment.

- The fee you pay for stocks is based on the specific transaction and not on the value of your account. The more transactions you place, the more commissions we earn. Thus, we might have an incentive to encourage more transactions.
- With stocks or exchange-traded funds, the fee is usually a separate commission. With other investments, such as bonds, this fee may be part of the price you pay for the investment (called a mark-up or mark-down). With mutual funds, a fee typically called a load reduces the value of your investment. Mutual funds also charge annual management fees which vary depending on the fund. With certain investments such as variable annuities, you may have to pay fees such as surrender charges to sell the investment, reducing the value of your investment.

- We may charge you additional fees such as custodian fees, account maintenance fees, and account inactivity fees. The more transactions in your account, the more fees we will charge you. We, therefore, have an incentive to encourage you to engage in transactions.
- You may select investments or, upon request, we may recommend investments for your account. But, the ultimate investment decision for your investment strategy and the purchase or sale of investments will be yours.
- We can offer you additional services to assist you in developing and executing your investment strategy and monitoring the performance of your account. Typically, however, the requests for assistance will be facilitated by you.
- There is an inherent conflict of interest, in that the firm makes money on the commissions you pay which ultimately, can increase the compensation to the financial professional.

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, overtime. Please make sure you understand what fees and costs you are paying.

For more detailed information regarding fees and costs, please refer to Reg BI Disclosures or the Brown and Brown Securities' website <https://bbfsi.net/>.

Conversation Starter: 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?

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 can affect the recommendations, we provide you.

Examples of Ways We Make Money and Conflicts of Interest:

- We can make extra money by selling you certain mutual fund investments because they are sold with shared commissions. We receive a portion of the commission as does the mutual fund family.
- We do receive 12b-1 service fees by some investment companies, as well, as commissions. The fees are paid to the firm. The purpose is to encourage the firm to continue serving your account. It can be considered a conflict of interest that the firm receives these payments. This payment is considered revenue sharing.
- The firm, through which financial professionals provide brokerage services to you, will receive commission-based compensation in connection with the investment products purchased and sold. The more of certain types of investment products sold, the more money the firm can earn and thus, the more money the financial professional can make. Further, we can make extra money by selling you certain investments, such as certain mutual funds, because the mutual fund company pays the firm a service fee to service your account, which is considered revenue sharing.

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

Additional Information:

To further help you understand what conflicts of interest exist, refer to the following links to view our Form CRS and additional disclosures: <https://bbfsi.net/disclosures>. Also, additional brokerage research may be done at the FINRA's BrokerCheck website: <https://brokercheck.finra.org/firm/summary/15560>.

HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?

The firm's financial professionals are compensated with a salary and a bonus. The bonus is based on firm revenue net expenses.

DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

No. Visit www.investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Conversation Starter: As a financial professional, do you have any disciplinary history? For what types of conduct?

ADDITIONAL INFORMATION

For additional information about our brokers and services, visit <https://brokercheck.finra.org/>, our web site <https://bbfsi.net> and refer to your account agreement. You may request up-to-date information and a copy of the Form CRS Relationship Summary by contacting your investment professional at 214-696-1768.

Conversation Starter: 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?

Rev. 09/23