

Brown & Brown Securities, Inc. and Brown & Brown Financial Services, Inc.

Form CRS: Customer Relationship Summary

As of June 30, 2020

Brown & Brown Securities, Inc. (BBSI) is registered with the Securities and Exchange Commission (SEC) and Texas State Securities Board as a broker-dealer and is a member of the Financial Industry Regulatory Authority, Inc. (FINRA), the Securities Investor Protection Corporation (SIPC) and the Municipal Securities Rulemaking Board (MSRB). BBSI is affiliated with Brown & Brown Financial Services, Inc. (BBFSI) an investment adviser registered with the SEC, by way of common control.

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>

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. Please ask us for more information. There are some suggested questions on page 4.

Type of Relationships and Services. Our accounts fall into two categories:

Broker-Dealer Services
Brokerage Accounts

Investment Advisor Services
Advisory Accounts

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.

If you open an advisory account, you will pay an on-going asset-based fee for our services.

You may select investments or 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 will offer you advice on a regular basis. We will discuss your investment goals, design with you a strategy to achieve your investment goals and regularly monitor your account.

We can offer you additional services to Assist you in developing and executing your Investment strategy and monitoring the performance of your account but you might pay more. We will deliver paper account statements to you each quarter.

Type of account that allows us to buy and sell investments without asking you in advance (a "discretionary account".)

Broker-Dealer Services
Brokerage Accounts (cont.)

We offer a limited selection of investments. Other firms could offer a wider range of Choices, some of which might have lower costs.

Investment Advisor Services
Advisory Accounts (cont.)

Our investment advice will cover a limited selection of investments. Other firms could provide advice on a wider range of choices, some of which might have lower costs.

Our Obligations to you. We must abide by certain laws and regulations in our interactions with you.

We must act in your best interest and not place our interests ahead of your when we recommend an investment or an investment strategy involving securities. When we provide any service to you, we must treat you fairly and comply with a number of specific obligations. Unless we agree otherwise, we are not required to monitor your portfolio or investments on an ongoing basis.

Our interests can conflict with your interests. When we provide recommendations, we must eliminate these conflicts or tell you about them and in some cases, reduce them.

We are held to a fiduciary standard that covers our entire investment advisory relationship with you. For example, we are required to monitor your portfolio, investment strategy and investments on an ongoing basis.

Our interests can conflict with your interests. We must eliminate these conflicts or tell you about them in a way you can understand, so that you can decide whether or not to agree to them.

Fees and Costs. Fees and Costs affect the value of your account overtime. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.

Transaction-based fees. You will pay us a fee every time you buy or sell an investment. this fee, commonly referred to as a commission, is based on the specific transaction and not the value of your account.

With stocks, this fee is usually a separate commission. With mutual funds, this fee (typically called a load) reduces the value of your investment.

Some mutual funds impose additional fees (expenses) that will reduce the value of your Investment over time.

Asset-based fees. You will pay an On-going fee at the end of each quarter based on the value of the cash and investments in your advisory account.

The amount paid to our firm varies depending if the account is a stock or mutual fund portfolio. The asset-based fee often reduces the value of your account and will be deducted from your account.

Broker-Dealer Services
Brokerage Accounts (cont)

Our fees vary and are negotiable. The amount you pay will depend, for example, on how much you buy or sell and what type of investment you buy or sell.

Our firm's custodian may charge additional fees such as account maintenance fees and inactivity fees.

The more transactions in your account, the more fees we charge you. We, therefore, have an incentive to encourage you to engage in transactions.

From a cost perspective, you may prefer a transaction-based fee if you do not trade often or if you plan to buy and hold investments for longer periods of time.

Investment Advisor Services
Advisory Accounts (cont)

Some investments such as mutual funds impose additional fees (expenses) that will reduce the value of your investment overtime.

Our fees vary and are negotiable. The amount you pay will depend on the amount of assets in your account. You may pay fees to the broker-dealer or bank that will hold your assets (called "custody").

The more assets you have in the Advisory account, including cash, the more you will have to pay us. We, therefore, have an incentive to increase the assets in your account in order to increase our fees. You pay our fee quarterly even if you do not buy or sell. We, also, have an incentive to take additional risks with your portfolio to encourage higher returns which increases the portfolios value which in turn increases the fee received.

An asset-based fee may cost more than a transaction-based fee, but you may prefer an asset-based fee if you want continuing advice or want someone to make investment decisions for you.

Conflicts of Interest. We benefit from the services we provide to you.

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, which is considered revenue sharing.

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Additional Information. We encourage you to seek out additional information.

- **To confirm that we do not have legal and/or disciplinary events, visit www.investor.gov for a free and simple search tool to research our firm and our financial professionals.**
- **For additional information about our brokers and services, visit www.brokercheck.finra.org. For additional information on advisory services, see our Form ADV brochure on our website, www.bbfsi.net.**
- **To report any problems, please call the following contact numbers:
Colon Brown is President of BBFSI and BBSI. Telephone number 214.696.1768
Laurie Bubel and Alexis Brown are Vice-Presidents of BBFSI and BBSI.
Telephone number 214.696.1768
Alexis Brown is BBSI Financial Operations Principal. Telephone number 214.696.1768
S.E.C. telephone number: 1.800.732.0330
FINRA telephone number: 301.590.6500
Texas State Securities Board telephone number: 1.512.305.8301**

Key Questions to Ask:

- 1.) Given my financial situation, why should I choose an advisory account? Why should I choose a brokerage account?**
- 2.) Do the math for me. How much would I expect to pay per year for an advisory account? How much for a typical brokerage account? What would make these fees more or less? What services will I receive for those fees?**
- 3.) What additional costs should I expect in connection with my account?**
- 4.) If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?**
- 5.) Tell me how you and your firm make money in connection with my account. Do you or your firm receive any payments from anyone besides me in connection with my investments?**
- 6.) What are the most common conflict of interest in your advisory and brokerage accounts? Explain how you will address those conflicts when providing services to my account.**
- 7.) How will you choose investments to recommend for my account?**
- 8.) How often will you monitor my account's performance and offer investment advice?**
- 9.) What is your relevant experience, including your licenses, education and other qualifications? Please explain the abbreviations in your licenses and what they mean?**
- 10.) Who is the primary contact person for my account and is he or she a representative of an investment advisor or a broker-dealer? What can you tell me about his or her legal obligations to me? If I have concerns about how this person is treating me, who can I talk to?**