

A. P. Securities, Inc.

P. O. Box 434
Centerport, NY 11721-0434

George C. Reichle, CLU, ChFC, RFC
Financial and Operations Officer, CCO
President

Tel (631) 757-3200
Fax (631) 757-3400
E-Mail: greichle@apsecuritiesinc.com

Customer Relationship Summary 6/30/2022

Introduction A. P. Securities, Inc. 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 the retail investor to understand these differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me? The firm only offers brokerage services to retail clients and only in the acquisition of mutual funds, variable life, variable annuities, and variable index annuities. We do not offer individual stocks and bonds and we do not have discretionary accounts and offer no proprietary products. All assets are held at the mutual fund or insurance company selected so clients have direct access there and receive all account statements directly from the mutual fund or insurance company. We can also access client accounts at the mutual fund or insurance company to provide account recommendations and service but the firm does not perform account monitoring. We do not have minimum investment requirements but the fund or insurance companies may.

Conversation Starters. 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? Clients will pay a one time sales charge to the Mutual Fund at the time of each investment is made. In addition, Mutual Funds and Variable Products charge various management fees, M&E and rider fees deducted from the investment each year. Clients don't pay these fees out of pocket. . These are set by the Fund or Insurance Company and are spelled out in the prospectus for the specific product. You should ask our representative to point them out and explain them to you. Withdrawal Charges may also be charged for early withdrawal. We are paid directly by the company, not by you. In addition, certain types of accounts such as IRAs and Pension Plans may incur additional charges from the investment companies or Trusts. We do not participate in these fees. **The retail investor will pay fees and costs whether or not the investor makes or loses money on his investments. Fees and costs will reduce any amount of money the investor makes on his investments over time. It's important for the investor to understand what fees and costs he is paying.**

For additional information please see the respective prospectus and investment brochures.

Conversation Starters. Ask Your Financial professional-

Help me understand how these fees and costs might affect my investments. If I give you \$10000 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 These recommendations? How else does your firm make money and what conflicts of interest do you have?

When we provide the investor with a recommendation, we have to act in his best interest and not put our interest ahead of his. At the same time the way we make money creates some conflicts with the investor's interests. The investor should understand and ask us about these conflicts of interests because they can affect the recommendations we provide him. Here are some examples to help the investor understand what this means. To limit conflicts of interest, we have no: Proprietary Products, Third Party Payments other than commissions as outlined in the prospectus, Revenue Sharing, or Principal trading. We do receive commissions based upon the amount the investor invests and the nature of the investments. We use rights of accumulation and break points to reduce his costs where possible.

Conversation starters. 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? Our financial professionals receive 70% of the Commissions received by the Broker Dealer, A. P. Securities, Inc. regardless of which products they sell or in what amounts. The remaining 30% covers overhead including regulatory expenses. Since their compensation is based on the amount invested, there is a conflict of interest. We believe and teach our representatives, that if you always put your clients' interests first, in the long run that will also be in your best interests. That has been our philosophy and practice since entering the financial services industry in 1965 and why we have many 3rd generation clients, never had a regulatory complaint, and never solicit for business.

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

No! Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals. Call George C. Reichle, Pres. A. P. Securities, Inc. at 631-757-3200 For additional Information and Customer Relationship Forms

Conversation starter. Ask your financial professional-

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

Conversation starter. Ask your financial professional-

Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?