



**Lesko Securities, Inc.** (LSI) is dually registered as a Broker-Dealer with the Financial Industry Regulatory Authority (FINRA) and as an Investment Adviser with the Securities and Exchange Commission ("SEC"). We have a network of financial professionals ("Professionals") who offer brokerage and investment advisory services. Brokerage and investment advisory services, and the fees we charge for them, differ, and it's important that you understand the differences. This relationship summary will explain the various services we offer, how we charge for those services, and conflicts of interest that exist when we provide our services. To help you research firms and financial professionals, you can access free and simple tools at [Investor.gov/CRS](https://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

Our Professionals offer brokerage services, investment advisory services, or both, depending on their licenses. Each Professional generally provides access to a range of investment products, such as stocks, bonds, exchange-traded funds (ETFs), mutual funds, annuities, and alternative investments. Please note that the range of investment options available to you may be limited depending on the licenses your Professional holds. Your Professional or account program may also have specific requirements, such as account or investment minimums. We encourage you to ask your Professional whether any investment limitations or account requirements apply. If your Professional offers you both brokerage and advisory services, your Professional will inform you when he or she offers an investment recommendation or advice, and whether the recommendation or advice is part of a brokerage or advisory service. We must have a reasonable basis for or belief that any securities recommendation we make to you are suitable, appropriate and in your best interests, given your financial circumstances, needs and goals. Some of the key differences between brokerage and investment advisory services are described below:

**Brokerage Services:** Include taking your orders and executing your securities transactions; making recommendations for you to buy, sell, or hold securities.

**Investment authority:** We manage client accounts on a non-discretionary basis. Without discretion you make the ultimate decision regarding the purchase or sale of investments.

**Investment offerings:** In most cases, we provide recommendations to you on specific investments, but you make the final investment decisions for your account. Generally, we limit our investment advice to mutual funds, fixed income securities, equities, ETFs, treasury inflation protected/inflation linked bonds and non-U.S. securities. We do not offer proprietary products.

**Monitoring:** We do not monitor client accounts, but we may voluntarily review your account to determine whether to recommend an investment to better align your account with our investment guidance.

**Account minimums:** There is no minimum balance requirement to open an account.

**Investment Advisory Services:** Some of the services we offer include wrap fee programs and non-wrap fee programs; financial planning services; retirement plan consulting; and other custom advisory services.

**Investment authority:** Our investment advisory accounts are non-discretionary, which means you are required to preapprove each investment transaction that we recommend.

**Investment offerings:** All programs include mutual funds and ETFs, and certain programs also offer stocks, bonds and CDs.

**Monitoring:** As part of our standard services, client accounts are reviewed at least annually by the investment advisor representative assigned to the client with regard to clients' respective investment policies and risk tolerance levels. All financial planning accounts are reviewed upon financial plan creation and plan delivery by Gregory Lesko, CCO. After the presentation of the plan, there are no further reports. Clients may request additional plans or reports for a fee.

**Account minimums:** Our minimum account opening balance is \$25,000, which may be negotiable.

### Brokerage Services Additional Information

Please refer to our [Brokerage Compensation and Conflicts Disclosure Form](#) for more information regarding our obligations to you as a broker-dealer.

### Investment Advisory Services Additional Information

Please refer to our [Form ADV, Part 2A brochure](#) (Items 4 and 7 of Part 2A or Items 4.A. and 5 of Part 2A Appendix 1) for a more detailed description of our investment advisory services.

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### | Conversation Starter |

- *Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? 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?*
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## What fees will I pay?

What you pay will vary depending on the services and investments you choose. 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 Associated with Brokerage Services

- For brokerage services, we charge a transaction-based fee (sometimes referred to as a commission) every time you buy or sell an investment. The amount you pay as a transaction-based fee varies according to the particular investment and amount invested. The more trades you make, the more transaction-based fees we earn. This creates an incentive to encourage you to trade often.
- For investments in stocks or ETFs, the transaction-based fee is usually charged as a separate commission or sales charge. For investments in bonds, this fee is typically included as part of the price you pay for the investment (called a markup or markdown).
- For investments in certain products like mutual funds, annuities, and alternative investments, we receive transaction-based fees from the investment product sponsor in the form of asset-based sales charges (e.g., sales loads). These fees are based on the amount invested in a product and, depending on the product, may be based on how long you hold the investment. Our receipt of asset-based sales loads creates an incentive to recommend products or sponsors that include such charges.
- We pass additional charges, from our Clearing Firm, on to you such as custodian fees, account maintenance fees, and account inactivity fees.

### Fees Associated with Investment Advisory Accounts

- For investment advisory services, we typically charge an ongoing quarterly fee (sometimes referred to as an asset-based fee). This fee is a percentage of the value of your account. You pay this fee even if you don't buy or sell investments. The more assets you have in an asset-based fee account, the more you'll pay us in fees. This creates an incentive to encourage you to increase the size of your account, including by transferring or rolling over assets from other accounts. For non-wrap accounts, there is a per transaction charge in addition to an asset-based fee. We may also charge an hourly fee or fixed fee for additional services such as financial planning and consulting services that are of limited duration or nature.
- For wrap fee program accounts, you will pay us a single asset-based fee for advisory services. This fee also covers most transaction costs and certain administrative and custodial costs associated with your investments. If you expect to trade infrequently or to pursue a "buy and hold" strategy, a wrap fee program may cost you more than paying for the program's services separately, and you may want to consider a brokerage relationship rather than an advisory relationship.
- The fee you pay to your Professional is generally negotiated with him or her directly, and subject to different maximums, depending on the advisory program selected.

You may also incur fees charged by the particular investment product in which you are invested, including mutual funds, ETFs, and other pooled funds, in addition to brokerage commissions and advisory fees charged by us. Some of these fees may be shared, as described below in [Third-Party Payments](#). Certain investment products have significant fees triggered by particular events, e.g., annuities may include mortality, expense, and administrative fees, and fees for excessive transfers or early withdrawals.

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. Detailed information on our advisory fees can be found in our form [Form ADV Part 2A](#) and our [WRAP Brochure](#). Detailed information on our brokerage fees can be found at [Brokerage Fees](#) and, depending on the investment product in which you invest, may be included in the product's prospectus or other offering document. If viewing a paper version of this form, please visit [www.leskofinancial.com](http://www.leskofinancial.com) for hyperlinks to these documents.

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### | 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?*

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## What are your legal obligations to me when providing recommendations as my broker-dealer or when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

*When we provide you with a recommendation as your broker-dealer or act as your investment adviser, 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 and investment advice we provide you. Here are some examples to help you understand what this means. If you have questions about whether any of these situations could apply to your investments, ask your Professional.*

### Brokerage

Here are some examples to help you understand what this means.  
*Examples of Ways We Make Money and Conflicts of Interest:*

**Proprietary Products:** Investments that are issued, sponsored, or managed by us or our affiliates. We do not offer advice only with respect to proprietary or a limited menu of products.

**Third-Party Payments:** Compensation we receive from third parties when we recommend or sell certain investments. We do receive trails (commissions) from the sale of mutual funds and ETFs.

**Revenue Sharing:** Investments where the manager or sponsor of those investments or another third party (such as an intermediary) shares with us revenue it earns on those investments. We do have a revenue sharing agreement with NFS for revenue sharing on no-transaction fee funds.

**Principal Trading:** Investments we buy from a retail investor, and/or investments we sell to a retail investor, for or from our own accounts, respectively. We do not engage in principal trading.

### Additional Information

Please refer to our [Brokerage Compensation and Conflicts Disclosure Form](#) for more information regarding our obligations to you as a broker-dealer.

### Investment Advisory

Here are some examples to help you understand what this means.  
*Examples of Ways We Make Money and Conflicts of Interest:*

**Proprietary Products:** We do not offer proprietary products.

**Third-Party Payments:** We do not utilize the services of third parties in the management of client accounts.

**Revenue Sharing:** We do not have any revenue sharing agreement.

**Principal Trading:** Investments we buy from a retail investor, and/or investments we sell to a retail investor, for or from our own accounts, respectively. We do not execute principal transactions.

### Additional Information

Please refer to our [Form ADV Part 2A](#) and our [Brokerage Compensation and Conflicts Disclosure Form](#) for more information regarding Conflicts of Interest.

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### | Conversation Starter |

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

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## How do your financial professionals make money?

Our Professionals are registered representatives of our registered broker dealer, registered investment adviser representatives of our registered investment adviser, or both. The agreement between each Professional and LSI sets out the payments we make to them. Those who provide investment advisory services receive a portion of the advisory fee you pay. Professionals who provide you brokerage services receive a portion of the commissions or markups/markdowns from your trades. Receiving a portion of the advisory or brokerage fees you pay to us creates an incentive for them to encourage you to increase your investment account size or trade more frequently. We also compensate Professionals based on production, including payments based on the amount of client assets they service and the products they sell. In addition, our Professionals receive different levels of compensation for selling different types of investments or services. This could include, for example, a share of the 12b-1 fees, trail payments, or sales loads paid to us by an investment product. Although your Professional must recommend investment products or manage your account in your best interest, these additional forms of compensation create an incentive for them to recommend specific financial products.

Your Professional is legally required to act in your best interest and not put his or her interests ahead of your own. We have systems in place to mitigate the conflicts of interest that arise from the way he or she makes money, including systems to review whether a recommendation is in your best interest. More information on compensation can be found in our form [Form ADV Part 2A](#), our [WRAP Brochure](#), and [Brokerage Fees](#). If viewing a paper version of this form, please visit [www.leskofinancial.com](http://www.leskofinancial.com) for hyperlinks to these documents.

It is important to understand the differences between a brokerage commission-based account and an asset-based fee account:

### Brokerage Commission Based Fee

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

### Investment Advisory Asset Based Fee

if you want continuing advice or want someone to make investment decisions for you, even though it may cost more than a transaction-based fee.

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

Yes. Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

### | Conversation Starter |

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

## Additional Information

Additional information can be found on our website, [www.leskofinancial.com](http://www.leskofinancial.com). A copy of this form will be posted to our site or available upon request by calling (607) 724-2421. We also encourage you to seek additional information.

- For additional information about our brokers and services, visit [Investor.gov](http://Investor.gov), BrokerCheck at [BrokerCheck.Finra.org](http://BrokerCheck.Finra.org), or our web site [www.leskofinancial.com](http://www.leskofinancial.com).
- Additional information can also be obtained by contacting Gregory Lesko at either (607) 724-2421 or emailing [GLesko@leskofinancial.com](mailto:GLesko@leskofinancial.com)

### | 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?*