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FIRSTRUST, LLC (“FirsTrust”, “we”, “our” or “us”) is registered with the Securities & Exchange Commission (“SEC”) as an Investment Adviser (“RIA”). We have no affiliation with any broker-dealer. Our services and compensation structure differ from those of a broker-dealer and many other RIAs, especially those registered as both an RIA and a broker-dealer. It is important for you to understand these differences, so we encourage you to visit at [investor.gov/CRS](https://investor.gov/CRS) for free, simple tools to research firms and financial professionals, and for educational materials about broker-dealers, RIAs, and investing. The questions in **bold** below are intended to be “Conversation Starters” for you to have with us.

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

FirsTrust operates as an ensemble of financial experts that offer a range of private wealth management services to families, individuals, and their trusts and estates (our “retail investors”). These services include retirement, tax and financial planning, trust & estate planning, and investment advisory services. We customize the range of services we provide you based upon the complexities of your requirements and preferences.

We generally manage investment portfolios for our clients on a discretionary basis (either in conjunction with our other services or on a stand-alone basis) which means we have the authority to buy and sell investments in your accounts without speaking to you before doing so, in accordance with your unique objectives, investment time horizons, liquidity and withdrawal requirements, taxes, and any other special circumstances specified in your written Investment Policy Statement (IPS).

We generally construct and manage portfolios with ETFs, no-load and low-cost mutual funds, individual stocks, and cash/cash equivalents. We do not receive any commissions, incentives, or other compensation based upon the type of securities or volume of transactions.

FirsTrust is independent of any bank, broker-dealer, or insurance company and has no limitations, restrictions or obligations to any limited menus or proprietary products.

We generally require a portfolio of \$1,000,000 to establish a relationship or a minimum annualized fee of \$10,000 subject to certain exceptions.

[For detailed information](#) about our advisory business and the types of clients we generally serve, please see our [Form ADV Part 2A](#).

#### Conversation Starters:

- Given my financial situation, should I choose an investment advisory 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?

#### Our Fee:

We only provide advice and services directly to you, and only receive fees directly from you. This is our only source of income. Our fees may be negotiated or waived in certain circumstances as described in Items 5 and 7 of our [Form ADV Part 2A](#).

Each of our services is available based upon a minimum fee, a flat fee, and/or as a percentage of investment assets under our management (“AUM”). Our fees are normally deducted electronically from one or more of your investment accounts quarterly, in advance.

#### Other Fees:

Your investment accounts will be held with a qualified custodian/ broker-dealer, and you will be responsible for any fees and expenses they charge. Some investments, like ETFs and mutual funds, impose additional fees and you also bear your pro rata share of those in addition to the fees you pay us. These fees and expenses are described in each fund’s prospectus or other offering documents.

Although we may advise you on trust, estate and tax matters, we do not prepare legal documents or tax returns, and any such expenses are not included in our fee.

We offer a menu of discretionary management services at the following AUM fees: (this is **not** a tiered fee schedule).

	> \$1m	\$1-3m	\$3-5m	\$5-10m	\$10-20m	\$20m+
Investment Management	<i>flat fee</i>	.85%	.75%	.65%	.55%	Negotiable
Investment Tax Management	<i>flat fee</i>	.15%	.10%	.10%	.05%	Negotiable
Financial & Retirement Planning	<i>flat fee</i>	.25%	.15%	.10%	.05%	Negotiable
Strategic Tax Planning	<i>flat fee</i>	.10%	.10%	.10%	.05%	Negotiable
Advanced Estate Planning	<i>flat fee</i>	.10%	.10%	.10%	.05%	Negotiable

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.

For detailed information about fees and costs related to our services, please see Item 5 in our [Form ADV Part 2A](#).

#### Conversation Starters:

- Help me understand how these fees and costs might affect my investments. If I give you \$1,000,000 to invest, how much goes to fees and costs and how much will be invested for me?
- What does a “tiered” fee schedule mean to me?

### What are your legal obligations when acting as my Investment Advisor? How else does your firm make money and what conflicts of interest do you have?

We serve as your fiduciary Investment Advisor at all times with a legal obligation to act in your best interest and not put our interest ahead of yours.

FirsTrust makes no money other than the fee you pay for our advice and service. Period. We do not sell any products or accept any payments, commissions or incentives from anybody for any purposes. At the same time, the way we make money can create some conflicts with your interests. You should understand and ask about these conflicts because they can affect the investment advice you receive. We believe the best practice is to try and eliminate conflicts of interest whenever possible. For example:

- An AUM fee creates a conflict of interest when we benefit from having more of your assets under our management, providing an incentive to accumulate more assets (such as a retirement plan roll-over), relocate other investment accounts under our management that may not need relocation, or to preserve the amount of investment assets under our management by advising you against using paying-off debts or mortgages. These conflicts can be mitigated by offering a fee option that is unaffected by the volume or location of your investments.

No relationship is conflict free. Once a conflict is identified, we endeavor to clearly explain it to you, and the potential impacts it may have on you, so you can decide how to proceed.

### How do your financial professionals make money?

Advisors at FirsTrust are paid a salary and/or percentage of your fees based upon the services that they provide you. Advisors who are also Partners in the firm receive a proportionate share of company’s net profits.

### Do you or your Advisors have a legal or disciplinary history?

No; the firm does not have a legal or disciplinary history. One advisor reports a prior employment termination that did not result in legal or disciplinary action. Please visit [Investor.gov/CRS](http://Investor.gov/CRS) to research our firm and our financial professionals.

Additional information about our firm is available on our website ([FinancialTeam.com](http://FinancialTeam.com)) and the SEC website ([adviserinfo.sec.gov](http://adviserinfo.sec.gov)). You may contact our office to request a current copy of our [Form ADV Part 2A](#) or our relationship summary.

#### Conversation Starters:

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