



FirsTrust, LLC
 113 Executive Circle
 Daytona Beach, FL 32114
 (386) 788-3737
www.FinancialTeam.com

FIRSTRUST, LLC (“FirsTrust”, “we”, “our” or “us”) is registered with the U.S. Securities & Exchange Commission (“SEC”) as an Investment Adviser (“RIA”). We do not hold additional licenses to sell any financial product or promote any investment, and therefore we have no affiliation with any broker-dealer.

Our service and compensation structure differs from most Advisers; especially those who are “dual registered” to charge an RIA fee for advice and also receive commissions for selling investments as a broker-dealer. It is important for you to understand these differences, so we encourage you to visit investor.gov/CRS for free research tools on firms and financial professionals and 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 offers a range of retirement, tax and financial planning, trust & estate planning, and investment services to individuals, families, pensions and trusts (“Clients”). We customize the range of services we provide based upon each Client’s financial requirements, complexities 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 obligation to any limited menus or proprietary products.

We generally require a minimum fee for services, 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:

Clients pay us a quarterly fee to provide their chosen scope of financial advice and investment management services. We receive no other source of income. Fees may be negotiated under 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 at 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 the following menu of discretionary management services at the following AUM fees:

Transparency Note: This is **not** a tiered fee schedule, and there is **no** additional cost for updates or administration.

	< \$1m	\$1-3m	\$3-5m	\$5-10m	\$10-20m	\$20m+
Investment Management Services	<i>flat fee</i>	.85%	.75%	.65%	.55%	Negotiable
Tax Efficient Investment Management	<i>flat fee</i>	.15%	.10%	.10%	.05%	Negotiable
Comprehensive Wealth Planning	<i>flat fee</i>	.25%	.15%	.10%	.05%	Negotiable
Strategic Tax Management	<i>flat fee</i>	.10%	.10%	.10%	.05%	Negotiable
Advanced Trust & 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:**

- Please explain what a “tiered” fee schedule is and why your firm doesn’t tier its fees like other firms.
- Please explain why your firm doesn’t charge additional fees for financial plan updates like other firms.
- 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 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?**

Like all Investment Advisors, we have a fiduciary duty to act in your best interest. However, unlike the vast majority of other firms, we believe it’s a conflict of interest for “fiduciary” Advisors to charge a fee for advice if they also receive sales commissions and incentives for promoting certain investments.

We preserve our objectivity and undivided Client loyalties by refusing any source of income other than Client-paid fees.

At the same time, the way we make money can sometimes create conflicts with your interests. You should understand and ask about these conflicts because they can affect the investment advice you receive. 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 FirstTrust are paid a salary and/or percentage of your fees based upon the services that they provide. 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; neither the firm nor its advisors have been subject to any legal actions or regulatory discipline. Visit [Investor.gov/CRS](#) to research our firm and our financial professionals.

Additional information about our firm is available on our website ([FinancialTeam.com](#)) and the SEC website ([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 contact if I have concerns about how this person is treating me?