

Wescom Financial Services, LLC (“WFS”) is dual-registered with the Securities and Exchange Commission (“SEC”) as a broker-dealer and an investment advisor which means that we can offer you both brokerage and advisory services. Additionally, WFS is a member of the Financial Industry Regulatory Authority (“FINRA”) and the Securities Investor Protection Corporation (“SIPC”).

Our financial professionals are properly licensed to provide investment services. The type of licensing for our financial professionals varies. Most of our financial professional are licensed to provide both brokerage and advisory services. Some of our financial professionals are licensed to offer only brokerage accounts and some are limited to specific investment products.

Brokerage and investment advisory services and their fees differ. It is important for you to understand the 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 advisors and investing. You should carefully consider which types of accounts and services are right for you.

What investment services and advice can you provide me?

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 that we provide and how you pay for the services.

Brokerage Services:

- If you plan to follow a buy-and-hold strategy for a long period of time without ongoing advice from an investment professional and you prefer to pay for each transaction, a brokerage relationship may be the right choice.
- In a brokerage account, you may select investments, or we may recommend investments for your account.
- We offer full-service brokerage accounts with a wide variety of investments including stocks, bonds, mutual funds, exchange traded funds, annuities and insurance.
- We do not have proprietary brokerage products.
- We do not use discretionary authority in brokerage accounts which means that the ultimate investment decision for your strategy and the purchase or sale of investments will be yours.
- Although we do not provide *ongoing* monitoring of brokerage accounts, account reviews are conducted when investment recommendations are made. We require no minimum account size to maintain a brokerage account

Investment Advisory Services:

- If you want a financial professional to manage your investment portfolio, an advisory relationship may be the right choice. We offer a number of investment advisory programs and services through our Investment Advisory Representatives (“IARs”) including financial planning and wrap programs.
- Some of our advisory programs have investment minimums. Your IAR will review your financial situation and risk/reward objectives to design a strategy that is consistent with your investment goals. We provide ongoing investment advice and monitoring of client portfolios.
- You may not choose an account that allows us to buy, sell and rebalance investments in your account without asking you in advance (a *discretionary account*). Alternatively, we may give you advice and you decide what investment to buy and sell (a *non-discretionary account*).
- We will meet with you no less than annually to review your portfolio. Although we offer a wide variety of advisory products and services, our investment advice will cover a limited selection of investments and other firms could offer more choices.
- For more specifics regarding our advisory services, please refer to our Form ADV Part 2A at WFSdisclosure.com.

Conversation Starters. Ask your financial professional:

- Given my financial situation, should I choose a brokerage service, an investment advisory service or a combination of both? Why or why not?
- How will you choose investments to recommend to me?
- What is your relevant experience, including licenses, education and other qualifications? What do these qualifications mean? Based on your licensing, are you limited to specific types of investments?
- How often will you monitor my account's performance and offer investment advice?

What fees will I pay?

Brokerage Services:

If you open a brokerage account, you will pay a *transaction-based fee*, generally referred to as a commission, every time you buy and sell an investment.

With stocks or exchange traded funds, this fee is usually a separate commission. With other investments, such as bonds, this fee may be part of the price you pay for the investment called a "mark-up" or "mark-down". With mutual funds, this fee (typically called a "load") reduces the value of your investment. Some investments (such as mutual funds and variable annuities) impose additional fees that will reduce the value of your investment over time. Also, you will incur additional fees if you select optional features or benefits with certain investments such as variable annuities, and you may have to pay fees such as "surrender charges" if you sell within a stated time period.

From a cost perspective, you may prefer a transaction-based account if you do not trade often or if you plan to buy and hold investments for long periods of time. You are charged more when there are more trades in your account, thus we have an incentive to encourage you to trade often.

Our commissions vary and are not negotiable. The amount you pay will depend, for example, on how much you buy or sell, the type of investment and what kind of account you open. You will pay additional fees, such as custodian fees, account maintenance fees, fees related to mutual funds and annuities, transfer fees and other miscellaneous fees which are standard and customary.

Investment Advisory Services:

If you open an advisory account, you will pay an on-going fee based on the value of the assets in your account. For Financial Planning services, no fees are charged. Our fees are not negotiable, they vary depending on the advisory program selected and are billed on a monthly or quarterly basis in advance or arrears.

The more assets in your account, the more you will pay in fees and we may have an incentive to encourage you to increase assets in your account. For some advisory accounts, called wrap fee programs, the asset-based fee will include most transaction costs and custody services and are therefore higher than a typical asset-based advisory fee. A wrap fee program could cost more than separately paying for advice and transactions.

You will not pay retirement account, annual maintenance and custodial fees within an advisory account. You will not be charged for account services such as asset movement fees, checking fees and for other optional services elected by you on per event basis. Account transfer fees may be applicable.

The fee schedule is established in the advisory agreement. For more specifics regarding our advisory fees, please refer to our Form ADV Part 2A at WFSdisclosure.com.

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 ensure that you understand what fees and costs you are paying.

Conversation Starters. Ask your financial professional:

- 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?

- How much would I expect to pay per year for an advisory account? How much for a typical brokerage account?
- What would make those fees more or less?
- What additional costs should I expect in connection with my account?
- 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?

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 own 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 that we provide to you. Below are some examples to help you understand what this means.

Essentially, all financial services companies have conflicts of interest. Specifically, there are conflicts of interest associated with the compensation that we and our financial professionals receive. We have adopted conflict mitigation practices that are tailored to the nature and scope of conflicts of interest.

Brokerage Services:

We are compensated directly by clients, and/or indirectly from the investments made.

We have arrangements with certain mutual fund, annuity, insurance, and alternative investment product sponsors to receive payments calculated based on gross sales or assets under management or on a flat fee arrangement. Product sponsors receive different levels of benefits for such payments.

We also receive various benefits in connection with our clearing firm relationship for our brokerage business. Some examples include revenues from uninvested cash balances automatically moved into money market funds and FDIC insured bank deposit products, a growth assistance credit, and we retain a portion of certain brokerage account services and custodial fees charged to your accounts that exceed the amount we are charged by our clearing firm.

For more information, please refer to our Third-Party Fee Disclosure located at WFSdisclosure.com.

When you purchase certain investments from us, such as fixed income securities, we typically engage in principal trading. We will sell investments to you, and/or buy investments from you, from our own accounts and charge a mark-up or mark-down.

We do not sell proprietary products.

For more specifics on our brokerage fees please visit WFSdisclosure.com.

Advisory Services:

Compensation varies between advisory products and services. There may be a financial incentive to recommend one program or service over another. In certain circumstances, IARs are also registered representatives (RR). In such capacity, the RR/IAR may sell securities through us and receive commission as a result of purchases and sales as well as 12b-1 fees from mutual funds which presents a potential conflict of interest.

We currently solicit customers to participate in advisory programs offered by third-party advisory firms and utilize securities transactions through these asset management programs. When a transaction is executed, we receive a portion of the client fees. This presents a conflict of interest as we receive ongoing compensation from investment products such as mutual funds. This compensation (commonly known as trails or Rule 12b-1 fees) is typically paid from the assets of the investment product under a distribution or servicing arrangement with the investment sponsor and is calculated as an annual percentage of assets invested by WFS customers. The more assets you invest in the product, the more we will be paid in these fees. Therefore, we have an incentive to encourage you to purchase a product offered by a sponsor who shares a portion of their compensation with us or increase the size of your investment. We also have an incentive to recommend a product that pays trails (regardless of amount) rather than products that do not pay trails.

There is a possible conflict of interest regarding IRA rollovers. A conflict of interest exists because the compensation that we share with the IAR related to the IRA, will be higher or lower than if the money remained in the retirement plan. For more specifics please see our IRA Rollover Guide at WFSdisclosure.com.

For more specifics regarding conflicts of interest, please refer to our Form ADV Part 2A at WFSdisclosure.com and our Conflict Disclosure Form at WFSdisclosure.com.

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 a portion of the compensation paid directly by the client or indirectly from the investment made. The type and amount of compensation varies by product type, by the size of the investment and by the services provided. Compensation includes (i) upfront commission which also may be called a sales load, sales charge or placement fee, (ii) ongoing compensation for products, such as mutual funds, annuities and alternative investments commonly known as trail payments or 12b-1 fees, (iii) asset-based fees for advisory services, (iv) mark-up or mark-down for bonds or other fixed income securities such as structured products.

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

Yes, we have legal and disciplinary disclosures. Visit investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

For additional information about our brokers and services, visit BrokerCheck (BrokerCheck.FINRA.org), our website Wescomfinancial.com or your account agreement. For additional information on advisory services, please see our Form ADV on IAPD at Investor.gov or on our website WFSdisclosure.com.

Conversation Starters. Ask your financial professional:

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

Additional Information

For additional information about our brokerage and advisory services, please see our website:

Wescomfinancial.com.

If you would like additional, up-to-date information or a copy of this disclosure, please call 888-879-0558.

If you have a problem with your investments, account or financial professional, contact us at 888-879-0558.

Conversation Starters. Ask your financial professional:

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