

# Insigneo Securities, LLC

## Client Relationship Summary

Insigneo Financial Group, LLC comprises a number of operating businesses engaged in the offering of brokerage and advisory products and services in various jurisdictions, principally in Latin America. Brokerage products and services are offered through Insigneo International Financial Services, LLC, headquartered in Puerto Rico, and through Insigneo Securities, LLC, headquartered in Miami. Both are members of the Financial Industry Regulatory Authority (FINRA) and Securities Investors Protection Corporation (SIPC). Investment advisory products and services are offered through Insigneo Advisory Services, LLC, an investment adviser registered with the Securities and Exchange Commission. In Uruguay, advisory services are offered through Insigneo International Asesores de Inversion Uruguay, SA, Insigneo Asesores de Inversion Latam, SRL, and Insigneo Asesores de Inversion de Uruguay, SRL, in Argentina through Insigneo Argentina, SAU, and in Chile through Insigneo Asesorias Financieras, SPA. Collectively, these eight operating businesses make up the Insigneo Financial Group. To learn more about the Broker Dealers including their conflicts of interest and compensation practices, please go to <https://insigneo.com/disclosures/> or via [www.finra.org](http://www.finra.org). To learn about Insigneo Advisory Services, LLC and any conflicts related to its advisory services, please see its Form ADV and brochure which can be found at Investment Advisor Public Disclosure website <https://adviserinfo.sec.gov/>

It is important that you are aware of the relationship you can establish with Insigneo. Through Insigneo you will establish a brokerage relationship. Brokerage and advisory services differ in many ways, including in the way services are charged. In general, brokers charge commissions on each trade that you do with them, and advisors charge a fee which is calculated based on assets that they manage for you.

Free and simple tools are available to research firms and financial professionals at [investor.gov/CRS](http://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

**WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?**

We offer the following brokerage services:

Insigneo Services					
Type of Account	Buy/Purchase Securities	Sell Securities	Hold Securities	Securities Recommendations	Account Monitoring
Brokerage	Yes	Yes	Yes	Yes, when its incidental to your brokerage transactions and only when it is in your best interest	No

The services that may be offered to you and recommendations to buy, sell or hold may be made to you in any of the following:

- *Equities*
- *Fixed Income including corporate, emerging market, government, & municipal bonds*
- *Mutual Funds*
- *Exchange Traded Funds*
- *Currency Forward Transactions*
- *Options*
- *Margin and Non-Purpose Loans*
- *Structured Products*
- *Private Placements*
- *Variable Life Insurance or Annuities*
- *Certificates of Deposit*

It is important that you are aware that Insigneo **will not** monitor your account. However, from time to time, we may evaluate the holdings in your account to determine whether your brokerage portfolio continues to be in your best interest.

Insigneo Securities, LLC does not have any material limitations on the type of products it can recommend, nor does it have an asset-based account limitation. For additional information on products services provided, please refer to [www.insigneo.com](http://www.insigneo.com).

**WE RECOMMEND THAT YOU ASK THE FOLLOWING QUESTIONS TO YOUR FINANCIAL CONSULTANT:**

1. *“Given my financial situation, should I choose a brokerage service? Why or why not?”*
2. *“How will you choose investments to recommend to me?”*
3. *“What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?”*

**WHAT FEES WILL I PAY?**

Insigneo clients should expect to pay transaction-based fees, such as mark ups and mark downs on fixed income, commissions for equities and options, and sales charges for mutual fund share classes. In addition, retail clients may expect to pay non-transaction based fees such as account maintenance fees and service charges.

Things to keep in mind: a) when holding a brokerage account, a retail investor will pay commissions based on the trades in the account, therefore the account executive may have an incentive to encourage the retail investor to trade more often; b) you will pay fees and costs whether you make or lose money on your investments and c) 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 more detailed information on fees, please visit [https://www.insigneo.com/pdf/General\\_Disclosure\\_Reg\\_BI.pdf](https://www.insigneo.com/pdf/General_Disclosure_Reg_BI.pdf)

In regard to fees and costs, good questions to ask when speaking to your Account Executive:

1. *“Help me understand how these fees and costs might affect my investments.*
2. *If I give you \$10,000 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 RECOMMENDATIONS? HOW ELSE DOES YOUR FIRM MAKE MONEY AND WHAT CONFLICTS OF INTEREST DO YOU HAVE?**

When we provide you with a recommendation, 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, we provide you.

A good question to ask your Account Executive:

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

For additional information of potential conflicts of interest, more information can be found at:

[https://www.insigneo.com/pdf/General\\_Disclosure\\_Reg\\_BI.pdf](https://www.insigneo.com/pdf/General_Disclosure_Reg_BI.pdf)

### **HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?**

Our financial consultants generate income in one of the following ways:

- Product sales commissions or a percentage of mark up or mark down
- Trailers earned on investment product sales
- Account maintenance fees

For more information on how your account executive generates fees, please refer to

[https://www.insigneo.com/pdf/General\\_Disclosure\\_Reg\\_BI.pdf](https://www.insigneo.com/pdf/General_Disclosure_Reg_BI.pdf) for more information.

### **DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?**

Yes, for more information on disciplinary history of both Insigneo and your Financial Consultant

please visit: <https://brokercheck.finra.org/>

A good question to ask your advisor:

1. “As a financial professional, do you have any disciplinary history? For what type of conduct?”
2. “Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer?”
3. Who can I talk to if I have concerns about how this person is treating me?

For additional information about your brokerage services or to request a copy of the Client Relationship Summary, please visit

[https://www.insigneo.com/pdf/Client\\_Relationship\\_Summary\\_Reg\\_BI.pdf](https://www.insigneo.com/pdf/Client_Relationship_Summary_Reg_BI.pdf) or call (305) 373-9000.