# FNBB Capital Markets, LLC Customer Relationship Summary June 2020

#### Item 1. Introduction

FNBB Capital Markets, LLC ("FNBB") is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). We are also registered with the State of Alabama as an investment adviser. Brokerage and investment advisory services and fees differ and that it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at <a href="Investor.gov/CRS">Investor.gov/CRS</a>, which also provides educational materials about broker-dealers, investment advisers, and investing.

#### Item 2. Relationships and Services

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

<u>Description of Services and Monitoring</u>: We offer brokerage services to *retail investors*. Unless stated otherwise, we only act in the capacity of a broker-dealer for your account. This includes recommending various types of securities transactions including mutual funds, equity securities, government and corporate bonds, municipal securities, and exchange traded funds.

Our engagement with you, and recommendation to purchase, sell or hold, is at the particular point in time that we discuss the recommendation with you.

<u>Investment Authority</u>: You, the <u>retail investor</u>, make the ultimate decision regarding the purchase or sale of investments. We do not exercise discretionary investment authority in your brokerage account (i.e., make decisions to buy or sell your investments without your direction) or monitor your brokerage account investments for you. This means that you are responsible for reviewing your account and investments to make sure your investment mix is appropriate for you and for deciding whether to follow our investment recommendations.

<u>Limited Investment Offerings</u>: We do not make available or offer advice with respect to proprietary products, or a limited menu of products or types of investments. We do not offer investment advisory services to <u>retail investors</u>.

<u>Account Minimums and Other Requirements</u>: You do not need to have a minimum amount to invest to open a brokerage account with us, but some of the investments you may purchase through us have minimum investment requirements. For more information regarding minimum investment requirements, please refer to the prospectus or offering documents for your investment.

**For Additional Information**: More detailed information about our Firm, including the products and services offered please visit us at: https://www.bankers-bank.com.

#### **Conversation Starters\***

- Given my financial situation, should I choose a brokerage 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?

## Item 3. Fees, Costs, Conflicts, and Standards of Conduct

## "What fees will I pay?"

<u>Description of Principal Fees and Costs</u>: FNBB's fees are based on the types of services we provide. Generally, for our brokerage services you will pay transaction-based fees for each transaction. These will include a commission based on the value of the transaction, or a flat fee per transaction. For some transactions, particularly fixed income securities, you will be charged a mark-up on purchases or a mark-down on sales. For example, when you purchase a security from us, the price you pay will include a mark-up from the price at which we purchased the security or the current market price. Conversely, when you sell a security through us the price you receive will be less than the price at which we will sell the security in the market. Commissions, mark-ups and mark-downs will be disclosed in writing on the transaction confirmation. The more we trade in your account, the more you will pay in fees, and we therefore have an incentive to encourage you to trade often.

<u>Description of Other Fees and Costs</u>: Some investments, such as mutual funds, impose additional fees that will reduce the value of your investments over time. Those fees may include distribution and marketing payments from mutual funds (12b-1 fees), mutual fund expenses and surrender charges. These fees are disclosed to you in the mutual fund prospectus prior to your purchase. In addition to the foregoing fees, our clearing and custody partner, Hilltop Securities, Inc., may assess certain fees associated with your brokerage account such as transaction fees, custodial fees, liquidation fees and maintenance fees. A listing of these fees is provided to you at account opening or upon request.

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<u>For Additional Information</u>: You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce the amount of money you make over time. Please make sure you understand what fees and costs you are paying. For detailed information regarding all of the fees associated with your account, please refer to your transaction confirmations, product prospectus, and monthly or quarterly account statements, as applicable.

#### Conversation Starters\*

- 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?

"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. Here are some examples to help you understand what this means:

- When we purchase securities for you as your agent, we charge a commission on the transaction. This creates the incentive for us to trade more frequently in your account.
- We may engage in principal trading where we sell to or purchase from you a security from our own account. This creates the incentive for us to increase the markup or markdown to you or to trade more frequently in your account.
- We may receive 12b-1 fees in connection with certain mutual fund recommendations. This creates a financial incentive for us to recommend you invest in a share class that pays 12b-1 fees.
- We have arrangements with our clearing firm to share in certain fees and charges derived from your account including
  money market interest and other administrative charges which creates an incentive for us to increase the trading in your
  account.

#### Conversation Starter\*

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

For Additional Information: For more detailed information about our Firm, please visit us at: https://www.bankers-bank.com.

"How do your financial professionals make money?"

<u>Description of How Financial Professionals Make Money:</u> The way our financial professionals make money creates conflicts of interest. Financial professionals are generally compensated based on a share of the commissions and other fees charged to your account. As stated previously the way we make money creates an incentive for our financial professionals to engage in excessive trading, or engaging in transactions that may not be in your best interest. You should be aware of these conflicts as they provide an incentive for FNBB or its financial professionals to place their interest ahead of yours. However, we have established supervisory policies, procedures and controls designed to eliminate, mitigate or disclose these conflicts to you.

# **Item 4. Disciplinary History**

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

Yes – We invite you to visit Investor.gov/CRS for a free and simple search tool to research our Firm and financial professionals.

### Conversation Starters\*

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

#### Item 5. Additional Information

We encourage you to seek out additional information about our brokerage services and request a copy of this relationship summary. Please call FNBB toll-free at (866) 405-6864 to speak with us directly and request a copy of this relationship summary.

## **Conversation Starters**

- 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?

<sup>\*</sup> Consider asking your financial professional these questions.