

**First Southern, LLC  
FSAM, LLC.  
Business Continuity Plan (BCP)**

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**I. Emergency Contact Persons**

First Southern (“FS”) LLC’s and FSAM’s (“FSAM”) two emergency contact persons are:

W. Heath Hawk President/CEO Office: (770) 777-9373 Cell Phone: (770) 891-1232 Firm E-Mail: hhawk@fssec.com.com Other E-Mail: wheathhawk@gmail.com	Vasileios Sfyris General Securities Principal Office: (770) 777-9373 Cell Phone: (678) 557-3906 Firm E-Mail: vsfyris@fssec.com
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These names will be updated in the event of a material change and our Executive Representative will review them within 17 business days of the end of each quarter.

**II. Firm Policy**

FS and FSAM’s policy are to respond to a Significant Business Disruption (SBD) by safeguarding employees’ lives and Firm property, making a financial and operational assessment, quickly recovering and resuming operations, and protecting all of the Firm’s books and records. In the event of an SBD, this plan will be implemented to ensure business continuity.

a. Significant Business Disruptions (SBDs)

Our plan anticipates two kinds of SBDs, internal and external. Internal SBDs affect only our Firm’s ability to communicate and do business, such as a fire in our building. External SBDs prevent the operation of the securities markets or a number of firms, such as a terrorist attack, a city flood, or a wide-scale, regional disruption.

b. Approval and Execution Authority

Mrs. Sharon Jones, CCO for First Southern, and Mr. Brent Williams, CCO of FSAM, are responsible for approving the plan and for conducting the required annual review.

c. Plan Location and Access

FS and FSAM will maintain copies of its BCP plan and the annual reviews, and the changes that have been made to it for inspection. FS and FSAM maintain a copy of the BCP electronically in

our records which is maintained through AWS. A hard copy of the BCP plan is kept at the homes of Heath Hawk, Sharon Jones, and Brent Williams.

### **III. Business Description**

First Southern is an introducing broker dealer firm, that engages in a general securities business offering products such as equities, corporate/government/municipal bonds, ETFs, etc. The Firm also participates in municipal underwritings and private placements. The Firm does not perform any type of clearing function for itself or others. Furthermore, we do not hold customer funds or securities. We accept and enter orders. All transactions are sent to our clearing firm, which executes our orders, compares them, allocates them, clears, and settles them. Our clearing firm also maintains our customers' accounts, can grant customers access to them, and delivers funds and securities.

FSAM is an investment advisory firm that conducts business in equity, fixed income, mutual funds, and bonds. Our firm accepts and enters orders through our custodian, Pershing, LLC. Pershing executes our orders, compares them, allocates them, clears, and settles them. Our custodian maintains our customers' accounts, grants, customers access to them, and delivers funds and securities. We do not hold any customer funds or securities. We assess our clients' risk tolerance, suitability, time frame, and goals to design investment strategies accordingly. We maintain discretionary authority and continually monitor, rebalance, and/or re-allocate client portfolios, as necessary.

In the event that we cease operations due to a significant business interruption, our clients may access information regarding their investments by contacting the respective issuer directly or contacting our clearing/custodian firm Pershing LLC.

### **IV. Office Locations**

First Southern's main office is located at Gam Tower 2 Tabonuco Street, Suite 200 Guaynabo, PR 00968. Its main telephone number is 787-979-2160 . FSAM's main office is located at 1720 Windward Concourse, Suite 115, Alpharetta, Georgia 30005 Our employees may travel to that office by means of foot, car, or bus.

### **V. Alternative Physical Location(s) of Employees**

In the event of an SBD, employees have systems and phones that connect directly to our server domain. Owners and employees of the firm will be able to work from home or remotely by connecting via VPN from their laptop or home computers. They will have access through the internet and/or cellular devices as well as the cloud folders where we store their files. In the event of a hurricane or disaster in which the island is swept away, employees will be able to work from their FSAM's office location in Alpharetta, Georgia in the United States once they can arrange travel there. Nonetheless, all data will be preserved via the cloud (AWS) and Carbonite backup.

## **VI. Customers' Access to Funds and Securities**

FS and FSAM do not maintain custody of customers' funds or securities. In the event of an internal or external SBD, if telephone service is available, our registered persons will be able to handle telephone calls from our customers. The firm will make this information available to customers through its disclosure policy.

If SIPC determines that FS is unable to meet our obligations to our customers or if our liabilities exceed our assets in violation of Securities Exchange Act Rule 15c3-1, SIPC may seek to appoint a trustee to disburse our assets to FS customers. We will assist SIPC and the trustee by providing our books and records identifying customer accounts subject to SIPC regulation.

## **VII. Data Back-Up and Recovery (Hard Copy and Electronic)**

Our Firm maintains its primary books and records and its electronic records in a secure location in the Firm's office. Mrs. Jones and Mr. Williams are responsible for the maintenance of these books and records. FS and FSAM back up its electronic records daily, and as a full backup, each night, via Amazon which is Cloud Storage.

If our primary site is inoperable, we will continue operations from an alternate location. For the loss of electronic records, we will either physically recover the storage media or electronically recover data from the cloud, or, if our primary site is inoperable, continue operations from an alternate location.

## **VIII. Financial and Operational Assessments**

### **a. Operational Risk**

In the event of an SBD, we will immediately identify what means will permit us to communicate with our employees, critical business constituents, critical banks, critical counterparties, and regulators. Although the effects of an SBD will determine the means of alternative communication, the communications options we will employ will include telephone, voice mail and secure e-mail. In addition, we will retrieve our key activity records as described in the section above, Data Back-Up and Recovery (Hard Copy and Electronic).

### **b. Financial and Credit Risk**

In the event of an SBD, we will determine the value and liquidity of our investments and other assets to evaluate our ability to continue to fund our operations and remain in capital compliance. We will contact our critical banks and apprise them of our financial status. If we determine that we may be unable to meet our obligations to those counterparties or otherwise continue to fund our operations, we will request additional financing from our bank or other credit sources to fulfill our obligations. If we cannot remedy a capital deficiency, we will file appropriate notices with our regulators and immediately take appropriate steps.

## **IX. Mission Critical Systems**

Our firm's "mission critical systems" are those that are critical to the firm's business and operations such as:

- Accounting software
- Telephones
- Facsimiles
- Internet Access
- Password lists
- Microsoft Office (including Word, Excel, Powerpoint & Access)

We have primary responsibility for establishing and maintaining our business relationships with our customers and have sole responsibility for our mission critical functions.

Recovery-time objectives provide concrete goals to plan for and test against significant business disruption. They are not, however, hard and fast deadlines that must be met in every emergency situation, and various external factors surrounding a disruption, such as time of day, scope of disruption, and status of critical infrastructure—particularly telecommunications—can affect actual recovery times. Recovery refers to the restoration of settlement activities after a wide-scale disruption; resumption refers to the capacity to accept and process new transactions and payments after a wide-scale disruption.

### **A. Our Firm's Mission Critical Systems**

- Order Taking
  - Currently, our firm receives orders from customers via the telephone, fax or e-mail. During an SBD, either internal or external, we will continue to take orders via cell phone and internet communication and through any other methods that are available and reliable, and in addition, as communications permit, we will inform our customers when communications become available to tell them what alternatives they have to send their orders to us.
  - Alternatively, clients will also have direct access to any other business relationships, including any private companies or issuers that such clients have done business with.
- Order Entry
  - Currently, we enter orders by submitting them electronically to our clearing firm/custodian. We have contacted our clearing firm and custodian and told them that, under their BCP, we can expect service via cellular telephone. In the event of an internal SBD, we will enter and send records to our custodians by the fastest alternative means available. In the event of an external SBD, we will maintain the order in electronic or paper format and deliver the order to the appropriate custodian by the fastest means available when it resumes operations. In addition, during an internal SBD, we may need to refer our customers to deal directly with

our custodians for order entry. Information will be promptly posted to our web site and/or recorded via voice message.

- For private placements and municipal underwritings, all transactions are done using a private placement memorandum or offering memorandum. In the event of an internal SBD, clients can contact the issuers directly. Their contact numbers are contained within the offering documents.

**X. Alternate Communications Between the Firm and Customers, Employees, and Regulators**

**A. Customers**

We communicate with our customers using the telephone, e-mail, fax, U.S. mail, and in personal visits at our firm or at the customer's location. In the event of an SBD, we will assess which means of communication are still available to us and use the means closest in speed and form (written or oral) to the means that we have used in the past to communicate with the other party. For example, if we have communicated with a party by e-mail but the Internet is unavailable, we will call them on the telephone and follow up where a record is needed with paper copy in the U.S. mail.

**B. Employees**

We communicate with our employees using the telephone, e-mail, and in person. In the event of an SBD, we will assess which means of communication are still available to us and use the means closest in speed and form (written or oral) to the means that we have used in the past to communicate with the other party. We will also employ a call tree so that senior management can reach all employees quickly during an SBD. The call tree includes all staff home, cell, and office phone numbers.

**C. Regulators**

FS is a member of FINRA and a registered broker-dealer with the SEC. . FSAM is an SEC Registered Investment Adviser. We communicate with our regulators using the telephone, e-mail, fax, U.S. mail, and in person. In the event of an SBD, we will assess which means of communication are still available to us and use the means closest in speed and form (written or oral) to the means that we have used in the past to communicate with the other party.

FINRA emergency contact info:

Boca Raton District Office: 5200 Town Center Circle, Suite 200, Boca Raton, FL 33486

Phone: 561-443-8000

Office of the Commissioner of Financial Institutions: P.O. Box 11855, San Juan, Puerto Rico 00910-

3855

Phone: 787-723-3131

United States Securities & Exchange Commission  
Atlanta Regional Office  
950 East Paces Ferry Rd NE  
Atlanta, GA 30326

**XI. Critical Business Constituents, Banks, and Counterparties**

a. Business constituents

We have contacted our critical business constituents (businesses with which we have an ongoing commercial relationship in support of our operating activities, such as vendors providing us critical services), and determined the extent to which we can continue our business relationship with them in light of the internal or external SBD. We will quickly establish alternative arrangements if a business constituent can no longer provide the services we need because of a SBD to them or our Firm.

b. Banks

The bank maintaining our operating account is Banco Popular De Puerto Rico located at P.O Box 362708, San Juan, Puerto Rico, 00936.

c. Counter-Parties

We have contacted our critical counterparties, such as other broker dealers, investment advisers or institutional customers, to determine if we will be able to carry out our transactions with them in light of the internal or external SBD. Where the transactions cannot be completed, we will work with those counter- parties directly to make alternative arrangements to complete those transactions as soon as possible.

**XII. Regulatory Reporting**

We file reports with our regulators using paper copies in the U.S. mail, and electronically using fax, e-mail, and the Internet. In the event of an SBD, we will check with the SEC, FINRA, and other regulators to determine which means of filing are still available to us and use the means closest in speed and form (written or oral) to our previous filing method. In the event that we cannot contact our regulators, we will continue to file required reports using the means available to us.

**XIII. Succession Planning**

Our Firm has a succession plan in the event we have a significant event such as death or dismemberment to a key employee/owner. In the event a Registered Representative or

Investment Advisor Representative is unable to provide service to an account, the responsibilities of those accounts will be transferred to another Representative/Advisor within the Firm. Those accounts will remain with the new Registered Representative/Investment Advisor until the original Investment Advisor Representative is able to re-assume his/her responsibilities. In the event of death of one of the Firm's owners, then the deceased owner's ownership will be purchased by the remaining owners. In the event of the loss of key personnel, the Firm will look quickly to hire someone to fill that position. However, the key person's roles and responsibilities will immediately be delegated to another qualified person or one of the Firm's principals until the role is filled.

#### **XIV. Disclosure of Business Continuity Plan**

We provide in writing a BCP disclosure statement to customers via our website [www.fssec.com](http://www.fssec.com). We also mail the disclosure statement to customers upon request.

#### **XV. Updates and Annual Review**

The Firm will update this plan whenever we have a material change to our operations, structure, or business location. In addition, the Firm will review this BCP annually to modify it for any changes in our operations, structure, business, or location.

#### **XVI. Senior Manager Approval**

I have approved this Business Continuity Plan as reasonably designed to enable the Firm to meet its obligations to customers in the event of an SBD.

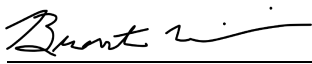
##### **First Southern, LLC**

Signed: 

Title: Chief Compliance Officer

Date: 12-19-2025

##### **FSAM, LLC.**

Signed: 

Title: Chief Compliance Officer

Date: 12-19-2025