

## EXHIBIT TO CLIENT RELATIONSHIP SUMMARY

### Summary of Material Changes as of December 11, 2024

- Under the heading "What investment services and advice can you provide me?": This was updated to include a more detailed description of products offered, and types of accounts offered.
- Under the heading "What fees will I pay?": This was updated to include a more detailed description of fees the Client may incur.
- Under the heading "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?": This was updated to include additional potential conflicts of interest.

First Southern LLC 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). Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

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

First Southern engages in brokerage services for retail and institutional investors. If you open a brokerage account, you will pay us a transaction-based fee, generally referred to as a commission, every time you buy or sell an investment. We engage in the buying and selling of securities, and may or may not make recommendations, and we provide execution services for our bond business. We offer different types of accounts such as cash, margin, option, municipal, and direct business accounts such as 529 plans, variable annuities/life, and private placements. There is not an account minimum to open an account with us, and we do not engage in the ongoing monitoring of your brokerage account. With a brokerage account you may select investments, or we may recommend investments for your account, but the ultimate investment decision as to your investment strategy and the purchase or sale of investments will be yours. Other firms could offer a wider range of choices, some of which might have lower costs. We can offer you additional services to assist you in developing and executing your investment strategy, but you might pay more. We offer a wide range of investments such as equities, fixed income, municipal securities, mutual funds, U.S government securities, 529 plans, CDs, variable annuities, options, exchange traded funds, and engage in municipal underwriting and private placements. The Firm does offer advice with respect to proprietary products. For additional information, please see the Disclosure Statement on our website: <https://fssec.com/Ask your financial professional>—**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?**

**WHAT FEES WILL I PAY?**

At First Southern, the fee you pay is based on the specific transaction and not the value of your account. You will pay a fee every time you buy or sell an investment in the form of a ticket charge. The ticket charge will vary depending on the type of security purchased or sold. In addition to a ticket charge, you could be charged a commission by your financial professional. The commission charge is at the discretion of the financial professional and is based on the specific transaction and not the value of your account. With investments, such as bonds, this fee might 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 “sales charge”) reduces the value of your investment. Some mutual funds offer “break points” depending on how much you invest, which could decrease the amount of sales charge you pay. Some investments (such as mutual funds and variable annuities) impose additional fees that will reduce the value of your investment over time. Also, with certain investments such as variable annuities, you may have to pay fees such as “surrender charges” to sell the investment. You may pay additional fees, such as custodian fees, account maintenance fees, account termination fees, transfer fees, and account inactivity fees. The more transactions in your account, the more fees you will be charged. We therefore have an incentive to encourage you to engage in transactions. 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 additional information, please see the Disclosure Statement on our website: <https://fssec.com/> **When considering our services, 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?**

## 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 as your broker dealer, 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 and investment advice we provide you. Here are some examples to help you understand what this means. We must act in your best interest and not place our interests ahead of yours when we recommend an investment or an investment strategy involving securities. Unless we agree otherwise, we are not required to monitor your portfolio or investments on an ongoing basis. When we provide recommendations, we must eliminate these conflicts or tell you about them and, in some cases, reduce them. You should understand and ask us about the conflicts below because they may affect your decision to open an account with us or engage in transactions. A conflict exists when your financial professional is incentivized to have more clients and manage more assets because of the time and complexity required to meet all of client's needs, understand all of the products sold, and what product sales commissions are in each client's best interest. We can make extra money by selling you certain investments, such as new issues, either because they are managed by someone related to our firm or because they are offered by companies that pay our firm to sell their investments. Your financial professional also receives more money if you buy these investments. We have an incentive to offer or recommend certain investments, such as private placements, mutual funds or money market funds, because the manager or sponsor of those investments shares with us revenue it earns on those investments. You may pay a 12b-1 fee which is a fee charged by a mutual fund company to pay for their marketing fee, custodial, and administrative fee. Part of this fee is received by the financial professional. For example, Your financial professional receives transaction-based compensation, the more trades in your account, the more fees are charged you, so there is an incentive to have you to trade often. Your financial professional could favor his/her larger clients when deciding whom to contact regarding investment decisions in times of a volatile or active market. **For additional information, please see the Disclosure Statement on our website: <https://fssec.com/> When considering our services, 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?

Registered Representatives earn a portion of the commissions and other transaction fees you pay. As commissions are based on a number of factors, so is the compensation paid to our Registered Representatives. For example, certain products pay higher commission rates than others. Representatives may earn higher fees on products such as new issues or variable annuities. The more trades in your account, the more fees you are charged you, so there is an incentive to have you to trade often so the Representative earns more commissions. Thus, a financial representative's payout increases with commission generation. For additional information, please see the Disclosure Statement on our website: <https://fssec.com/>

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

Yes, visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research us and our financial professionals. **When considering our services, 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 services, you can access our web site <https://fssec.com/>. To request a copy of the relationship summary, you may call 787.979.2165. **When considering our services, ask your financial professional:**

- **Who is my primary contact person?**
- **Is she or he 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?**