

**First Georgetown Securities, Inc Form CRS
Customer Relationship Summary
June 30, 2020**

First Georgetown Securities, Inc is a hybrid Broker dealer and Wealth Management firm located in Alexandria, Virginia. We are registered with FINRA, The Virginia State Corporation Commission, Division of Securities and Retail Franchising as an Investment Adviser. Brokerage and investment advisory services and fees differ, and it is important for the retail investor to know the difference. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS

What investment services and advice can you provide me?

First Georgetown offers both brokerage services and investment advisory services to retail Investors. The broker dealer division offers all types of individual and joint accounts, Trusts, UTMA's and retirement plans. Among the products we offer are stocks, bonds, mutual funds, options, and CD's and money market instruments. The Investment Advisory division develops and implements an investment strategy specifically designed with the client's investment objective, risk tolerance, liquidity needs and other concerns. Minimum investment amount of \$250,000.00 for Investment Advisory services.

Retail investment accounts are monitored on a weekly basis. Investment Advisory Accounts, that fall under the Investment Adviser domain are monitored on a daily basis.

Investment Advisor clients grant the Registered Investment Advisor limited trading authorization for their accounts. When engaged on a discretionary basis, we shall have the authority, without prior consultation with you to buy, sell, trade, and allocate the investments within your account(s) consistent with your investment objectives. Our authority over your account(s) shall remain in effect until our engagement is terminated.

For Accounts that fall under the Broker Dealer division the retail investor makes the ultimate decision regarding the purchase or sale of investments. First Georgetown does make available advice on a limited menu of products such as stocks, bonds, mutual funds, CD's, and money market instruments. There is no minimum account size to open an account with the Broker Dealer division.

The Registered Investment Advisor division began it's operation in 2004, headed by Robert T. Mann. The Investment Advisor division provides advisory services to a variety of individual and institutional accounts, using growth, growth and income and income strategies. The Investment Advisor develops and implements an investment management strategy specifically designed with the client's investment objectives, risk tolerance lever, liquidity need, and tax implications in mind. As of June 10, 2020 First Georgetown has approximately \$63,100,000 under management in 90 accounts, all of which are under discretionary control.

Questions for the retail investor:

Given my financial situation, should I choose an investment Advisory service? Should I chose a brokerage service? Should I chose both types of service? Why or why not?

How will you choose investments recommended to me?

What is your relevant experience, including your licenses, education and other Qualifications? What do these qualifications mean?

How will you choose investments to recommend to me?

What fees will I pay?

Broker dealer division: Commissions are charged on buy and sell transactions of Stocks, bonds, options, and mutual funds. There are no commissions charged for CD's of money market funds.. Commissions are based on number of shares, price, principal amount of the trade. Larger Commissions are negotiable. Please note that a retail investor may be charged more when there are more trades in his or her account, and the firm may therefore have an incentive to encourage a retail investor to trade more.

The Registered Investment Advisor division charges a management fee of $\frac{3}{4}$ of 1% per annum of total assets under management (AUM).. Management fees are directly debited from the client accounts and are collected quarterly in advance based on the value of the AUM .The more assets there are in a retail investor's advisory account, the more an investor will pay in fees, therefore FGS may have an incentive to encourage the retail investor to increase the assets in his or her account. Investment Advisor clients are charged commissions on transactions which are 50% or less of the firm's regular commission rates, subject to a minimum of \$25 per trade. Management fees are negotiable.

Other fees may be charged for the following account transactions: Annual Custody Fee \$25, Outgoing Transfer of Account \$30.00, Trade Extension \$12, Bounced Check \$25, Legal Transfer \$150, DRS Transfer and Ship \$15, Mailgram \$10, Physical Reorganization \$150, Legal return \$75, Fed Funds Wire \$15.

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.

Questions for the retail investor:

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 as my broker-dealer or when acting as my investment adviser?

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 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:

Third-Part Payments: Compensation we receive from third parties when we recommend or sell certain investments. Example: Mutual Fund 12-B1 fee

Revenue Sharing: Investments where the manager or sponsor of those investments or another third-party shares with you revenue it earns on those investments. Example: Money Market Funds, Bank Deposit Sweep Program.

Questions for the retail investor:

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

In addition to their advisory duties, certain individuals associated with First Georgetown are separately licensed as registered representatives of First Georgetown. Where their activities extend to the purchase and/or sale of securities products, these individuals receive commission-based compensation. Clients are charged commissions at fifty percent (50%) of the firm's regular commission rates, subject to a minimum twenty-five-dollar (\$25) commission per trade. This practice presents a conflict of interest and gives the First Georgetown individuals who are licensed an incentive to recommend investment products based on the compensation received rather than the client's needs. In addition to disclosing these conflicts in this brochure, First Georgetown also reduces the commission rates as described above, to reduce the incentive.

Where clients may incur additional expense from brokerage-based activities, clients should be aware that all custodial and execution fees remain separate and distinct from those fees charged by First Georgetown for its asset management services. Clients should note that the firm and its representatives may receive additional compensation in the form of commissions and 12b-1 distribution fees from the respective mutual fund investment made through First Georgetown.

All fees paid to First Georgetown for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds to their shareholders who are our clients. These fees and expenses are described in each fund's prospectus. Fees will generally include a management fee, other fund expenses, and a possible distribution fee. If the fund also imposes sales charges, a client may pay an initial or deferred salescharge. However, First Georgetown strives, whenever possible, to use only no-load mutual funds for its advisory clients. Accordingly, clients should review both the fees charged by the mutual funds and the advisory fees charged by First Georgetown to fully appreciate the total amount of fees to be paid by the client.

First Georgetown and/or the client may terminate the account agreement, in whole or in part, at any time. Upon termination, any fees paid in advance will be prorated to the date of termination and any excess shall be refunded to the client. The client's advisory agreement with First Georgetown is non-transferable without the client's written approval.

Question for the retail investor:

How do financial professionals make money?

Investment Adviser Division

Investment Advisers are compensated by the amount of client assets they have under management. They are not compensated via non-cash compensation. Investment Advisers may have an incentive to increase the assets held in their account

Broker Dealer Division

Broker Dealer employees (i.e. registered reps) are compensated on the amount of assets they service, the products sold, product sales commissions or revenue that the firm earns from the financial professional's advisory services or recommendations

Do your financial professionals have legal or disciplinary history?

Yes. Visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Additional Information

For additional information please visit the following: [www.firstgeorgetown.com/Form CRS supplement](http://www.firstgeorgetown.com/Form%20CRS%20supplement)
You may contact our Chief Compliance Officer at any time to request a current copy of our ADV Part 2A or our relationship summary. Our Chief Compliance Officer may be reached by phone at (703)-519-7700.

Questions for the retail investor:

Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer?

Who can I talk to if I have concerns about how this person is treating me?