# MGO Securities Corp. Brokerage Service Disclosure Summary June 2022

In addition to this document describing items related to recommendations made to you for your brokerage sold investments, you should read the Form CRS. These documents describe the Firm's obligations and investments available through MGO Securities Corp.

If you have an advisory account with our affiliated investment advisory firm MGO One Seven LLC (MGO One Seven), you should read their form CRS and Form ADV Part II Brochure.

# Your Brokerage Relationship with the Firm:

We are a broker dealer with a restricted selling agreement. We are limited in the types of securities that we can sell; these include mutual funds, ETFs, Variable Annuities, Variable Life and 529 products. Other firms could offer a wider variety of products some of which might have lower costs. The broker dealer does not provide account monitoring services. We offer you the ability to open an account with MGOSC listed as the broker of record. You will have the ability to purchase and sell the securities for which we are permitted to utilize per the terms of our restricted agreement.

All of our accounts are held directly with the investment companies. You establish an investment account by completing the investment company account application. All accounts are funded via writing a check payable to the investment company or sending the funds electronically directly to the investment company. We do not serve as custodian for the funds; we do not hold the investment holdings or the cash positions in your account. Accounts registration types include individuals, high net worth individuals, trusts, charitable organizations, qualified retirement plans and corporate accounts.

All investments are subject to market risks and fluctuate in value, so that an investor's shares when redeemed may be worth more or less than the original cost.

Commission rates, mutual funds, mutual fund share classes, variable annuity contracts, 529 accounts and other investments available through our firm will vary based on the account type and investment advisory relationship in place with our affiliated investment advisory firm MGO One Seven.

In determining customer and account relationships, the Firm and its affiliates reserve the right, in their sole discretion, to aggregate (household) customer relationship by family or business affiliations and discount services or make special accommodations for employee accounts.

As a result of our relationship service offerings/business model, the same or similar products and services offered to specific clients will vary in price and investment related fees.

Your account relationship with MGOSC is a transactional relationship:

- We do not exercise discretion over the purchases and sales of securities in your broker sold investment accounts. After each transaction in your brokerage sold investment made by you is completed, MGOSC shall not have any continuing or ongoing obligation to review or make recommendations for the investment.
- At times, we provide recommendations concerning purchase or sales of securities held in your investment accounts and in certain circumstance recommend you continue holding certain

securities. We also at times, recommend that you open an individual retirement account (IRA) or transfer assets into an IRA, if we believe it is in your best interest.

- We do not impose account value minimums for our broker dealer accounts.
- Clients choosing to have discretionary accounts may be directed to our affiliated investment
  advisory firm MGO One Seven. Clients who retain MGO One Seven to serve as their investment
  advisor will sign an advisory agreement. MGO One Seven will buy and sell investments in your
  account in accordance with your stated investment guidelines without asking you in advance; this
  is called "discretionary authority".

You will compensate the Firm for services the Firm provides to you in your investment account through sales commissions and payments the Firm receives from third parties. Based on the type of your investment the Firm receives direct or indirect compensation in connection with the services the Firm provides to you as described in the following section. Please see the information referenced herein for additional information or ask your financial professional to answer any questions you may have concerning our obligation to make investment recommendations in your best interest and/or our conflicts of interest in making such recommendations.

Our financial professionals are compensated through a combination of salary and bonus. Salary is tied to the other responsibilities the individual has within the firm and bonus is paid based on the client assets they service. None of our financial professionals share in commissions or compensation for security transactions in broker-dealer sold accounts or advisory accounts including 12B-1 Fees.

# Fees and Charges Imposed on You and Your Account

# **Mutual Fund Trades**

Mutual funds are offered in different share classes through each fund's prospectus. Sales charges and expenses can vary by fund family, fund strategy and share class. (Please reference Additional Information "Mutual Fund Shares Classes and Conflicts of Interest further down).

Several things to take into consideration when looking at particular funds and share class (including but not limited to):

- Length of Ownership
- Investment Amount
- Total Expenses of the Fund
- Qualifications for Reductions.

For a more detailed description of the amount and payment frequency of all the fees and expenses charged by a specific fund, please review the fund's prospectus which can be obtained from your financial professional.

## 529 Plans

529 Plans are state-sponsored programs created for clients to invest for education. Most plans offer investment portfolios consisting of mutual funds and/or exchange-traded fund portfolios. A plan may offer more than one share class to investors and each class has different fees and expenses. Distributions that are used for qualified expenses are not taxed at the federal level. If you withdraw money for something other than qualified education expenses, you will owe federal income tax on

earnings and may face a 10% federal tax penalty as well. 529 Plans offered by each state differ both in features and benefits. Some states offer residents an incentive in their state-sponsored 529 college savings plans by offering state tax benefits. State-tax treatment of college savings plan contributions, earnings, and withdrawals vary from one state to another.

By investing in a 529 Plan outside your state of residence, you may lose any state tax benefits. 529 Plans are subject to enrollment, maintenance, administration, and management fees and expenses. Investors should consider each Plan's investments, risks, expenses and tax implications prior to investing. This and other important information about 529 Plans are contained in the Plan's disclosure document and prospectus. Read these and the Participant agreement carefully before you invest. Please contact your financial professional for a specific Plan's prospectus.

The sales charges of our 529 Plan offerings range from 0% - 5.25%. The range of the 12b-1 (shareholder servicing fees) ranges from 0% - 1%.

Some 529 Plan Sponsors pay the Firm higher compensation than other sponsors for sales of 529 Plans. This creates an incentive for the Firm to sell certain 529 Plans because the recommendation of a particular 529 Plan will result in a higher compensation amount to the Firm than the recommendation of another similar 529 Plan. The Firm mitigates this conflict of interest by disclosing to its clients and by supervising the financial professionals 529 recommendations. However, the Firm cannot eliminate this conflict of interest as it is part of the business model of a typical 529 Plan. Please ask your financial professional how they will be compensated for any 529 transactions.

## **Annuities**

Upon the sale of an annuity, we receive a direct commission from the annuity company. Some annuities also provide trail commissions to compensate the Firm for ongoing service. Annuity commissions are determined by the type of annuity product and the amount the respective insurance carrier decides to offer. For the firm, such commission amounts range from 1.00% to 5.25% and trail commissions from 0.25% to 1%. Typically, higher paying commission options often offer low trail commissions.

Conversely, lower paying commission options often offer higher trail commission amounts.

When considering an annuity, several items must be reviewed. Below is a list of such items and understand additional considerations not listed sometimes need to be taken into account:

- Liquidity Needs
- Time horizon when proceeds may be needed
- Total expenses of an annuity contract
- Risk tolerance
- Total return expectations

Annuity contracts typically charge certain explicit fees for administrative purposes, certain benefits, or asset management functions in the case of variable annuities. A full description of these fees can be found in an annuity contracts offering documents or prospectus in case of variable annuities. It should be noted that not all annuity contracts charge direct fees.

Annuity contracts typically also include certain fees or charges for contract owners if contracts are liquidated prior to the end of a specific term or amount of time from the date a contract is placed in

force. Such liquidations can be partial or full liquidation of contracts. These charges are called contingent deferred sales charges, or CDSCs, and can impact a contract owner's liquidity needs.

CDSCs are used to allow insurance carriers to recoup certain upfront costs incurred when issuing contracts and are generally for over a set contract term. CDSC amounts are usually reduced on an annual basis as contracts remain in force and can range from as high as 9% in year 1 of a contract to 0% once the initial contract term is completed. It should also be noted that CDSCs apply to the establishment of new contracts as well as the addition of new monies to existing contracts.

Certain annuity contracts offer multiple share class options which can impact pricing and availability of certain insurance benefits.

Some insurance companies pay the Firm higher compensation than other companies for sales of annuities. This creates an incentive for the Firm to sell certain annuities because the recommendation of a particular annuity will result in higher compensation. The Firm mitigates this conflict of interest by disclosing it to its clients and by supervising financial professional's annuity recommendations. The Firm, however, cannot eliminate this conflict of interest as it is part of the business model for the Firm to be compensated for the annuity sale.

# **Conflicts of Interest and Additional Compensation**

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. When we provide any service to you, we must treat your fairly and there are policies and procedures in place to comply with our obligation to you. Unless we agree otherwise, we are not required to monitor your portfolio or investments.

The way we make money creates some conflicts with your interest. You should understand and ask about these conflicts because they can affect the investment we provide you. There is the possibility for a conflict of interest due to the affiliated relationship of MGO One Seven LLC a registered investment adviser registered with the Securities and Exchange Commission. MGO One Seven provides the investment advisory services and MGOSC is the broker dealer utilized for security transactions. In certain circumstances MGO One Seven will be retained by brokerage clients to provide ongoing investment advisory services. MGOSC will receive compensation for securities. We can make extra money by selling you certain investments for your brokerage account, or including these funds in your advisory account because they are managed by someone related to our firm.

MGO Parent Company is owned by Ronald S. Gross and Ron Gross and Richard Gross have ownership of investment advisory firm MGO One Seven. Please reference MGO One Seven Firm Brochure ADV Part 2A Brochure.

#### 12b-1 Shareholder Service Fees

Shareholder servicing fees, commonly referred to as 12b-1 fees or trails, are paid by mutual funds to the Firm out of fund assets, under a distribution and servicing agreement, to cover distribution expenses and shareholder service expenses that we provide on the fund's behalf. These fees are asset-based fees charged by the fund company that range from 0.00% to 1.00%. These fees are described in the mutual funds' prospectus. 12b-1 fees typically are expenses of the mutual fund which reduce the overall return a client may receive on a mutual fund investment. Our receipt of these fees creates a conflict of interest since there is an incentive to recommend funds with 12b-1 fees over funds that have lower fees.

#### **Mutual Fund Shares**

# **Mutual fund Fees and Expenses**

There are certain charges associated with mutual funds. The prospectus details the charges you pay, including sales charges and annual operation expenses. These charges vary by share class.

#### Sales Charges:

Sales charges are levied on either the front-end or back-end of a mutual fund transaction. Front-end charges are applicable when you purchase certain classes of shares. Back-end charges or contingent deferred sales charges (CDSC) are applicable when you sell certain classes of shares. Back-end charges decline over time so you pay less or nothing at all in sales charges as you hold your shares for longer period of time. When choosing a mutual fund, you will want to ask about sales charges and things to take into consideration based on your investment goals.

### **Operating Expenses**

Fund operating expenses include management fees, SEC Rule 12b-1 fees, the costs of shareholder communications and other expenses. Operating expenses are deducted from the fund's assets, reducing investment returns, although they are not charged as an additional fee separate from the mutual fund's internal expenses. The fund's prospectus will provide you with a record of the fund's expense ratio, so that you can compare the expense costs of various funds.

## Classes of Shares

There are several different classes of mutual fund shares. Each share class has different fees and expenses, which affect the fund's results.

<u>Class A Shares</u> generally carry front-end sales charges. These are deducted from your initial investment. The front end sales charge can range from 0% - 5.75%. A Shares also typically charge annual 12b1- fees of 0.25%.

- <u>Breakpoint Discounts</u> Most A mutual funds offer breakpoint discounts for large investments, so
  that, the larger your investment in a fund, the lower the sales charge percentage applied to the
  investment. Many mutual fund groups count holdings in related accounts toward this breakpoint.
  This privilege is referred to as rights of accumulation.
- <u>Letter of Intent</u> Some mutual funds will grant breakpoint discounts at a lower investment level
  if an investor signs a Letter of Intent claiming an intention to invest a specified amount in the fund
  over a specified period of time. Each fund's rules about rights of accumulation and letters of intent
  differ, so be sure to ask about a fund family's rules before investing so that you can take steps to
  qualify for any available discounts.

<u>Class C Shares</u> do not deduct a front-end sales charge, but do charge annual 12b-1 fees that typically range from 0.50% to 1.00%. For most Class C shares, there is a contingent deferred sale charge (CDSC) if the Class C shares are redeemed within 12 months. The C share funds typically offer an auto conversion feature to Class A shares which occurs no after than 10 years from the purchase date.

# Sales Charges, 12b-1 Fees and other Compensation, Conflicts of Interest

Some funds carry higher sales charges or operating expenses (Including 12b-1 fees and shareholder service fees) than others. This creates an incentive for the Firm to sell certain funds because the higher sales charge and/or operating expense level will result in a higher compensation amount payable to the Firm. The firm mitigates this conflict of interest by disclosing it to its clients and by supervising investment recommendations. However, the Firm cannot eliminate this conflict of interest as it is part of the business model to be compensated for such sales. Please ask how the Firm will they will be compensated.

## Other Mutual Fund Share Classes

In addition, there are many other share classes of funds including, but not limited to, no load funds, institution class shares or retirement class shares we make available to our clients. Some mutual funds' discounts, fees waivers or different share classes are not available at the Firm and are available only if you purchase the mutual fund directly from the mutual fund company or its distributor or another intermediary other than the Firm.

The Firm does not recommend share classes of mutual funds to its clients other than referenced above.