# JSQ Securities, LLC Customer Relationship Summary [Form CRS] March 2023

#### Introduction

JSQ Securities, LLC ("JSQ") is registered with the Securities and Exchange Commission ("SEC") as a broker-dealer, member of the Financial Industry Regulatory Authority ("FINRA"), and a member of the Securities Investor Protection Corporation ("SIPC"). There is an important difference between brokerage and investment advisory services, their related fees, and how those fees may be applicable to you. Free and simple tools are available to you to research firms and financial professionals at Investor.gov/CRS. Additional information can be found at Brokercheck.FINRA.org.

## **Relationships and Services**

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

JSQ is engaged as a registered broker-dealer in the private placement of securities to qualified investors. Our clients are private issuers who seek to raise capital through private securities transactions with investors who are qualified to purchase their respective offering. JSQ does not hold customer accounts, accept customer funds or securities, or facilitate the clearing of securities through any third-party clearing firms. JSQ introduces our private issuer clients to institutional and other qualified investors who independently consider every investment opportunity presented. The introductions we make allow the investors to directly engage with our issuer clients to facilitate the completion of any client offered transaction. As the investor, you independently make all decisions regarding the suitability of any investment opportunity JSQ introduces with respect to your individual goals, risk tolerances, as well as the ultimate ability to ask for participation in any introduced investment. JSQ offers a limited number of products, other firms could offer a wider variety of investment options, some of which may have lower costs. JSQ does not have discretion or access to any investor portfolios or accounts and will not monitor the performance of any of the securities introduced from private issuers.

Although JSQ does not have a stated minimum initial investment amount, all our investment introductions are intended for accredited investors, institutions, family offices, and other similar sophisticated investors. Each investment introduced by JSQ has their own minimum investment amount the issuer has independently chosen to accept. JSQ's registered representatives are required to maintain certain securities licenses (such as a Series 7) that allow them to engage in the regulated activity of selling of private securities. It is important to understand that these licenses merely demonstrate that the financial professional met the testing standards of the sponsor and does not demonstrate expertise of the financial professional in any of the securities or products introduced.

#### Questions to ask your financial professional: How will you choose investments recommended to me?

- Given my financial situation, should I choose a brokerage service? Why or why not?
- What is your relevant experience, including licenses, education, or other qualifications? What do these qualifications mean?

### Fees, Costs, Conflicts, and Standards of Conduct

#### "What fees will I pay?"

As part of your brokerage relationship with JSQ you will pay fees or commissions on each investment transaction you independently choose to participate in. Depending on the type of investment offered, fees will be structured and assessed differently. The detail and schedule of fees will be disclosed to you by your financial professional and the private issuer prior to the funding of any investment. These related fees may be assessed in one of the following ways: 1) A private investment into a fund will charge you either management fees, performance fees, or both. JSQ will be paid by the fund's manager or sponsor a percentage of those fees charged to your investment. 2) In a direct private investment, JSQ will charge a commission as a percent of the total investment amount. The buyer or the seller of the securities will pay this commission, and in some cases, the commission is shared between the buyer and seller. These fees may reduce the amount of your investment. You may also incur other transaction fees for services directly from the issuer. All commissions will be disclosed to you in the issuer's disclosure documents. 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 could potentially gain on your investments over time. JSQ only earns these fees, or is paid a commission, when you make an investment into the underlying issuer's offering introduced to you by JSQ. Please make sure you understand what commissions and expenses you will be paying.

**Questions to ask your financial professional:** Help me understand how these fees and costs might affect my investment? If I invest \$10,000, how much will go to the 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 JSQ provides you with a recommendation, we must act in your best interest and not put our interest ahead of yours. JSQ acts as external capital raising agents acting on behalf of our private issuer clients. Due to this simple intermediary construct, and because we will have no access to your portfolio, you must independently determine if an investment opportunity is suitable considering your investment goals, risk tolerance, portfolio or similar considerations for sub-advised accounts for which you act as fiduciary. At the same time, the way JSQ makes money creates some conflicts with your interests.

You should understand and ask us about these conflicts because they can affect the recommendations and introductions we provide you. Here are some examples to help you understand what this means: 1) JSQ acts as a third-party placement agent raising capital on behalf of our private issuer clients. JSQ only makes money if you complete a transaction in an investment we have recommended and introduced to you. 2) Transaction-based charges create an incentive for us to recommend more frequent investments than non-transaction-based charges. 3) Our financial professionals sometimes invest in the same securities as you; therefore, they may have an incentive to favor their interests over yours. 4) Certain products may pay our Firm or our financial professionals more than other products. Please ask your financial professional to detail the commission to be received from the recommended investment against the other investments that may impose a lower commission. JSQ is always available to discuss how these fees can affect the recommendations we introduce to you.

Questions to 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?

The financial professionals at JSQ receive commissions generated from the selling of the private placement securities to qualified investors. Financial professionals at JSQ are not paid a salary based on assets under management and will only receive commissions if you make an investment with one of our private issuer clients. This creates a conflict of interest you should be aware of. Additionally, JSQ financial professionals are paid a commission whether your investment makes or loses money. JSQ has an incentive to introduce investments where the issuer or investment manager shares the revenue they earn with us. You can find other private issuers elsewhere who might be better suited to your investment needs or goals. You are welcome to ask your financial professional, or JSQ compliance, on any questions concerning the commission the financial professional earns. Some of our Firm's registered representatives are engaged in outside business activities. These activities may pose an additional conflict to your investment. JSQ supervises the business activities of our financial professionals through our compliance program. Outside business activities can be found on FINRA's BrokerCheck, brokercheck.finra.org.

#### **Disciplinary History**

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

Neither JSQ as a firm nor our financial professionals have any legal or disciplinary events. Visit Investor.gov/CRS for a free and simple search tool to research our firm and financial professionals.

Questions to ask your financial professional: As a financial professional, do you have any disciplinary history? If so, for what type of conduct?

For additional information about JSQ Securities, LLC services please contact: JSQ Securities, located at 2211 Encinitas, Boulevard, Suite #200, Encinitas, California 92024. Via phone at: 607-227-1036 or email capital@junipersquare.com

Questions to ask your financial professional: Who is my primary contact person? Is he or she an investment advisor or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?

For additional information about our brokers and services, visit Investor.gov, or FINRA BrokerCheck (<u>BrokerCheck.Finra.org</u>). To report a problem to the SEC, visit <u>Investor.gov</u> or call the SEC's toll-free investor assistance line at (<u>800</u>) 732-0330. To report a problem to FINRA, please call (301) 590-6500.