



AW SECURITIES

Form CRS – Customer Relationship Summary

June 2020

Introduction

AW Securities (AWS), is registered with the Securities and Exchange Commission (SEC) as a FINRA (Financial Industry Regulatory Authority) and SIPC (Securities Investor Protection Corporation) member introducing broker-dealer firm under the name of Hanson McClain Retirement Network, LP, d/b/a AW Securities. AWS offers our customers limited securities broker-dealer services. AWS is also a SEC-registered investment advisor, but we do not offer advisory services to retail clients. This *Relationship Summary* will address the services we offer to the retail public as a broker-dealer.

Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. There are free and simple tools available to research firms and financial professionals at www.investor.gov/CRS which also provides educational materials about broker-dealers, investment advisers and investing.

Relationships and Services

What types of investment services and advice can you provide me?

We offer certain brokerage services to retail investors for a commission based on the value of investments purchased or sold in your account. Our brokerage services include buying and selling shares of mutual funds, money market funds, Section 529 College Plans, variable annuities and variable life insurance contracts. If you open an account with our firm, we'll meet with you to understand your current financial situation, existing resources, goals, and risk tolerance. Based on what we learn, we may recommend an investment or portfolio of investments that is suitable for you as a retail investor. We will review your investments with you at least annually, but we don't generally provide monitoring services. We do not make purchases on your behalf without your authorization and instruction to do so, also referred to as "discretionary trading". We do not require account size or investment minimums or other requirements to open or maintain an account with us.

Questions to Ask Us:

- *Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? 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 those qualifications mean?*

Fees, Costs, Conflicts, and Standard of Conduct

What fees and costs will I pay?

Fees and costs may affect the value of your account over time. You will pay fees and costs whether you make or lose money on your investments. Fees and costs could reduce the amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying by asking your broker to give you personalized information on the fees and costs that you will pay for your accounts through AWS. We do not charge a fee for making a securities transaction through us. AWS is paid commissions directly from the fund and annuity companies that you make transactions through. These commissions may reduce the value of your purchases. Therefore, AWS has an incentive to sell transaction-

based securities to generate commission revenue to the firm. Some investments, such as mutual funds and exchange traded funds, charge additional fees that could reduce the value of your investments over time. Please refer to your fund prospectus for all of the costs and fees you are subject to. We do not maintain custody or “hold” client accounts, securities, or funds at AWS.

Questions to Ask Us:

- *Help me understand how these fees and costs will 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?*
- *How do you determine what fee I will be charged?*

What are your legal obligations to me when providing recommendations?

When we provide you with a recommendation, we are subject to Regulation Best Interest, which means we have a duty to act in your best interest, placing your interests ahead of our own and the firm. At the same time, the way we make money creates some conflicts with your interests.

How do your financial professionals make money and what conflicts of interest do you have?

The registered representatives of AWS are salaried employees. They do not receive commission or fee based compensation on brokerage business sold to clients through AWS. While there are conflicts inherent to transaction-based compensation and product sales commissions, these conflicts do not exist at AWS. You should understand and ask us about these conflicts because they can affect the services and advice we provide you.

Question to Ask Us: *How might your conflicts of interest affect me, and how will you address them?*

Do you or your financial professionals have legal or disciplinary history?

No, our firm and/or financial professionals do not have any legal and disciplinary history. Visit Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

Questions to Ask Us: *As a financial professional, do you have any disciplinary history? For what type of conduct?”*

Additional Information

You can find additional information about our firm’s brokerage services on FINRA’s brokercheck website <https://brokercheck.finra.org/firm/summary/103747>. You can also contact our firm directly at (916) 482-2196 and talk to any one of our investment professionals or customer service.

Questions to Ask Us:

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