

Alexander Capital, L.P.
Client Relationship Summary
June 25, 2020

Alexander Capital, L. P. is registered with the Securities and Exchange Commission, Financial Industry Regulatory Authority (FINRA) and is a member of Securities Investor Protection Corporation (SIPC). We are also affiliated with Alexander Capital Wealth Management LLC. & Alexander Capital Ventures Management, LLC. both are registered with the Securities and Exchange Commission as investment advisers. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences. Additionally, we are affiliated with Alexander Capital Insurance Agency, LLC, and Alexander Capital Ventures.

Additionally, free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing. This document is a summary of the services and fees we offer to “retail investors”, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

What investment services and advice can you provide me?

As a broker-dealer, we offer full-service and self-directed brokerage services that include buying and selling securities. We provide the ability to execute the purchase and sale of various types of securities and investments on your behalf. We also offer investment recommendations and strategy recommendations. For a description of each service listed above, refer to www.alexandercapitallp.com/-Reg-BI.

Account Monitoring: We do not provide account monitoring services for your brokerage accounts. Financial professionals may voluntarily review account holdings from time to time, but these reviews are not an account monitoring service.

Investment Authority: We manage brokerage accounts on a *discretionary* basis whereby we *will decide* which investments to buy or sell for your account. You may limit our discretionary authority by providing our firm with your restrictions and guidelines in writing. We also offer *non-discretionary* investment management services whereby we will provide advice, but *you will ultimately decide* which investments to buy and sell for your account.

Investment Offerings: We offer the following types of investments or products: stocks, bonds, CMOs, commercial paper, certificates of deposit, municipal securities, alternative investments, variable insurance products, mutual fund shares, United States government securities, options contracts, money market funds, real estate investment trusts (REITs), 529 plans, exchange traded funds (ETFs), private placements, limited partnerships, mergers and acquisitions.

Account Minimums and Requirements: We do not require a minimum dollar amount to open and maintain a brokerage account. However, some products including Private Placement securities may have minimums, please refer to the investment prospectus for specific information

Key Questions to Ask Your Financial Professional

- ✓ **Given my financial situation, should I choose a brokerage service?**
- ✓ **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?

The principal fees and costs associated with engaging our firm for brokerage services You will pay a fee whenever you buy or sell an investment, this is referred to as a commission. Fees for certain investments, such as bonds, will be part of the price you pay for the investment (called either a mark-up or mark-down). The more transactions you place, the more commission and fees we earn thus, we might have an incentive to encourage more transactions. For detailed information about our fees and charges, refer to www.alexandercapitallp.com/Fee-Schedule.

In addition to our principal fees and costs, there are other common fees and costs which may be applicable including: custodian fees, account maintenance fees, inactivity fees, transaction charges, product level fees related to mutual funds, exchange-traded funds & variable insurance products, including surrender charges.

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.

Key Question to 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 acting as my broker-dealer or when acting as my investment adviser? 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/or investment advice we provide you. Here are some examples to help you understand what this means. For additional information, refer to the additional disclosures

www.alexandercapitalip.com/Disclosures.

- **Principal Trading:** We can buy investments from you, and sell investments to you, from our own accounts (called "acting as principal"). We can earn a profit on these trades, so we may have an incentive to encourage you to trade with us;
- **Third-Party Payments:** Financial professionals providing brokerage services on behalf of our firm can also be investment advisers with our affiliated investment advisors. These persons receive compensation in connection with the purchase and sale of securities or other investment products. This practice presents a conflict of interest because they may have an incentive to recommend advisory services products based on the compensation they receive;
- **Third-Party Payments:** Financial professionals can also be licensed as insurance agents. These persons will earn compensation for selling insurance products. This practice presents a conflict of interest because they may have an incentive to recommend these products to you;
- **Trail compensation:** is ongoing compensation from product sponsors typically paid from the assets of an investment product based on an annual percentage of invested assets and varies by product. Our financial professionals and our firm may receive trail compensation from some investment products. We, therefore, may have an incentive to recommend products that pay higher "trails".
- **Registered Representatives maintain ownership and/or serve as board members for various entities.** This practice presents a conflict of interest as these individuals may have an incentive to recommend investments in these entities;
- **Financial advisors may receive non-cash compensation such as promotional items, entertainment, meals, and other noncash compensation from product providers up to \$100 per year for gifts per vendor.**

Key Question 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 professional providing brokerage services to you are compensated based on a salary, commissions earned in connection with the purchase and sale of securities, and a discretionary bonus based on meeting client service levels. Compensation earned by a financial professional presents a conflict of interest because the more they sell, the more they can earn.

Do you or 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.

Key Questions to Ask Your Financial Professional

- ✓ **As a financial professional, do you have any disciplinary history? For what type of conduct?**
- ✓ **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?**

For additional information about our firm, please visit our website www.alexandercapitalip.com. If you would like additional, up-to-date information or a copy of this relationship summary, please call 866-884-2605.