MILESTONE INVESTMENTS, INC.

Form CRS

Customer Relationship Summary

MILSTONE INESTMENTS, INC. RELATIONSHIP SUMMARY DISCLOSURE – APRIL 4, 2022 ITEM 1. INTRODUCTION

Milestone Investments, Inc. (MILESTONE) is registered with the Securities and Exchange Commission ("SEC") as a broker-dealer and an investment adviser. Our brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available for you to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker- dealers, investment advisers, and investing.

ITEM 2. RELATIONSHIP AND SERVICES: WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

Broker-Dealer Services

As a broker-dealer, we can recommend and effect securities transactions for you, including buying and selling securities (including investment funds and products) that will be held in accounts directly with the issuer of the securities purchased (sometimes referred to as "directly held accounts"). We also offer Individual Retirement Accounts ("IRAs"), where your investments will be held with the custodian of the IRA.

<u>Account Monitoring</u>: While we remain available to assist you, after effecting a securities transaction for you (including those we recommend to you), we do not monitor your account.

<u>Investment Authority</u>: We do not have or offer discretionary investment authority over brokerage accounts, which means that we cannot buy or sell investments in your account without first obtaining your consent. We may recommend investments to you, but you are responsible for making the decision whether to purchase or sell investments.

<u>Limits on Investment Offerings</u>: For certain product types we limit our investment offerings to a specific menu of investment funds or products based on a firm-level due diligence process and other reasonable factors.

<u>Account Minimums and Other Requirements:</u> We do not have any minimum account requirements for our brokerage accounts, but some of the investments you can purchase through us have minimum investment requirements. **Investment Advisory Services**

As an investment adviser, we provide investment advice to you for a fee, including investment advice with respect to particular investments and other investment advisory programs. More information about our investment advisory services is available on our Form ADV brochures available by request from info@mstone401k.com.

<u>Account Monitoring:</u> You must open a brokerage account with an approved custodian (your "advisory account"). We monitor this advisory account on an ongoing basis as part of our advisory services. In advisory programs sponsored by third-party advisers ("Third-Party Advisory Programs") you open an account with a custodian selected by the third-party adviser. The frequency and limitations of our monitoring of Third-Party Advisory Programs depends on the advisory program that you select and if

we are considered a co-adviser for such program, in which case we monitor accounts, or act as a solicitor, in which case we do not provide ongoing monitoring. We do not monitor any other accounts (besides your advisory account) as part of our advisory services.

<u>Investment Authority</u>: You must grant us or your Investment Adviser Representative ("IAR") authority to buy and sell securities in your advisory account with your consent in advance to implement our investment.

<u>Limits on Investment Advice:</u> For certain advisory programs we limit our investment offerings to a specific menu of investment funds or products based on a firm-level due diligence process and other reasonable factors. Not all of our financial professionals can offer our investment advisory services. <u>Account Minimums and Other Requirements:</u> Account minimums for advisory programs vary, but generally start at a minimum of \$5,000.

ADDITIONAL INFORMATION: For a listing of account minimums and other requirements, in addition to fees and costs please request our Form ADV *Milestone Investments, Inc. Firm Brochure* and our *Regulation Best Interest Disclosure* from <u>info@mstone401k.com</u>.

Conversation Starter: 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? **Conversation Starter:** How will you choose investments to recommend to me? **Conversation Starter:** What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

ITEM 3. FEES, COSTS, CONFLICTS, AND STANDARD OF CONDUCT A. WHAT FEES WILL I PAY?

Broker-Dealer Services

<u>Description of Principal Fees and Costs:</u> For our broker-dealer services, we can be paid each time you trade in your brokerage account or make a new investment. This payment is typically called a "commission," or "sales charge". This kind of payment presents a conflict for us because it creates an incentive to encourage you to trade more and make additional investments. The commission rate or amount varies, depending on the investment and the size or amount of the transaction. More information about commission payments, including the commission schedules can be found in the recommended investment or products prospectus. In addition, investments that are interests in investment funds, such as mutual funds or products, such as insurance products, bear ongoing fees and expenses, which you pay indirectly because they are factored into the cost of the investment. Below is information about the fees and costs you will typically pay or bear for the types of investments generally purchased or traded by our retail investors. The below list of product types represents the core products sold at MILESTONE. It is not a complete list of all product types sold.

Investment Funds

<u>Mutual Funds</u>: You will typically pay an up-front sales charge or load when you buy shares in a mutual fund. Mutual funds typically also deduct other ongoing fees and expenses, such as 12b1 fees, management fees, or servicing fees, from fund assets.

<u>Insurance Products:</u> When you purchase an insurance product like a variable annuity, you will indirectly pay a commission, which is factored into the cost of the insurance and is paid by the issuing insurance company to us. More information about these insurance commissions and other

fees and expenses built into the cost of the insurance is available in the prospectuses. *Investment Advisory Services*

Description of Principal Fees and Costs: For our investment advisory services, we are paid based on a percentage of the assets for which we provide investment advice in your advisory account, typically referred to as an "advisory fee." We may also earn an hourly fee or fixed fee as compensation for financial planning and consulting services. The advisory fee, which is generally charged quarterly, presents a conflict because it creates an incentive for us to encourage you to increase the assets in your advisory fees. In addition, depending on the advisory program, we may receive more compensation when our financial professionals provide advisory services than when they provide broker-dealer services, which creates an incentive for us to recommend an advisory account. More information about these advisory fees in the applicable brochure available by request in our Form ADV brochures available by request from info@mstone401k.com. In addition to these advisory fees, the following are the other fees and charges you will typically pay in connection with your advisory account.

Description of Other Fees and Costs: Your custodian may charge for the costs for the execution of securities transactions and other services. In addition to the fees described above, you may pay, certain fees associated with your advisory account, such as account opening fees, account termination fees, and account transfer or liquidation fees, depending on the advisory program, which include fees paid to the clearing firm or account custodian for their services.

ADDITIONAL INFORMATION: 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.

Conversation Starter: 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?

B. What are your legal obligations to me when providing recommendations as my brokerdealer 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 or act as your investment adviser, we have to act in your best interest and not put our interests 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 to you. Here are some examples to help you understand what this means.

Broker-Dealer Examples

<u>Third-Party Payments.</u> When we sell an investment fund or product to you as a broker-dealer, we receive payments from the issuer (such as a mutual fund or insurance company) and their sponsors or managers, and we may also receive ongoing payments, such as 12b-1 fees, from them. These payments create an incentive for us to sell you investments that entail such payments and to maintain our relationships with the issuer and their affiliates. Since the amount of compensation we receive varies among and between the issuers and the different investments and types of investments that we offer as a broker-dealer, we have an incentive to sell you those investments that pay us more compensation.

Investment Advisory Examples

Since we are paid based on the assets in your advisory account, the more assets there are in your account, the more you will pay in fees, so we have an incentive to encourage you to increase the assets in your advisory account.

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

C. How Do Your Financial Professionals Make Money?

We pay our financial professionals a portion of the commissions or investment advisory fees that we receive. As noted above, the commissions we receive generally vary based on the investments purchased and sold, and the advisory fees we receive generally vary based on the investment advisory program selected. Such compensation creates an incentive for our financial professionals to sell more investments as a registered representative of our broker-dealer and to increase advisory account assets as an associated person of our investment adviser.

In the case of certain investment funds and products, the issuer or the sponsor provides our financial professionals other forms of compensation, including business entertainment, expense reimbursement for travel associated with educational or similar business meetings, financial assistance in covering the cost of marketing and sales events, and small gifts. In addition, depending on the specific type of investment advisory program, certain financial professionals may receive similar forms of other compensation from the sponsors or managers of those programs, including business entertainment and business travel expense reimbursements. The receipt of these payments presents a conflict because it creates an incentive for the financial professional to recommend those investments or funds whose issuers or sponsors offer these forms of compensation.

ITEM 4. DISCIPLINARY HISTORY: DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?

No, we have no legal or disciplinary history, none of our financial professionals have a legal or disciplinary history. Please visit <u>https://www.investor.gov/CRS</u> for a free and simple search tool to research us and our financial professionals.

Conversation Starter: As a financial professional, do you have any disciplinary history? For what type of conduct?

ITEM 5. ADDITIONAL INFORMATION

For additional information about our broker-dealer services and our investment advisory services, please visit <u>www.milestoneinvestmentsinc.com</u>. You can request a copy of this Form CRS Customer Relationship Summary by contacting us in writing at 10700 Sikes Places, Suite 315, Charlotte, NC 28277. You can also call us at 877-716-2749 to request up-to-date information and request a copy of this Form CRS Customer Relationship Summary.

Conversation Starter: 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?