## Alterna Wealth Management, Inc. and Alterna Securities, Inc. Customer Relationship Summary - Form CRS August 2023

### Introduction

Alterna Securities, Inc. ("ASI") is registered with the United States Securities and Exchange Commission ("SEC") as a broker-dealer and Alterna Wealth Management, Inc. ("AWM") is registered with the SEC as an investment adviser. AWM and ASI are affiliates. References in this document to "our", "us" or "we" refer to both ASI and AWM.

ASI is a member of the Financial Industry Regulatory Authority (FINRA), Municipal Securities Rulemaking Board (MSRB) and the Securities Investor Protection Corporation, also known as SIPC. Brokerage and investment advisory services differ and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at <a href="Investor.gov/CRS">Investor.gov/CRS</a>, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

ASI offers brokerage services and AWM provides advisory services to retail investors and pooled investments.

ASI brokerage services include traditional commission-based execution services in cash and margin accounts. Specific securities business activities include: retail brokerage; broker or dealer selling corporate debt securities; mutual fund retailer; private placements; put and call broker or dealer or option writer; underwriter or selling group participant; U.S. government securities broker; municipal securities broker; and, sale of foreign variable annuities to foreign customers not residing in the U.S. buying and selling securities.

ASI will provide retail brokerage services to accounts with a minimum investment amount of \$100,000, that may be waived in our sole discretion. ASI retail account holders may only purchase mutual funds from a pre-determined list of approved mutual funds. ASI will impose a monthly fee of \$50 to retail accounts that fall below a balance of \$100,000.

ASI does not offer investment monitoring services.

ASI offers global wealth management solutions to institutional and private investors. ASI offers discretionary accounts, with your prior authorization, which allows for rebalancing of mutual fund portfolios. In all other instances, you make the ultimate

AWM primarily offers portfolio management and investment advisory services to retail investors. AWM manages investment accounts on both a discretionary and a non-discretionary basis. A discretionary account allows us to buy and sell investments in your account without asking for your approval in advance. A non-discretionary account means that you decide what investments to buy and sell. Certain accounts have investment minimums. AWM individually managed accounts typically have an initial investment minimum of \$250,000. However, we may aggregate certain related client accounts for the purposes of achieving the minimum account size or waive any account minimum in our sole discretion.

As part of your portfolio management services, we will monitor your investments at least annually and provide advice. We do not limit the types of investments that we recommend.

**For additional information,** please see our Form ADV Part 2A, Items 4, 7, 13 and 16.

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decision about any purchase or sale of investments.

ASI requires a minimum dollar amount to establish a brokerage account.

#### **Conversation Starters.** Ask your financial professional:

- 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 these qualifications mean?

# What fees will I pay?

#### Transaction-based fees:

You will pay ASI a fee every time you buy or sell an investment. This fee, commonly referred to as a commission, is based on the specific transaction and not the value of your account.

With regard to exchange traded securities, including stocks, exchange traded funds (ETFs), and options, the fee you pay will be charged as a separate commission.

For certain bonds, your fee will be part of the price you pay for the investment (referred to as a mark-up or mark-down).

Some investments, such as mutual funds, 529 plans and variable annuities, charge additional fees that will reduce the value of your investment over time.

Additionally, these products can charge fees when you sell the investment (referred to as a surrender charge).

You will be charged more when there are more trades in your account, and ASI therefore may have an incentive to encourage you to trade often.

#### Other fees and costs:

Margin account fees. If you establish a margin account, and borrow funds, you will pay interest on the amount of money you borrow.

Below Account Minimum Fee. If your account balance falls below \$100,000, you will be charged a monthly fee of \$50.

For investment advisory services, AWM charges an annualized asset- based fee that is calculated and charged to your account monthly in arrears. Typically, our annual advisory fee is 1.25% of assets under management. This fee is negotiable based upon factors such as: account size, services provided, related accounts, household size, among other considerations. We may recommend one or more funds or strategies for which AWM or an affiliate act as Investment Manager. Annual Advisory Fees for accounts invested in one of these strategies range from 1.00% - 2.00% of assets under management.

Accounts invested in one of these strategies are also subject to an annual 0.02% Service Fee on assets under management. Clients not invested in one of these strategies may opt-in for the additional services.

With regard to employee-related accounts and certain other accounts, the fees may be less, depending upon a number of factors, including portfolio size, length of employment and relationship to the employee.

Asset-based fees are based on the amount of assets in your account, so the greater your assets, the higher the amount will be that you pay, which may create an incentive for us to

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Account holders of foreign securities will be charged safekeeping fees by the custodian per foreign security held.

Additionally, the custodian and ASI will charge an annual fee for non-U.S. accounts. Please refer to your account agreement for all costs and fees associated with maintaining a brokerage account with ASI. You can also contact your Financial Professional for additional information.

encourage you to increase the assets in your account.

Clients may pay other expenses in addition to the fees paid to us. For example, clients may pay costs such as, but not limited to, brokerage commissions, transaction fees, custodial fees, transfer taxes, wire transfer fees, and other fees and taxes charged to brokerage accounts and securities transactions, which are unrelated to the fees collected by us. Mutual funds, partnerships and other investment vehicles also charge internal management fees, which are disclosed in the vehicle's offering documents. AWM does not charge any performance-based fees for products made available to retail investors.

*For additional information,* please see our Form ADV Part 2A, Items 5 and 6.

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.

For additional information related to ASI, please refer to ASI's Regulation Best Interest Disclosures, which can be found at <a href="https://www.alternasecurities.com">www.alternasecurities.com</a>.

**Conversation Starter.** 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 providing recommendat ions as my broker-dealer or when acting as my investment adviser? How else does your firm make money and what conflicts

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 interest ahead of yours. At the same time, the way we make money creates some conflict with your interests. You should understand and ask us about these conflicts because they can affect the recommendations and investment advice we provide you. Here are some examples to help you understand what this means.

Examples of Ways We Make Money and Conflicts of Interest.

- **Proprietary Products:** We offer proprietary investment products and have an incentive to recommend these products.
- Third-Party Payments: Certain products offered by us, such as funds and credit cards, can pay us additional compensation related to your investments. These payments are not charges to you, but can create a conflict of interest in that there are additional financial incentives for us to recommend such funds.

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of interest do you have?	<ul> <li>Use of Margin: As noted above, the use of margin is permitted in both brokerage and investment advisory accounts. ASI may share in the revenue generated by the interest charged by the custodian in an AWM account.</li> <li>Transactions with affiliates: AWM, as the investment adviser to its clients, may purchase securities from ASI, its affiliated broker-dealer. When acting as Principal, such trades must be approved in writing by clients prior to settlement. This relationship presents a conflict of interest in that AWM may purchase the securities based upon compensation the affiliate may receive rather than what is in the clients' best interests.</li> <li>Trading by Personnel: In some circumstances, AWM personnel are permitted to invest in the same securities as clients, and in such cases, there is the possibility that employees might benefit from market activity in a security also held by a client.</li> </ul>
	<ul> <li>Conversation Starter. Ask your financial professional:</li> <li>How might your conflicts of interest affect me, and how will you address them?</li> </ul>
	For additional information, please see our Form ADV Part 2A, Items 11, 12, and 18
	For additional information related to ASI, please refer to ASI's Regulation Best Interest Disclosures, which can be found at <a href="https://www.alternasecurities.com">www.alternasecurities.com</a> .
How do your financial professionals make money?	<b>Brokerage Accounts through ASI:</b> ASI financial professionals are compensated through commissions that are charged on brokerage accounts based on the sale of financial products.
	<b>Investment Advisory Services through AWM:</b> Financial advisors are compensated through a percentage of the asset-based fee for the management of your advisory account with AWM.
Do you or your financial	<b>Yes.</b> Visit Investor.gov/CRS or brokercheck.finra.org for a free and simple research tool to research us and our financial professionals.
professionals have legal or disciplinary history?	<ul> <li>Conversation Starter. Ask your financial professional:</li> <li>As a financial professional, do you have any disciplinary history? For what type of conduct?</li> </ul>
Additional Information	For additional information about our services or to request a copy of Form CRS, please contact us at:  2800 Post Oak Blvd., Suite 6300 Houston, TX 77056 Tel.:(713) 885-9843 www.alternasecurities.com www.alternawealthmanagement.com  Conversation Starter. Ask your financial professional:
	Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer? Who can I talk to if I have  someores about how this person is treating mo?

concerns about how this person is treating me?