

# BOENNING & SCATTERGOOD

ESTABLISHED 1914

Boenning and Scattergood, Inc is a broker-dealer registered with the Securities and Exchange Commission. We provide brokerage accounts and services rather than advisory accounts and services. The costs associated with these services differ and it is important for our clients to understand these differences. You should consider whether these types of accounts and services are right for you.

This document gives a summary of the services we can provide you and how you pay for those services. Simple and free tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which can also provide educational material about broker-dealers, investment advisors, and investing.

## Relationships and Services

*What investment services and advice can you provide me?*

- Boenning & Scattergood, Inc. provides full-service brokerage services to retail investors, including buying and selling securities.
- As a brokerage firm, **we will not, neither will your financial representative monitor your account on any type of regular basis.**
- Boenning and Scattergood, Inc. provides “**non-discretionary**” account services, which means we may give you recommendations, but you will make the ultimate decision regarding the purchase and sale of investments.
- As a full-service brokerage firm, we do not limit the types of products made available to you.
- There are no account minimums for retail investors. However, there is an incentive for you to open larger accounts, as annual account fees will be eliminated.
- **For additional information**, please see **Regulation Best Interest Disclosure**.
- **Conversation Starters – things you may want to ask your financial professional**
  - *Given my financial situation, should I choose brokerage 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 Standards of Conduct

*What fees will I pay?*

- Boenning & Scattergood, Inc. charges transaction-based fees for each trade done in your brokerage account. This cost is based on many factors, including the size of the trade, cost to the firm, and the effort by your representative to locate a buyer or seller of those securities.
- A retail investor will be charged more when there are more trades in their account, and therefore the firm/representative has an incentive to encourage a retail investor to trade often.
- Other common fees include reporting fees charged by custodians for the sales of securities and transaction fees for the purchase and sale of certain mutual funds and ETFs as well as Annual Fees charged by the custodian such as account maintenance fees, annual inactivity fee, and IRA fees as applicable.
  - Some of these fees will be waived for certain clients.
- **Some investments, including mutual funds and variable annuities, impose additional fees that will reduce 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 will reduce any amount of money you make on your investments over time. Please make sure you understand the fees and costs you are paying.
- **Conversation Starters - things you may want 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?*

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**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 we provide you with a recommendation**, 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 we provide you. Here are some examples to help you understand what that means:
  - We can make extra money (a **“selling concession”**) by advising you to invest in certain investments when we act as underwriter or dealer.
  - Boenning and Scattergood, Inc. purchases and sells investments in their own inventory. On occasion your financial professional may recommend buying or selling an investment the company is trading.
  - We engage in **“principal trading”** – which means we may buy investments from you or sell our investments to you. There can be extra incentive to solicit purchases or sales of our investments over those in the market.
  - Boenning and Scattergood, Inc. is indirectly and directly (through common ownership) affiliated with other SEC registered entities. The firm and certain representatives have incentive to recommend these affiliated products.
- **You can find more detailed information** on our fees and costs in our Regulation Best Interest Disclosure.
- **Conversation Starter - things you may want 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?**

- Our financial professionals make a percentage of the transaction-based fees charged to their accounts; therefore, the representatives are incentivized to trade more often in a brokerage account.
- Boenning & Scattergood, Inc. executes trades for Investment Advisors that place client trades through our firm. Accounts will be placed under our financial professional’s rep codes, and those professionals will make money based off the Advisor’s transaction charges.
- The amount charged for each transaction will depend on the product sold, the time and complexity required to meet your needs, and the size of the transaction.
- Additionally, our representatives receive a cash bonus based on how much their overall revenue (the total commissions and fees they charged to their clients) has increased from the previous calendar year. This will also incentivize brokers to trade more in brokerage accounts.

**For additional information, please see our Regulation Best Interest Disclosure.**

**Disciplinary History**

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

- Yes. Boenning and Scattergood, Inc. and some of its financial professionals have legal and disciplinary history.
- You can visit [investor.gov/CRS](http://investor.gov/CRS) for a free and simple search tool to research our firm and your Financial Professional.
- **Conversation Starters - things you may want to ask your financial professional**
  - *As a financial professional, do you have disciplinary history? For what type of conduct?*

**Additional Information**

- For additional information on our brokerage services please see our website: [www.boenninginc.com/individual-investors/](http://www.boenninginc.com/individual-investors/).
  - You can request a copy of this relationship summary at any time by calling Compliance at (800) 883-1212 or by emailing [complianceteam@boenninginc.com](mailto:complianceteam@boenninginc.com)
  - **Conversation Starter- things you may want to ask your financial professional**
    - *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?*
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