

Southeast Investments N.C., Inc. Client Relationship Summary June 19, 2020

Southeast Investments N.C., Inc. is registered with the Securities and Exchange Commission (“SEC”) as a broker-dealer. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences. This Client Relationship Summary provides details about our brokerage services, fees, and other important information.

Free and simple tools are available for investors to research firms and financial professionals at Investor.gov/CRS. Here, you can also find educational materials about broker-dealers, investment advisers, and investing.

Relationships and Services

- Southeast Investments offers brokerage services to retail investors on a commission or transaction fee basis, i.e. we charge a commission when you buy or sell an investment.
- You may select the investments, or we may recommend investments for your account, but the ultimate decision as to the investment strategy and the purchase or sale of the investment will be yours. We can offer additional services to assist you in developing and executing your investment strategy and monitoring the performance of your account, but you might pay more. You will receive account statements monthly or quarterly in paper or electronic form.
- We offer a limited selection of investments, such as, stocks, bonds, mutual funds, variable annuities, etc. We do not offer any proprietary products, but rather seek to choose the right investment for your situation. Other firms could offer a wider range of choices, some of which might have lower cost.

Our Obligations to You We must abide by certain laws and regulations in our interactions with you.

- We must act in your best interest and not place our interests ahead of yours when we recommend an investment or an investment strategy involving securities. When we provide any service to you, we must treat you fairly and comply with a number of specific obligations. Unless we agree otherwise, we are not required to monitor your portfolio or investments on an ongoing basis.
- Our interests can conflict with your interests. When we provide recommendations, we must eliminate these conflicts or tell you about them and in some cases reduce them.

Fees and Costs Fees and Costs affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.

- The fee you pay is based on the specific transaction and not the value of your account.
- The more transactions in your account, the more fees or commissions we charge you. We therefore have an incentive for you to engage in transactions.
- Some investments such as mutual funds and variable annuities, impose additional fees that will reduce the value of your investments over time (These will be covered in detail by your financial professional as well as in the prospectus provided to you should you choose these investments).
- We do not make markets in stocks or bonds. We do not offer any proprietary funds or securities. We do not “push” a particular investment offered by a particular company. Our representatives are required to tailor the selection of the security products we offer to your situation.
- You may be charged additional fees, such as custodian fees on IRA accounts, account maintenance fees, or inactivity fees. Ask your financial professional for more details should you choose these accounts.
- You will pay commissions and costs whether you make or lose money on your investments. Please make sure you understand what fees and costs you are paying.

How do your financial professionals make money?

- Our representatives share in the commissions paid by our clients for the various products, such as stocks, mutual funds, and variable annuities, not on the assets in your account. We do not offer incentives of any kind for selling particular products but rather require our representatives to tailor the selection of the security products we offer to your situation.

Additional Information. We encourage you to see additional information.

- We have legal and disciplinary events. Visit Investor.gov for a free and simple search tool to research our firm and our financial professionals.
 - For additional information about our brokers and services, visit Investor.gov, BrokerCheck (BrokerCheck.Finra.org), our website SoutheastInvestmentsNC.com, and your account agreement.
 - If you have a problem with your investments, account or financial professional, contact us by calling 1-800-828-1295 and ask to speak with our compliance department. To report a problem to the SEC, visit Investor.gov or call the SEC's tollfree investor assistance line at (800)732-0330. To report a problem to FINRA, use FINRA's Investor Complaint Center at FINRA.org.
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For additional information about Southeast Investments or to request a copy of this relationship summary please visit <http://SoutheastInvestmentsNC.com>. You may also call (800) 828-1295 to request up to date information or a copy of this relationship summary. Your primary contact for your account will be your personal representative. If you have concerns about your account or your investments not answered by your personal representative, you can call our toll-free number and ask to speak with a SE representative regarding your account.

Key Questions to Ask. Ask our financial professionals these key questions about our investment services and accounts.

1. Given my financial situation, why should I choose a brokerage account?
2. What additional costs should I expect in connection with my account?
3. Tell me how you and your firm make money in connection with my account. Do you or your firm receive any payments from anyone besides me in connection with my investments?
4. What are the most common conflicts of interest in your brokerage accounts? Explain how you will address those conflicts when providing services to my account.
5. How will you choose investments to recommend for my account?