

# Jones Lang LaSalle Securities, LLC

## CUSTOMER RELATIONSHIP SUMMARY

Jones Lang LaSalle Securities, LLC. (“JLLS”, “we”, “our”, you or “us”) is a broker-dealer registered with the Securities and Exchange Commission (the “SEC”) and a member of FINRA and SIPC. The fees and services broker dealers offer differ across the industry and it is important for investors to understand the differences.

You will find certain pertinent questions you may ask us when first establishing a relationship listed as “conversation starters” below.

### Relationship and Services: What services and advice can LaSalle Distributors provide?

- JLLS offers investments in private placement offerings to retail investors that qualify as Accredited Investors. Private placements are securities that are exempt from registration with the SEC. They carry significant risks, including the potential loss of some, or all, of your investment, the inability to sell your investment, a lack of publicly available information on the company that issued the security, and no guarantees of returns or periodic payments.
- We act in a finder capacity and do not open customer accounts for you. We do not hold investor cash or securities. Under this structure, JLLS will not monitor your investment in the private offering. More information can be found in the offering memorandum for the particular investment.
- JLLS may suggest investments to you, but the ultimate investment decision as to your investment strategy and the purchase or sale of investments will be your decision. Other firms could offer a wider range of choices of products available to retail investors, some of which might have lower costs than the private offerings we market.

#### Conversation Starter – Ask your financial professional:

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

### Fees and Costs: What fees will I pay? How do Financial Professionals Make Money?

- If you purchase a private investment through us, part of your investment in the offering will include our fees. Minimum investment requirements, as well as fees and expenses, vary for each private offering. Fees and costs affect the value of your investment overtime. You should discuss these fees, expenses and the effect they will have on your investment with your financial professional.
- You will pay fees and expenses whether you make or lose money on your investments. Fees and expenses will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and expenses you are paying.
- JLLS will receive placement fees on investments that it recommends from the issuer. Our financial professionals are paid a portion of these fees. In certain instances, we may also receive separate compensation from the issuer for other investment banking advisory services provided to the issuer.
- JLLS may offer investments in private offerings that are sponsored by affiliated entities. JLLS, its associated persons and such affiliated entities will receive compensation based on the amount invested.

#### 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.

## Conflicts of Interest: 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?

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### » Our Obligations to You.

- We must abide by certain laws and regulations in our interactions with you.
- When we provide you with a recommendation, we have to act in your best interest and not place the interests of JLLS ahead of you. At the same time, the way we make money creates some conflicts with your interests. When we provide any service to you, we must treat you fairly and comply with specific obligations.
- Revenue received by JLLS with respect to the securities we offer is partly used to support the salaries and expenses associated with individuals engaged in such recommendations. Therefore, we are incented to offer or recommend the private offerings as an investment to you, thereby creating a conflict of interest. When we provide recommendations, we must either eliminate, mitigate or disclose these conflicts. We will disclose identified conflicts that continue to exist.
- Should you invest in a private offering for which we have provided investment banking or other advisory and related services, we receive compensation for such services in addition to activities related to the distribution of the offering. For details related to fees and expenses, please refer to the applicable private investment offering materials.

#### Conversation Starter:

How might your conflicts of interest affect me and how will you address them?

## Disciplinary History: Do you or your financial professionals have legal or disciplinary history?

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- We have one disciplinary event that is reported on our Form BD. Visit [Investor.gov](http://Investor.gov) for a free and simple search tool to research our firm and our financial professionals.

#### Conversation Starter:

As a financial professional, do you or your firm have any disciplinary history? For what type of conduct?

## Additional Information: We encourage you to seek additional information.

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- Free and simple tools to research firms and financial professionals are available at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing. For additional information about our brokers and services, visit FINRA BrokerCheck ([BrokerCheck.Finra.org](http://BrokerCheck.Finra.org)).
- To report a problem to the SEC, visit **Investor.gov** or call the SEC's toll-free investor assistance line at **(800) 732-0330**. To report a problem to FINRA, please visit their Investor Complaint web page at **<https://www.finra.org/investors/filing-complaint>**. If you have a problem with your experience with a financial professional of Jones Lang LaSalle Securities, LLC, contact us in writing at **[James.Downing@jll.com](mailto:James.Downing@jll.com)**

#### Conversation Starter:

Who is the primary contact person? What can you tell me about his or her legal obligations to me?

If I have concerns about how this person is treating me, who can I talk to?