

MURRAY SECURITIES, INC.

ITEM 1 - FIRM INTRODUCTION. Murray Securities, Inc. (SEC #8-67488) is registered with the Securities and Exchange Commission (“SEC”) (www.SEC.gov) as a broker-dealer and is a member (CRD #142783) of the Financial Industry Regulatory Authority (“FINRA”) (www.FINRA.org). More information about the firm can be found at this link: [FINRA Broker-check](#). Murray Securities Inc. is also registered as an Investment Adviser with the state of Texas. **Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.** Additional information related to our Advisory business is available at [SEC Adviser Info](#) or [Murray ADV](#) or on the firm’s website at MurraySecuritiesInc.com. You can also use the “Conversation Starters” throughout this document to ask us for more information.

ITEM 2 - WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME? When you open an account with us, you will be informed if we are acting as a Broker-Dealer for your brokerage account or as an Investment Adviser for your advisory account depending on which you choose. Murray Securities provides non-discretionary brokerage services and discretionary investment advisory services to retail investors, both high net worth and individuals other than high net worth. Non-discretionary brokerage services mean that you make the decision on purchase and sales which only occur when you authorize them. The investments include common and preferred stocks, mutual funds, exchange traded funds (“ETF’s”), options, municipal and corporate bonds, as well as Treasury Securities (bonds and notes). For brokerage clients, we will offer recommendations on buying and selling securities, if you ask for it. Our brokerage accounts do not include ongoing monitoring services, although Reps may voluntarily perform reviews, without an agreement.

For Investment Advisory accounts, we offer a discretionary advisory service. Discretionary accounts are monitored continuously with adjustments made as needed to maintain your recommended asset allocation. Discretion is limited to managing portfolios and may not be used to withdraw funds from your account except for the quarterly management fee. Additionally, discretion may not be used to vote proxies for shares held in the account, and neither the broker-dealer nor investment advisor offer proprietary products. We have no written minimum requirements to open or maintain an advisory or brokerage account. However, we do reserve the right not to offer certain investments to clients if they are deemed to be unqualified for a particular investment. **Our brokerage and advisory services consider your investment objectives, risk tolerance, time horizon, investment experience, and other parameters that may be important to you.**



Conversation Starters – 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?***

For additional information related to our services, please contact our office and/or see our Form ADV at this link: [Murray ADV](#).

ITEM 3 - WHAT FEES WILL I PAY? If you open a brokerage account with us, you will pay a transaction-based fee, referred to as a “commission”, typically not to exceed 5%, every time you purchase or sell an investment, based on recommendations we have made to you or on unsolicited transactions you have instructed us to make. **A conflict of interest can occur since the more active trading in a brokerage account, the more the broker-dealer is paid, causing the firm and the reps to have an incentive to encourage more active trading.** The firm recommends mutual funds which may charge an upfront and/or deferred sales charge/commission/load of 0% up to 5.75% and a trailing 12B-1 fee which can be 0% to 1% per year depending on the size of the purchase and the type of share class chosen. Mutual funds and Exchange traded funds (“ETFs”) have ongoing fees which cover management, administrative expenses, and ongoing expenses, expressed as a percentage, representing the total annual operating expenses relative to the fund’s assets. It typically ranges from 0.25% to 1%. All fees related to a particular Fund will be described in the Fund’s prospectus which will be provided to you. The investment adviser representative (“IAR”) collects a management fee once per quarter in advance based on the size of the assets in the account. These fees range from .75% to 1.5% per year depending on the amount of assets under management and can be negotiable depending on the size of the account and the asset mix. There are no wrap fee program fees, or other direct arrangements. **The larger the advisory account grows, the higher the fees collected, and the firm may therefore have an incentive to encourage the retail investor to increase the assets in his or her account.** Fees and costs charged by Murray’s clearing firm, Hilltop Securities, can include a postage and handling fee of \$2.50 charged on each transaction, a \$45.00 per year custodial fee charged for qualified retirement plans, a \$50 termination fee for retirement plans, a clearing fee for transactions ranging from \$6.50-\$12.50, and an inactive account fee (if applicable) of \$25.00 per year. You can find more information about our clearing firm by visiting their website at Hilltopsecurities.com. **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 Starters – 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?*

For additional information about specific fees and costs, please ask one of our financial professionals, and/or see our form ADV at this link: [Murray ADV](#).

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 conflicts 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 this means.*

It is in our best interest and in our clients' best interest for all costs and fees to be disclosed to avoid hidden fees. Murray Securities does not participate in or receive payment for the sale of proprietary products or from principal trading. A revenue sharing agreement exists with the firm's clearing firm with regard to margin accounts and money market funds. This arrangement gives rise to a conflict of interest because it creates the incentive to steer customer assets to the money market funds and margin accounts. This conflict is addressed by not requiring or advising customers to use these features unless they are appropriate for the clients profile. These fees are paid to the firm and the Reps do not get paid any portion of these fees. For those Mutual Funds that pay a trailing 12b-1 fee, an incentive to offer these over securities which do not pay us fees, can create a conflict for the reps and the firm. The firm does not limit the sales of Mutual funds to only those that pay trailing fees in order to help alleviate this conflict.

For advisory accounts, in order to alleviate a conflict of interest, the accounts will not be charged performance-based fees. In addition, Investment Advisor Representatives ("IARs") are not permitted to be paid transaction fees, management fees or commissions for consulting services or the sale of securities or other investment products. IARs are also registered reps of Murray Securities, the Broker-Dealer which helps to alleviate the service limitation that would exist if the reps were not licensed to offer both Brokerage and/or advisory accounts. This arrangement has the potential to be a conflict of interest based on the compensation rather than on the client's needs. We address this conflict by not allowing commissions to be paid on any transaction in an advisory account.

**Conversation Starters – ask your financial professional:**

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

You can get more information or ask us questions related to the firm's conflicts of interests by asking one of our firm principals.

HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY? The broker-dealer is paid by charging commissions on transactions and fees (sales charges and 12b-1 fees) on participating mutual funds. Please ask your representative to discuss, in detail, their commission schedule. The investment adviser representative is paid a management fee on a quarterly basis based on the size of the account. The fee will increase as your account value increases and decreases if your account value decreases. Managed accounts do not pay any commissions, so the investment adviser representative only receives the quarterly fee. The firm does not receive any cash or non-cash compensation.

ITEM 4 - DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY? **Yes.** *Investors can visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research our firm and our financial professional(s). For additional information about our disciplinary history, you can visit [FINRA Broker-Check](#) for more information.*

**Conversation Starters – ask your financial professional:**

- *As a financial professional, do you have any disciplinary history? For what type of conduct?*

ITEM 5 - ADDITIONAL INFORMATION. For additional information about our services, or to request a copy of Form CRS, please contact us at: One American Center, 909 ESE Loop 323, Suite 200, Tyler, Texas 75701 or visit us online at: www.murraysecuritiesinc.com You may also call us at 903-561-5588 to request up to date information or speak with any of the individuals in our office.

**Conversation Starters – 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?*