



Nicol Investors Corporation

Form CRS Customer Relationship Summary

June 30, 2020

Introduction

Nicol Investors Corporation (“Nicol” or “the Firm”) is registered with the Securities and Exchange Commission (“SEC”) as a broker-dealer, is a member of the Financial Industry Regulatory Authority (“FINRA”), and the Securities Investor Protection Corporation. There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you. **We are a broker-dealer and provide brokerage accounts and services rather than advisory accounts and services.** This document gives you a summary of the types of services we provide and how you pay. Please ask us for more information. In addition, there are various suggested “Conversation Starters” contained in this document. Free and simple tools are available to you at www.Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisors, and investing.

What investment services and advice can you provide me?

The Firm helps people achieve and maintain financial independence by educating and assisting them to develop portfolios that would mirror our own given the same goals, objective, tax bracket, temperament and investment time horizon. The Firm offers brokerage service to retail investors, high net worth investors and their affiliated small businesses and retirement plans. The firm also services individuals who are also members of those retirement plans. The Firm only utilizes mutual funds and variable annuities to help clients meet their financial goals. The Firm does not accept full or limited trading authorizations on client’s accounts, nor do they manage them on a discretionary basis. The Firm may make a recommendation to a client but all investment decisions are made by the client. The Firm does not monitor accounts other than to make recommendations to the client. The Firm does not have a stated minimum in order to open an account. The Firm is product neutral, and does not require its representatives to market the products and services of any particular company. For more information about the Firm’s corporate philosophy, please see www.nicolfinancial.com.

Conversation Starters: Ask your financial professional: Given my financial situation, should I choose a brokerage service? Why or why not? How will you choose products 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?

There is no fee for opening or having an active account open. If you open a brokerage account, you will pay us a **transaction-based fee**, generally referred to as a commission, every time you purchase a mutual fund or variable annuity. Depending on the product, you may also pay a deferred sales charge or other commission when selling your investment. The fees and commissions are outlined in the respective prospectus for the investment purchased. A client may be entitled to a lower sales charge based upon the amount of assets they maintain at each mutual fund or variable annuity company. For more information, please refer to “Disclosures” section of the Firm’s web page at www.nicolfinancial.com. You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce the 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?

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?

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 put our interests ahead of yours. At the same time, the way we make money creates some conflicts in your interests. You should understand and ask us about those conflicts because they can affect the recommendations, we provide you. A conflict exists when we recommend a brokerage account versus an advisory account with an affiliate, in that you may pay more in commissions than you may pay in advisory fees. Another example of a potential conflict of interest is that we may recommend the purchase of an investment that not only pays us an up-front commission, but may also pay us a servicing fee (commonly referred to as a 12b-1 fee.) A conflict may exist when we recommend this type of compensation arrangement in that we have an additional incentive to recommend these products. These conflicts are mitigated through the enforcement of our written supervisory procedures, which require that we act in the best interest of all clients, regardless of the size of their accounts with us. Please refer to the Firm's website, www.nicolfinancial.com for additional information regarding our corporate philosophy.

Conversation Starters: Ask your financial professional: How might your conflicts of interest affect me, and how will you address them?

How does your financial professional make money?

The compensation paid to your registered representative is based upon the total commissions generated by the representative. This creates a conflict in that they may recommend products that, if purchased/sold, may result in them receiving higher compensation. This also creates a conflict because this creates an incentive to recommended transactions in your account in excess of those suitable based upon your investment objectives, risk tolerance and other factors. We mitigate this conflict by requiring that a principal review and approve all transactions executed in your account, and by requiring our representatives to comply with our written supervisory procedures. In addition, senior management's compensation is not based upon the amount of commissions generated by them or those over whom they have supervisory responsibilities.

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

No, neither the firm or any individual associated with it has any disciplinary history. For more information, visit www.Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

Conversation Starter. Ask your financial professional – As a financial professional, do you have any disciplinary history? For what type of conduct?

Additional Information

For additional information about our services, or if you would like up-to-date information or a copy of this disclosure, please contact Chris Ziebold at (618) 931-3267, e-mail him at ziebold@nicolfinancial.com or visit www.nicolfinancial.com.

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?