

**EMPIRE STATE FINANCIAL, INC.**  
**Client Relationship Summary**  
**June 5<sup>th</sup>, 2020**

EMPIRE STATE FINANCIAL, INC. (“EMPIRE STATE”) is registered with the Securities and Exchange Commission (“SEC”) as a broker-dealer. This Client Relationship Summary provides details about our brokerage services, and other important information.

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

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

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EMPIRE STATE FINANCIAL, INC. Offers brokerage services to retail investors including buying and selling of securities. EMPIRE STATE offers accounts with individuals, companies, joint accounts, trusts accounts and margin accounts. EMPIRE STATE Management, LLC’s product offerings include over the counter corporate equities, corporate debt securities, U.S. government securities, exchange listed securities, and exchange traded funds (ETF’s). EMPIRE STATE Management introduces all client accounts to Axos Clearing for trade processing and settlement and does not hold customer funds or securities. We do not hold any discretionary accounts for our clients, but we will provide guidance related to investment products. The firm does not have account minimum requirements but clients with margin accounts are told at account opening and reminded that these accounts may carry a greater risk and are subject to margin calls (requests for additional funds when the investment loses value).

**Conversation Starters.** Ask your financial professional these questions to learn more:

- **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?**

**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:

The more activity you have and if you are an active market participant, the more your fees will add up, therefore a potential conflict exists since we have incentive for you to engage in transactions. Our fees vary and are negotiable. The amount you will pay will depend, for example, on how much you buy or sell, what type of investment you buy or sell and what kind of account you have with us. Other additional fees may be charged to your account such as confirm and statement charges, and account inactivity fees.

**Conversation Starter –**

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

***How do your financial professionals make money?***

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Investment professionals are compensated monthly by receiving an agreed upon percentage of the sales commissions they generate in that particular month

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

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Yes, we have financial professionals who have legal or disciplinary events.

For information regarding disciplinary history please visit:

[brokercheck.finra.org](http://brokercheck.finra.org) for a free and simple search tool to research EMPIRE STATE.

**Conversation Starter –**

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

***Additional Information***

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For additional information about our services, visit our website at [www.esfi.Co](http://www.esfi.Co) or contact our CEO/President, Bryan Glass, CEO. 516 317 7191, [bglass@esfi.com](mailto:bglass@esfi.com) If you would like additional, up-to-date information or a copy of this disclosure please call 201 618 6814 and our compliance department will provide you with a copy.

**Conversation Starter –**

- **Who is my primary contact person? Is he or she a representative of an investment adviser or broker-dealer? Who can I talk to if I have concerns about how this person is treating me?**

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