



## CUSTOMER RELATIONSHIP SUMMARY // FORM CRS 11/7/2022

### Item 1. Introduction

Young America Capital, LLC ("YAC") is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). 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](https://investor.gov/crs), which also provides educational materials about broker-dealers, investment advisers, and investing.

### Item 2. What investment services and advice can you provide me?

Young America assists issuers by providing them financial advice (for example, regarding mergers and acquisitions) and helping them raise capital through private placements of their securities. Young America can assist you in making investments in unregistered securities sold by issuers in these private placements. In most cases, issuers set a minimum threshold on the size of investments, which may vary from one issuer or offering to another. In some cases, securities are offered only to institutional investors, while in others they may also be sold to high net worth retail investors. Young America does not recommend securities other than in connection with the private placement transactions in which it is engaged. Young America Capital maintains a crowdfunding portal information and educational material may be found on ([YAPartners.com](https://YAPartners.com)). Once investors have purchased securities in these private placements, Young America does not monitor the investments or make recommendations to investors on whether to hold or dispose of their investments.

#### Conversation Starter:

*Given my financial situation, should I choose a brokerage service? How will you choose investments to recommend to me? What is your relevant experience, including licenses, education, and other qualifications? What do these qualifications mean?*

### Item 3A. What fees will I pay?

As compensation for its private placement services, issuers typically pay Young America a fee, determined as a percentage of the dollar amount of the securities sold ranging from 2% to 7% of the dollar amount raised. This fee may vary from one transaction to another but, in most cases, it is the same for all sales that are part of the same private placement or crowdfunding. The issuer also usually reimburses the Firm for its expenses incurred in connection with the private placement. Investors participating in the private placement do not pay any additional fees to Young America beyond the payments made by the issuer. However, you should understand that the issuer pays these fees and costs out of the proceeds of investments made by you and other investors. These payments to us reduce the amount of your investment that the issuer may use for its business, and therefore the amount of money on which the business can generate a return on your investment over time. You will pay fees and costs whether you make or loss 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. Private Placement Memorandums are a good source of fee information.

**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?*

**Item 3B: What are your legal obligations to investors 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 interests 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. (1) There may be cases in which one or more personnel associated with our Firm is also engaged as an officer or director of the issuer, and thus our recommendation of the issuer's securities may result in direct or indirect benefits to those individual(s). (2) We are engaged by the issuers of the securities we recommend to you and generally are only paid by the issuer if we are able to sell the securities they offer. (3) Our success in completing one private placement can lead to additional business opportunities for us with other issuers and investors. These financial incentives can potentially conflict with our duty to act in your best interest in connection with a particular investment recommendation. Securities Private Placement Memorandums outline potential conflicts of interest.

**Conversation Starter:**

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

**Item 3C. How do your financial professionals make money?**

Financial professionals at Young America may earn salaries as well as compensation that is tied to the financial advisory, private placement fees and crowdfunding fees, received by the Firm and to its overall profitability. The Firm has established internal guidelines which determine the basis for allocating revenues received from successful private placements. In addition, certain of Young America's financial professionals are also owners of the Firm. Their return as owners is based on the overall profitability of the Firm.

**Item 4. Do you or your financial professionals have legal or disciplinary history?**

Yes. Visit <http://www.investor.gov/CRS> for free and simple search tool to research us and our financial professionals. Or visit <https://brokerscheck.finra.org>.

**Conversation Starter:**

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

**Item 5. Additional Information**

Additional information about Young America can be found on our website, [www.yacapital.com](http://www.yacapital.com), as well as FINRA's BrokerCheck website, [brokercheck.finra.org](http://brokercheck.finra.org). Please contact Tad Bull, 914-777-0100 <mailto:tad@yacapital.com> for up-to-date information, any updates to this Customer Relationship Summary.

**Conversation Starter:**

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