



Client Relationship Summary  
Form CRS/Form ADV, Part 3  
June 2020

Delta Wealth Management is registered with the Securities and Exchange Commission as an investment advisor. Brokerage and investment advisory services and fees differ and it is important to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which provide educational materials about broker-dealers, investment advisors, and investing.

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

We offer investment advisory services to clients. We encourage clients to focus on their personal long-term objectives. We emphasize analyzing real rates of return – which are after taxes and inflation, in order to realize the long-term impact of investment strategies. The implementation phase focuses on developing prudent asset allocation and identification of appropriate investment vehicles for a client's objectives and sensitivities. We do not restrict our advice to limited types of products or investments. We may refer you to unaffiliated investment managers to manage a portion of your assets. We receive no compensation from these advisors for the referrals.

We review portfolio and performance reports on a quarterly basis. More frequent reviews may be triggered by a change in client situation and/or at client request. We rebalance accounts annually or when clients withdraw or deposit more than 10% of their portfolio.

We offer our services on both a discretionary and non-discretionary basis. If we have discretion, we do not need to contact you when buying or selling in your account. If we are managing the account on a non-discretionary basis, we will contact you for approval before any trade is done. This means the ultimate decision regarding the transaction is yours. You provide either discretionary or non-discretionary authority when you sign our Financial Advisory Agreement. This agreement will remain in place until you or we terminate it.

We typically suggest a \$2 million balance to initiate a relationship with us.

Additional information about our services is located in Items 4, 5, 7, 13 and 16 of our [Firm Brochure](https://www.adviserinfo.sec.gov/firm/brochure/111368) at [adviserinfo.sec.gov/firm/brochure/111368](https://www.adviserinfo.sec.gov/firm/brochure/111368).

- ✓ Given my financial situation, should I choose an investment advisory 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?

***What fees will I pay?***

You pay an annual fee that is a percentage of the assets we manage for you. This fee is billed in quarterly installments at the beginning of each quarter and does not exceed 0.50% per year. Our minimum quarterly fee is \$2,500. Our fees are not negotiable. Existing clients may pay lower fees based on the fee schedule in place at the time they became a client. The more assets there are in your account, the more you will pay in advisory fees. This gives us an incentive to encourage you to increase the assets in your account.

The broker/dealer (custodian) that holds your assets can charge you a transaction fee when we buy or sell an investment for you. The broker/dealer's transaction fees are in addition to our fee for advisory services. If we refer you to an unaffiliated investment advisor to manage a portion of your account, that advisor will receive a fee, but we will not.

You may also pay charges imposed by the broker/dealer holding your account for certain investments and maintaining your account. Some investments, such as mutual funds, index funds, exchange traded funds, and variable annuities charge additional fees that will reduce any amount of money you make on your investments over time.

**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. Additional information about these fees and costs may be found in Item 5 of our [Firm Brochure](https://adviserinfo.sec.gov/firm/brochure/111368) at [adviserinfo.sec.gov/firm/brochure/111368](https://adviserinfo.sec.gov/firm/brochure/111368).

- ✓ Help me understand how these fees and costs might affect my investment. 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 acting as my investment advisor? How else does your firm make money and what conflicts of interest do you have?***

When we act as your investment advisor, 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 investment advice we provide you. Here are some examples to help you understand what this means.

We recommend Charles Schwab & Co., Inc. to serve as custodian to our clients. Schwab provides us with certain products and services at no cost that benefit us but do not benefit our clients. Certain of these products and services assist us in managing and administering our clients' accounts and others help us develop our business. The receipt of these products and services creates a conflict of interest because it gives us an incentive to have clients choose Schwab as a custodian.

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

Additional information about these conflicts and how we address them can be found in Items 12 and 14 of our [Firm Brochure](https://adviserinfo.sec.gov/firm/brochure/111368) at [adviserinfo.sec.gov/firm/brochure/111368](https://adviserinfo.sec.gov/firm/brochure/111368).

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

Our financial professionals receive salaries. Therefore, we are not incentivized to use any particular investment products or strategies. We are motivated to serve clients in the management of their financial resources and responsibilities.

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

No. [Investor.gov/CRS](https://Investor.gov/CRS) is a free and simple search tool to research Delta Wealth Management and our financial professionals.

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

***Additional Information***

Additional information about our investment advisory services is available in our [Firm Brochure](https://adviserinfo.sec.gov/firm/brochure/111368) ([adviserinfo.sec.gov/firm/brochure/111368](https://adviserinfo.sec.gov/firm/brochure/111368)). You may request a current copy of this relationship summary at any time by calling us at (209) 224-8534 or download it [here](https://adviserinfo.sec.gov/firm/summary/111368) ([adviserinfo.sec.gov/firm/summary/111368](https://adviserinfo.sec.gov/firm/summary/111368)).

- ✓ Who is my primary contact? 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?