

**Napa Wealth Management, Incorporated  
d/b/a: Napa Wealth Management**

**June 10, 2020**

**FORM CRS**

Napa Wealth Management, Incorporated is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, 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. This document is a summary of the services and fees we offer to "retail" investors, which are natural persons who seek or receive services primarily for personal, family, or household purposes.

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

We offer the following investment advisory services to retail investors: **Investment Management Services; Financial Planning Services; Financial Consulting Services; Pension Consulting Services which includes educational seminars/workshops.** Detailed information regarding our services, fees and other disclosures can be found in our Form ADV Part 2A by clicking this link <https://adviserinfo.sec.gov/firm/brochure/137724>. Please refer to Items 4, 7, 8, 13 and 16.

**Account Monitoring:** If you open an investment account with our firm, as part of our standard service we will monitor your investments on a daily basis.

**Investment Authority:** We manage investment accounts on a **discretionary** basis whereby **we will decide** which investments to buy or sell for your account. While we permit clients to impose limitations on investments we make that fall within the parameters of our investment strategies, we generally discourage clients from doing so.

**Investment Offerings:** We provide advice on various types of investments. Our services are not limited to a specific type of investment or product.

**Account Minimums and Requirements:** In general, we require a minimum account size of \$500,000 to open and maintain an advisory account, which may be waived in our discretion. Additionally, we may charge a minimum fee equal to \$625 per a quarter for pension consulting services.

***Key Questions to Ask Your Financial Professional***

- **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?**

The following summarizes the principal fees and costs associated with engaging our firm for investment advisory services. For detailed information, refer to our Form ADV Part 2A, Items 5 and 6, by clicking this link <https://adviserinfo.sec.gov/firm/brochure/137724>.

- **Asset Based Fees** - Payable quarterly in advance based on the value of your account on the last business day of the preceding billing quarter. In certain instances, the fees are payable in arrears. Since the fees we receive are asset-based (i.e. based on the value of your account), we have an incentive to increase your account value which creates a conflict;
- **Fixed Fees** - Payable as invoiced;
- **Commissions** - We receive compensation in the form of commissions from the sale of insurance products since our firm is also a licensed insurance broker. This presents a conflict of interest since we have a financial incentive to sell you insurance products;
- Clients may also pay additional fees and/or expenses. Example of the most common fees and costs applicable to our clients are:
  - Custodian fees;

- Account maintenance fees;
- Fees related to mutual funds and exchange-traded funds;
- Transaction charges when purchasing or selling securities; and
- Other product-level fees associated with your investments

**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.**

***Key Questions to 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 acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?**

**When we act as your investment adviser**, 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.

- **Third-Party Payments:** Persons providing investment advice on behalf of our firm are licensed as independent insurance agents. These persons will earn commission-based compensation for selling insurance products. We are dually registered as an insurance broker, however, insurance commissions are separate and in addition to our advisory fees. This practice presents a conflict of interest because they have an incentive to recommend insurance products to you for the purpose of generating commissions rather than solely based on your needs.

Refer to our Form ADV Part 2A, Items 5, 10, 12 and 14, by clicking this link <https://adviserinfo.sec.gov/firm/brochure/137724> to help you understand what conflicts exist.

***Key Questions to Ask Your Financial Professional***

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

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

The financial professionals servicing your account(s) are compensated by receiving a salary and bonus based on the amount of client assets they service and the revenue the firm earns from the person's services or recommendations. Financial professionals that are licensed insurance agents will also receive compensation that is based on the insurance products sold (i.e. differential compensation or commission).

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

Yes, our firm or our financial professionals have legal history to disclose. These events are disclosed in either our Form ADV or the specific individual's Form U4. These documents can be found by going to [Investor.gov/CRS](http://Investor.gov/CRS).

***Key Questions to Ask Your Financial Professional***

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

You can find additional information about your investment advisory services and request a copy of the relationship summary at 707-252-1343 or click the link provided <https://adviserinfo.sec.gov/firm/brochure/137724>.

***Key Questions to 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?**