

## Tellone Management Group, Inc. Client Relationship Summary (Form CRS) – March 30, 2021

Tellone Management Group, Inc. (“Tellone,” the “Firm,” “we,” “us,” or “our”) is an SEC registered investment adviser with our office in Anaheim Hills, California. Investment advisory fees and brokerage services fees differ, and it is important for you to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about investment advisers, broker-dealers, and investing.

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

Tellone offers investment services to retail clients. We use both long-term and short-term strategies to add value as an active asset manager. Short-term strategies include trading to profit on temporary market inefficiencies and using ETFs for hedging, sector rotation, and capitalizing on broad overbought and oversold conditions in the market. Long-term strategies use a core asset allocation that is diversified between asset classes and company sectors. Additionally, we have a number of limited offerings in the form of private funds that are available to certain of our retail clients as well as financial planning services. We allocate client assets on a discretionary basis. However, certain client-imposed conditions may limit our discretionary authority. These limits must be established up front in writing with Tellone. Account reviews are conducted on an ongoing basis by our Portfolio Managers and/or staff. Quarterly reports are provided as well. These reports and reviews are all included as a standard service. The minimum annual advisor’s fee per household is \$1,000.

*FOR ADDITIONAL INFORMATION, PLEASE SEE TELLONE’S ADV 2A, ITEM 4 CONCERNING THE ADVISORY SERVICES WE OFFER AND ITEM 7 FOR THE TYPES OF CLIENTS WE SERVE AT <https://adviserinfo.sec.gov/firm/summary/111051>.*

*Ask your financial professional: Given my financial situation, should I choose an investment advisory service? If so, why?*

*Ask your financial professional: How will you choose investments to recommend to me?*

*Ask your financial professional: What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?*

### What fees will I pay?

Generally, client accounts will be charged a quarterly investment management and advisory fee based on a percentage of the total portfolio value. The fees will generally be paid in arrears at the end of each quarter and will be deducted automatically from your managed account(s). These fees range from 0.50% to 1% annually of your assets under management. This means the more assets that are in your account, the more you are going to be paying in fees, so we have an incentive for you to increase the assets in your account. We also charge fixed fees in limited circumstances such as when the minimum advisory fee is not otherwise met. For financial planning, fees are charged either as a fixed fee, hourly, or often waived for investment management clients. For clients invested in our private funds, the funds charge a separate fee. We then receive a management fee from the funds directly which can create a conflict and incentivize us to place more clients into the funds. You may also pay additional fees to non-affiliated third-parties such as brokerage commissions, custodial fees and charges imposed by a mutual fund or ETF.

***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.***

FOR ADDITIONAL INFORMATION ABOUT OUR FEES AND THOSE OF OUR AFFILIATES, PLEASE SEE TELLONE'S ADV PART 2A, ITEM 5 AT <https://adviserinfo.sec.gov/firm/summary/111051>.

*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 is an example to help you understand what this means:

Tellone Financial Services, Inc. (TFS) is a related party of ours that provides, accounting, tax and lending related services. We may recommend their services which can be a conflict because employees of Tellone are also employed and compensated by TFS. This creates an incentive to recommend TFS's services even if it was not in the best in the best interest of the client. Another potential conflict has to do with our private funds. We receive additional compensation as the General Partner to the Fund. This creates an incentive for us to recommend the Fund investment to advisory clients when there may be other options also suited to their needs.

FOR ADDITIONAL DETAILS WITH RESPECT TO TELLONE'S POTENTIAL CONFLICTS OF INTEREST WITH RETAIL CLIENTS AND OUR ADOPTION OF A CODE IN MEETING OUR FIDUCIARY DUTY TO OUR CLIENTS, SEE TELLONE'S ADV PART 2A, ITEM 10 AND ITEM 11, AT <https://adviserinfo.sec.gov/firm/summary/111051>.

*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?**

Tellone employees are paid a salary and bonus through TFS. The owner of Tellone is also compensated through a salary paid by TFS and receives distributions through his ownership interests.

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

Yes. Please go to [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our financial professionals.

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

*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?*

### **Additional Information**

ADDITIONAL INFORMATION ABOUT TELLONE, OUR FIDUCIARY DUTY TO CLIENTS AND THE SERVICES WE OFFER IS PROVIDED IN OUR ADV 2A AND 2B. YOU CAN REQUEST A COPY OF FORM CRS AND UP TO DATE INFORMATION ABOUT TELLONE BY CALLING (714) 998-2290.