

**Crowley Wealth Management, Inc.**

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[www.crowleywealthmanagement.com](http://www.crowleywealthmanagement.com)

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This brochure provides information about the qualifications and business practices of Crowley Wealth Management, Inc. If you have any questions about the contents of this brochure, please contact us at 302-994-4700. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about Crowley Wealth Management, Inc. also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

Crowley Wealth Management, Inc. is considered a "registered investment adviser," being a "registered investment adviser" does not imply a certain level of skill or training.

## **Material Changes**

No material changes to report as of 12-31-2019

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## **Advisory Business**

### **Investment Advisory Business:**

Crowley Wealth Management, Inc. is a Delaware corporation that offers investment advisory services to individuals, families, pension and profit sharing plans, trusts, estates, charitable organizations, corporations, and business entities.

The principal owners of Crowley Wealth Management, Inc. are **Frederick J. Crowley, Jr.** (50% owner) and **Robert A. Crowley** (50% owner).

### **Frederick J. Crowley, Jr.**

#### **Date of birth:**

03/30/1956

#### **Education:**

University of Delaware, Newark, DE 1979

Degree - BA Political Science

Widener University, Chester, PA 1985

Degree - MS Taxation

University of Delaware, Newark, DE 1988

Degree - BS Accounting

Widener University School of Law, Wilmington, DE 1999

Degree - Juris Doctor

#### **Business Background:**

President – Crowley Wealth Management, Inc. (1980)

**Examinations/Professional Designations:**

1979 State of DE – Life & Health Insurance, License  
1982 College for Financial Planning – Certified Financial Planner  
1999 Member of Pennsylvania Bar  
1999 Member of Delaware Bar

**Robert A. Crowley****Date of birth:**

03/15/1958

**Education:**

University of Delaware, Newark, DE 1980  
Degree - BS Marketing

George Washington University, Washington, D.C. 1985  
Degree – MBA Finance-Investments

Widener University School of Law, Wilmington, DE 1999  
Degree – Juris Doctor

**Business Background:**

Vice President – Crowley Wealth Management, Inc. (1983)

**Examinations/Professional Designations:**

1983 College for Financial Planning – Certified Financial Planner  
1985 State of DE – Real Estate Salesperson License – inactive status  
1990 Chartered Financial Analyst  
1992 State of DE – Real Estate Broker's License – inactive status  
2000 Member of Pennsylvania Bar  
2000 Member of Delaware Bar

Crowley Wealth Management, Inc. offers two main types of advisory services. The first is an Investment Management Service and the second is a Financial Planning Service.

**Investment Management Service:**

The employees of Crowley Wealth Management, Inc. set up meetings with clients to establish the goals and objectives for their account(s). They generally establish an asset allocation target. Any special circumstances regarding the account should be in writing and noted in the file.

The client will need to select a custodian. Once a custodial relationship is established, assets to be managed will be deposited in the custodial account.

Crowley Wealth Management, Inc. has a custodial arrangement with Charles Schwab Institutional and M&T Bank. Under this agreement, Crowley Wealth Management, Inc. receives fees for its investment management services. Fees are negotiable, based upon a percentage of net assets under management and are paid quarterly.

Accounts are tailored to meet the asset allocation, risk tolerance, goals and objectives of the client. Individual asset selection is selected by Crowley Wealth Management, Inc.

**Financial Planning Service:**

The second type of advisory service includes the following – detailed fact finding with respect to the client’s present financial situation, which could include cash flow management, insurance management, investment planning, tax planning, retirement planning, and estate planning. Fringe benefits, personal financial documents and business agreements might also be reviewed. A client’s objectives, goals and needs are generally determined and discussed. A written financial plan might be created, including a complete analysis in the following areas: cash management, insurance, investments, taxes, retirement planning and estate planning. The plan may be presented to the client, questions and concerns may be discussed. A proposed implementation schedule may be presented outlining the steps for application of the recommendations. We offer to continue to provide normal ongoing consultation to the client regarding the plan during the contracted time period. The client may renew the financial advisory agreement on an annual basis. If the contract is renewed, written financial updates may be prepared.

On occasion, Crowley Wealth Management, Inc. may furnish advice to clients on matters not involving securities.

Crowley Wealth Management, Inc. does not offer wrap fees.

As of December 31, 2019 Crowley Wealth Management, Inc. manages \$282,576,960.19 on a discretionary basis and no assets on a non-discretionary basis.

## **Fees and Compensation**

### **Financial Planning Services:**

Fees for financial planning services are determined by the amount of time needed to service the client and fulfill the obligation of the contract. Fees generally range from \$2,000.00 to \$12,000.00 per year and are based on the particular needs of the client. Depending on a client's circumstances, fees may fall outside of this range. Annual fees are negotiable. The client may terminate the agreement without penalty and with a full refund within seven (7) business days from the agreement.

### **Investment Management Services:**

Fees for investment management services start at one (1) percent of the assets under management for \$1,000,000.00 or less. Fees are reduced to three quarters ( $\frac{3}{4}$ ) of one percent for assets above \$1,000,000.00. Fees are either deducted from the client's assets or billed directly to the client. Fees are paid in advance and billed quarterly based upon the value of the clients' assets on the last trading day of the quarter.

If a client's advisory contract is terminated before the end of the billing period, the client may request in writing a pro-rated refund of the pre-paid fees. The refund will be calculated from the day the termination of services notification and the request for refund are both received by Crowley Wealth Management, Inc.

All fees for services are negotiable.

Crowley Wealth Management, Inc. does not receive any additional compensation from the purchase or sale of securities.



## **Performance-Based Fees and Side-By-Side Management**

Crowley Wealth Management, Inc. does not accept Performance-Based Fees or Side-By-Side Management.

## **Types of Clients**

Crowley Wealth Management, Inc. provides investment advice to individuals, pension and profit sharing plans, trusts, estates, charitable organizations, corporations, and business entities. The majority of Crowley Wealth Management, Inc.'s clients are individuals. There is not a minimum account size for new accounts.

## **Methods of Analysis, Investment Strategies and Risk of Loss**

Individual equity investments (stocks), individual bonds and mutual funds (both bond and stock) are the primary investment securities in which Crowley Wealth Management, Inc. invests.

The adviser may invest in or advise clients to invest in equity securities (exchange-listed securities, securities traded over the-counter and foreign issuers), warrants, corporate debt securities, commercial paper, certificates of deposit, municipal securities, investment company securities (variable life insurance, variable annuities, mutual fund shares), ETFs, United States government securities, options (both securities and commodities), futures contracts (on tangibles and intangibles), interest in partnerships (in real estate, oil and gas interests, equipment leasing, food franchising, cable television franchising, cattle and horse breeding, and movie syndications), real estate investment trusts and real estate investments.

Fundamental security analysis is the primary tool used to identify potential stock selections. Business cycles are identified, followed by the identification of industries with attractive growth and/or rebound potential. The primary strategy is to identify stocks in areas which are either out of favor or trading at attractive levels. Including the identification of stocks with the potential to increase their earnings and/or market share or ones which have low price to earnings ratios compared to industry averages. Technical analysis, charting and cyclical studies may be used to support the fundamental approach.

Mutual funds are generally selected by reviewing the track record; we look for consistent performance, stable management and prefer to select ones with lower expense ratios.

Investment in corporate debt securities is usually in the form of corporate bonds and these securities are generally rated investment grade or better.

Crowley Wealth Management, Inc. also makes use of commercially available services concerning investments, such as research materials prepared by others, corporate rating services, annual reports, prospectuses, filings with the Securities and Exchange Commission, company press releases, taxation information, financial newspapers, periodicals, and issuer-prepared information. Outside consultants may also be employed to provide additional expertise in unique situations. The major sources of information used during stock selection are Value Line, U.S. Outlook, Moody's, Standard & Poor's, Barron's, and some advisory newsletters.

Most investment strategies are long term and the frequency of trading is generally low. Brokerage costs and other transaction costs are generally very low as compared to other more actively traded investment strategies. Short term investment strategies may be employed at certain times.

Investing in securities involves risk of loss that all clients should be prepared to bear. Crowley Wealth Management, Inc. generally discusses the risk of loss from investing with each client.

## **Disciplinary Information**

There are no legal or disciplinary events to disclose for Crowley Wealth Management, Inc. or any members of Crowley Wealth Management, Inc.'s management team.

## **Other Financial Industry Activities and Affiliations**

Crowley Wealth Management, Inc. has an Investment Management Service Agreement with Charles Schwab Institutional and M&T Securities, Inc. Clients are under no obligation to execute transactions through either Charles Schwab Institutional or M&T Securities, Inc.

Frederick J. Crowley, Jr. and Robert A. Crowley are each 50% general partners of The Crowley Law Firm. The Crowley Law Firm focuses on estate planning and estate administration.

Frederick J. Crowley, Jr. and Robert A. Crowley are each 50% general partners of Crowley Insurance. Crowley Insurance is involved in the life, health, and disability aspects of the insurance business.

The client is not required to use any of the above companies as a condition to the investment advisory contract.

## **Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

Crowley Wealth Management, Inc. has a Code of Ethics adopted pursuant to SEC rule 204A-1. A copy of the code of ethics is available to any client or prospective client upon written request.

Securities recommended to and/or purchased for clients' accounts may also be acquired by employees for their personal accounts. In doing so, fiduciary care will be observed to ensure that employees do not benefit from client's transactions.

## **Brokerage Practices**

Crowley Wealth Management, Inc. recommends broker-dealers based upon several factors: transaction costs, speed and quality of execution, and other research information available. Brokerage commissions, transaction costs and any other fees charged by broker-dealers are set by the broker-dealer, not Crowley Wealth Management, Inc. Crowley Wealth Management, Inc. does not receive compensation from brokers. Crowley Wealth Management, Inc. does not receive Brokerage for Client Referrals or any form of Directed Brokerage.



## **Review of Accounts**

### **Financial Planning Service:**

A detailed written comprehensive financial plan may be developed. The plan may be presented to the client and questions and concerns may be discussed. A proposed implementation schedule may be presented, outlining the steps for application/implementation of the recommendations. An ongoing normal consultation is available to the client regarding the implementation of the recommendations for the contracted period. Written reports may be provided several times per year. The agreement is generally for one year unless amended. The agreement can be renewed at the expiration of the contracted period.

### **Investment Management Service:**

Investment management accounts are reviewed on a regular basis. Reviews with the client are based on the client's needs. Timing of meetings generally will be mutually agreed upon by the client and Adviser. Frederick J. Crowley, Jr. and/or Robert A. Crowley (the principals) generally conduct the reviews of accounts. The client receives monthly statements from the custodian.

## **Client Referrals and Other Compensation**

Crowley Wealth Management, Inc. does not have any arrangements, oral or in writing, where it is paid cash by or receives some economic benefit (including commissions, equipment, or non-research services) from a non-client in connection with giving advice to clients.

Crowley Wealth Management, Inc. does not directly or indirectly compensate any person for client referrals.

## **Custody**

Crowley Wealth Management, Inc. does not have custody of clients' funds or securities.

## **Investment Discretion**

Crowley Wealth Management, Inc. accepts discretionary authority to manage securities accounts on behalf of clients. There are generally no limitations on this authority. A written Investment Management Agreement is signed by both the client and Crowley Wealth Management, Inc. The client will be mailed a copy of the Investment Management Agreement.

## **Voting Client Securities**

Crowley Wealth Management, Inc. does not have the authority to vote client securities. Clients will receive their proxies or other solicitations directly from their custodian or transfer agent. Clients can contact our office with general questions regarding proxies or solicitations.

## **Financial Information**

N/A as of 12/31/19

## **Requirements for State-Registered Advisers**

N/A as of 12/31/19