FORM ADV PART 3

Client Relationship Summary

ITEM 1 Introduction

Alliance Wealth Advisors is an SEC registered investment advisory firm that offers financial planning and investment management services to individuals, families, and businesses. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences between them. You should carefully consider which types of accounts and services are right for you. Free and simple tools are available to research firms and financial professionals at **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?

Alliance offers financial planning and investment management services to individuals, families, and businesses. We provide advisory accounts and services for a fee that is not based on commissions from transactions in your account. We do not provide brokerage accounts and services. Alliance generally offers its services for an asset-based fee. In addition, our services include:

- Wealth Management, Tax Planning, Retirement Planning, Retirement Plan Consulting, and Insurance Planning.
- We will provide advice on a regular basis. We will discuss your investment goals, design with you a strategy to achieve your investment goals.
- We regularly monitor your account, and we will contact you (by phone or e-mail) at least quarterly to discuss your portfolio.
- You can choose an account that allows us to buy and sell investments in your account without asking you in advance (a "discretionary account") or we may give you advice and you decide what investments to buy and sell (a "non-discretionary account").
- We do not have requirements for our investors maintain a minimum account size but have a minimum fee. Refer to ADV.

Alliance also offers insurance products through Producers Choice Network ("PCN"), an insurance agency made available to us through Raymond James Insurance Group ("RJIG"). PCN offers insurance products including variable and fixed annuities. Annuities are also offered through Alliance's affiliation with Lincoln Financial and Jackson. In such capacity these companies offer for sale, insurance-related products to investment advisory clients of Alliance to be included in a client's managed portfolio or on a commission basis and not as part of the client's managed portfolio. Insurance products purchased by Clients are subject to either an investment management fee or a commission, but not both.

For additional information, please refer to our ADV 2A Brochure, especially Item 4 (Advisory Business) especially Item 5 (Fees and Compensation) and Item 10 (Other Financial Industry Activities and Affiliations).

> **ASK US** **"Given my financial situation, should I choose an investment advisory service? Why or why not?"**
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> **"How will you choose investments to recommend to me?"**
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> **"What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?"**

ITEM 3 What fees will I pay?

The fee for the Alliance Investment Management Program is negotiated and it is generally based on the level of your assets we manage. The fee generally ranges up to 1.75% per year per account with a minimum fee of $50 per month per client relationship. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.

- The amount paid to our firm and your financial professional generally does not vary based on the type of investments we select on your behalf.
- The asset-based fee reduces the value of your account and will be deducted from your account monthly.
- 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.

- The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fees. You pay our fee monthly even if you do not buy or sell.
- Some investments (such as mutual funds and variable annuities) impose additional fees that will reduce the value of your investment over time. Also, with certain investments such as variable annuities, you may have to pay fees such as "surrender charges" to sell the investment.
- Our fees vary and are negotiable. The amount you pay will depend, for example, on the services you receive and the amount of assets in your account.
- You may also pay fees to a broker-dealer or bank that will hold your assets (called "custody").

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 earn on your investments. Please make sure you understand what fees and costs you are paying. For detailed information regarding fees please refer to Item 5 of our ADV 2A brochure.

> **ASK US** **"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 advisor?

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:

- We generally recommend that clients use Raymond James or Schwab as the custodian for their assets. Alliance receives an economic benefit from Raymond James and Schwab in the form of the support products and services each makes available to us. These products and services, how they benefit us, and the related conflicts of interest are described in Item 12 of our Firm's Disclosure Brochure.

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

How does your firm make money?

Alliance is generally compensated by clients for wealth management services according to a fee that is based upon a percentage of assets under management. Financial planning clients are generally charged a separate fee for financial planning. Fees may, however, be negotiated. For further information please review the fee schedules in our Firm's Disclosure Brochure.

How do your financial professionals make money?

Our financial professionals receive a percentage of the asset management fee paid by clients to Alliance plus a commission on any insurance products sold.

ITEM 4 Do you or your financial professionals have any legal or disciplinary history?

No, but we encourage you to visit Investor.gov for a free and simple search tool to research our firm and our financial professionals. Please visit **Investor.gov** or **brokercheck.finra.org** for a free and simple search tool to research our firm and our financial professionals.

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

ITEM 5 Additional Information

For additional information about our investment advisory services or a copy of this relationship summary please contact us at: Phone: **570-961-1516**, Email: **info@alliancewealthadvisors.com**, or by mail at 538 Biden Street, Suite 700 Scranton, PA 18503. Information about our investment adviser representatives can be found on our website here: **https://alliancewealthadvisors.com/about-us**

> **ASK US** **"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?**