

Relationship Summary

July 2020

Sonata Capital Group Inc.

1: Introduction

Sonata Capital Group is an investment adviser registered with the Securities and Exchange Commission. Investment advisory services and fees differ from brokerage services and fees, and it is important for you to understand the differences. [Investor.gov/CRS](https://www.investor.gov/CRS) is a website providing free and simple tools to help research firms and financial professionals by providing educational materials about investment advisers, broker-dealers, and investing.

“Given my financial situation, should I choose an investment advisory service? Why or why not?”

We encourage you to ask us questions and have provided suggested conversation starters in call-out boxes throughout this Relationship Summary.

2: What investment services and advice can you provide me?

We offer investment advisory services to retail investors. We first meet with you to gain an understanding of your current financial situation, your short and long-term goals, and your risk tolerance. We use this information to recommend an investment portfolio specific to your investment goals and objectives.

“How will you choose investments to recommend to me?”

Our Investment Committee sets the firm’s overall investment philosophy and underlying mix of asset classes, which is then implemented by your advisory professionals based on your specific goals and objectives. We monitor client portfolios as part of an ongoing

process with regular account reviews conducted on at least an annual basis. Reviews are also triggered by material market, economic or political events, or by changes in your financial situation (such as retirement, employment, physical move, inheritance).

We manage portfolios on a discretionary basis. We obtain discretionary authorization through our advisory agreement with you. Based on that agreement along with our ongoing discussions with you regarding your goals and risk tolerance, granting us discretionary authority means we don’t need to call you before buying or selling securities in your account. We do not have any proprietary products so we offer advice on different types of securities to meet your needs and there is no minimum account size imposed.

“What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?”

For more detailed information about our services, please request a copy of our Form ADV, Part 2A brochure. Our brochure can also be found here: [Sonata Capital Form ADV Part 2A](#).

3: What fees will I pay?

We provide portfolio management services for a single annual fee charged quarterly in arrears. The annual fee ranges from 1.00% to 0.40% depending on the total amount of assets under management as stated in our Fee Schedule. Our fee is based on the aggregate total assets under management that includes any family accounts also under management. When asset-based fees are charged, the more assets under management, the more you’ll pay in management fees, though at a potential lower rate by hitting the prescribed break points on the Fee Schedule. We therefore may have a financial incentive to encourage you to increase the amount of assets we manage for you.

“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?”

In addition to our advisory fees, you may pay fees charged by third parties for other services provided to you. Examples of costs you might pay from a custodian or broker-dealer include brokerage commissions, transaction fees, wire transfer fees, postage fees and margin interest fees. Mutual funds and exchange traded funds also charge management

fees (called expense ratios), which reduce the return of investments over time. We do not receive any portion of these fees or charges; we are compensated only through our own advisory fees. We predominately use Charles Schwab & Co., Inc. (“Schwab”) and TD Ameritrade as custodians due to their leadership in the industry and competitive cost structure for you the client, as well as other benefits made available to us, such as access to research, technology services and seminars.

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. Our [Form ADV, Part 2A \(Item 5 and Item 12\)](#) contains more detailed information about fees and costs.

4: 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.

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

Our primary conflict of interest is in our receipt of asset-based fees. For example, if you asked us for a recommendation about paying down outstanding debt or making charitable contributions, versus keeping those funds in your accounts with us, there is an inherent conflict there since we earn more in advisory fees when you keep more assets in your account. We will always make the recommendation that we believe is in your best interest.

Our [Form ADV, Part 2A](#) contains detailed information about our conflicts of interest.

5: How do your financial professionals make money?

Our financial professionals are either paid a salary or variable compensation related to the number of clients served and total advisory fees generated, depending on their role within the firm.

6: Do you or your financial professionals have legal or disciplinary history?

No. Visit Investor.gov/CRS for a free and simple search tool to research our firm and our financial professionals.

“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?”

For more detailed information about our investment advisory services, or to request another copy of this Relationship Summary, please contact us at (206) 256-4400 ext. 102 for our Chief Compliance Officer. You may also visit the SEC’s public disclosure website at <http://www.adviserinfo.sec.gov/>.