

HUFF, STUART & CARLTON
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Firm Brochure

(Part 2A and 2B of Form ADV)

This brochure provides information about the qualifications and business practices of HUFF, STUART & CARLTON. If you have any questions about the contents of this brochure, please contact us at: 434-316-9356, or by emailing brian@wealthmgt.net. 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 HUFF, STUART & CARLTON is available on the SEC's website at www.adviserinfo.sec.gov

Registration does not imply a certain level of skill or training.

03/20/2012

Huff, Stuart & Carlton

Material Changes

Annual Update-2012

HSC hired a new investment manager:

Joseph D. Eskridge, Jr., CFA, FLMI, serves as an investment manager for the firm. He has earned the right to use the Chartered Financial Analyst (CFA®) designation.

Joseph D. Eskridge, Jr. Date of birth 7/26/1969

Work history and education:

03/12 – present: Investment Manager, Huff, Stuart & Carlton

09/08 – 02/12: Senior Financial Analyst, Genworth Financial, Inc.

06/07 – 12/07: Trust Advisor, SunTrust Bank

06/00 – 04/07: Trust Advisor, Wachovia Bank

Chartered Financial Analyst (CFA®)

Fellow, Life Management Institute (FLMI®)

2000- Master of Business Administration (MBA), Wake Forest University

1991- Bachelor of Arts (A.B.), University of North Carolina at Chapel Hill

HSC is proud to announce that Joel Bengds (investment manager) and Justin Victor (financial planner) have both earned the right to use the credential, Certified Financial Planner - CFP®

HSC added another Brokerage company as custodian:

Schwab Advisory Services, San Francisco CA with regional offices around the country.

Full Brochure Available

Whenever you would like to receive a complete copy of our Firm Brochure, please contact us by telephone at: 434-316-9356 or by email at: brian@wealthmgt.net.

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Advisory Business

Firm Description

HUFF, STUART & CARLTON, was founded in 1983.

HUFF, STUART & CARLTON provides personalized confidential financial planning and investment management to individuals, pension and profit sharing plans, trusts, estates, charitable organizations and small businesses. Advice is provided through consultation with the client and may include: determination of financial objectives, identification of financial problems, cash flow management, tax planning, insurance review, investment management, education funding, retirement planning, and estate planning.

HUFF, STUART & CARLTON is strictly a fee-only financial planning and investment management firm. The firm does not sell annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or other commissioned products. The firm is not affiliated with entities that sell financial products or securities. No commissions in any form are accepted. No finder's fees are accepted.

Investment advice is an integral part of financial planning. In addition, HUFF, STUART & CARLTON advises clients regarding cash flow, college planning, retirement planning, tax planning and estate planning.

Investment advice is provided, and with the client's signature on the investment policy statement, investments are purchased/sold. HUFF, STUART & CARLTON does not act as a custodian of client assets. The client always maintains asset control. HUFF, STUART & CARLTON places trades for clients under a limited power of attorney.

An evaluation of each client's initial situation is provided to the client, often in the form of a net worth statement and "to do" lists. Periodic reviews are also communicated to provide reminders of the specific courses of action that need to be taken. More frequent reviews occur but are not necessarily communicated to the client unless immediate changes are recommended.

Other professionals (e.g., lawyers, accountants, insurance agents, etc.) are engaged directly by the client on an as-needed basis. Conflicts of interest will be disclosed to the client in the unlikely event they should occur.

The initial meeting, which may be by telephone, is free of charge and is considered an exploratory interview to determine the extent to which financial planning and investment management may be beneficial to the client.

Principal Owners

Rick Huff is a 38% stockholder. Brian Carlton is a 34% stockholder. Joel Bengds is a 28% stockholder.

Types of Advisory Services

HUFF, STUART & CARLTON provides investment supervisory services, also known as asset management services; manages investment advisory accounts not involving investment supervisory services; furnishes investment advice through consultations. On more than an occasional basis, HUFF, STUART & CARLTON furnishes advice to clients on matters not involving securities, such as financial planning matters, health/life insurance matters, college savings, taxation issues, and trust services that often include estate planning.

As of 03/15/2012, HUFF, STUART & CARLTON manages approximately \$140,000,000 in assets for approximately 180 clients.

Tailored Relationships

The goals and objectives for each client are documented in our client relationship management system. Investment policy statements are created that reflect the stated goals and objective. Clients may impose restrictions on investing in certain securities or types of securities.

Agreements may not be assigned without client consent.

Types of Agreements

The following agreements define the typical client relationships.

Financial Planning Agreement

A financial plan is designed to help the client with all aspects of financial planning without ongoing investment management after the financial plan is completed.

The financial plan may include, but is not limited to: a net worth statement; a cash flow statement; a review of investment accounts, including reviewing asset allocation and providing repositioning recommendations; strategic tax planning; a review of retirement accounts and plans including recommendations; a review of insurance policies and recommendations for changes, if necessary; one or more retirement scenarios; estate planning review and recommendations; and education planning with funding recommendations.

Detailed investment advice and specific recommendations are provided as part of a financial plan. Implementation of the recommendations is at the discretion of the client.

The fee for a financial plan is predicated upon the facts known at the start of the engagement. The minimum fee is \$2,000 and is negotiable. Since financial planning is a discovery process, situations occur wherein the client is unaware of certain financial exposures or predicaments.

In the event that the client's situation is substantially different than disclosed at the initial meeting, a revised fee will be provided for mutual agreement. The client must approve the change of scope in advance of the additional work being performed when a fee increase is necessary.

After delivery of a financial plan, future face-to-face meetings may be scheduled as necessary for up to one month. Follow-on implementation work is billed separately at the rate of \$200 per hour.

Wealth Management Agreement

Most clients choose to have HUFF, STUART & CARLTON manage their assets in order to obtain ongoing in-depth advice and life planning. All aspects of the client's financial affairs are reviewed. Realistic and measurable goals are set and objectives to reach those goals are defined. As goals and objectives change over time, suggestions are made and implemented on an ongoing basis.

The scope of work and fee for an Advisory Service Agreement is provided to the client in writing prior to the start of the relationship. An Advisory Service Agreement includes: cash flow management; insurance review; investment management (including performance reporting); education planning; retirement planning; estate planning; and tax planning, as well as the implementation of recommendations within each area.

The Wealth Management Agreement fee is based on a percentage of the investable assets according to the following schedule:

		<u>Annual %</u>	<u>Quarterly %</u>
First	\$ 2,000,000	1.00%	0.2500%
Second	\$ 2,000,000	0.8%	0.2000%
Third	\$ 2,000,000	0.7%	0.1750%
Next	\$ 4,000,000	0.6%	0.1500%
Next	\$ 15,000,000	0.5%	0.1250%
Remainder		0.4%	0.1000%

The minimum annual fee is \$7,000, but exceptions can and do exist. Current client relationships may exist where the fees are higher or lower than the fee schedule above.

Although the Wealth Management Agreement is an ongoing agreement and constant adjustments are required, the length of service to the client is at the client's discretion. The client or Huff, Stuart & Carlton may terminate an Agreement by written notice to the other party. At termination, fees will be refunded with this formula: refund will equal the number of months left in the quarter minus one month. A check will be sent to the client.

Retainer Agreement

In some circumstances, a *Retainer Agreement* is executed in lieu of an Wealth Management Agreement when it is more appropriate to work on a fixed-fee basis. The annual fee for a *Retainer Agreement* is determined on a case by case basis but can range from \$7,000 to \$20,000 per year. It is reviewed every 3 years.

Investment Management Only Agreement

An *Investment Management Agreement* may be executed when financial planning is not provided as part of the relationship. The annual fee for an *Investment Management Agreement* is 1% of the assets under management .

Hourly Planning Engagements

HUFF, STUART & CARLTON provides hourly planning services for clients who need advice on a limited scope of work. The hourly rate for limited scope engagements is \$200.

Asset Management

Assets are invested primarily in no-load mutual funds, usually through discount brokers. Load funds for which loads are waived for our clients are also used. Fund companies charge each fund shareholder an investment management fee that is disclosed in the fund prospectus. Discount brokerages may charge a transaction fee for the purchase of some funds. However, no-transaction-fee funds are used the vast majority of the time.

Stocks and bonds may be purchased or sold through a brokerage account when appropriate. The brokerage firm charges a fee for stock and bond trades. HUFF, STUART & CARLTON does not receive any commissions from fund companies.

Other Investments may also include: equities (stocks), warrants, corporate debt securities, commercial paper, certificates of deposit, municipal securities, investment company securities (variable life insurance, variable annuities, and mutual fund shares), U. S. government securities, options contracts, futures contracts, and interests in partnerships. These investments are not purchased for clients, but may be initially brought in by new clients for management.

Initial public offerings (IPOs) are not available through HUFF, STUART & CARLTON.

Termination of Agreement

A Client may terminate any of the aforementioned agreements at any time by notifying HUFF, STUART & CARLTON in writing. If the client made an advance payment, HUFF, STUART & CARLTON will refund any unearned portion of the advance payment according to the formula mentioned under Wealth Management Agreement.

HUFF, STUART & CARLTON may terminate any of the aforementioned agreements at any time by notifying the client in writing. If the client made an advance payment, HUFF, STUART & CARLTON will refund any unearned portion of the advance payment according to the formula mentioned under Wealth Management Agreement.

Fees and Compensation

Description

HUFF, STUART & CARLTON bases its fees on a percentage of assets under management, Retainer fees, hourly charges, or a combination thereof.

Some *Retainer Agreements* may be priced based on the complexity of work, especially when asset management is not the most significant part of the relationship.

Financial plans are priced according to the degree of complexity associated with the client's situation.

Fees are generally non-negotiable.

Fee Billing

Wealth management fees are billed quarterly, in advance, meaning at the first day of the quarter, we bill and collect for the coming three-month period. Fees are usually deducted from a designated client account to facilitate billing; however, the client must consent in advance to direct debiting of their investment account. Thus, clients may select either method of payment, billed directly or deduct fees.

Fees for financial plans are billed 50% in advance, with the balance due upon delivery of the financial plan.

Other Fees

Custodians may charge transaction fees on purchases or sales of certain mutual funds and exchange-traded funds. These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

HUFF, STUART & CARLTON, in its sole discretion, may waive its minimum fee and/or charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

Expense Ratios

Mutual funds generally charge a management fee for their services as investment managers of the fund. For example, if the mutual fund company charges 0.5% for their services, a \$10,000 investment would cost \$50.00. These fees are in addition to

the fees paid by the client to HUFF, STUART & CARLTON, however, the fund management fee is taken from the profits of the fund so a bill is not sent to the client.

Performance figures quoted by mutual fund companies in various publications are after their fees have been deducted.

Past due Accounts and Termination of Agreement

HUFF, STUART & CARLTON reserves the right to stop work on any account that is more than 30 days overdue. In addition, HUFF, STUART & CARLTON reserves the right to terminate any financial planning engagement where a client has willfully concealed or has refused to provide pertinent information about financial situations when necessary and appropriate, in HUFF, STUART & CARLTON's judgment, to providing proper financial advice. Any unused portion of fees collected in advance will be refunded within 60 days.

Performance-Based Fees

Sharing of Capital Gains

Fees are not based on a share of the capital gains or capital appreciation of managed securities.

HUFF, STUART & CARLTON does not use a performance-based fee structure because of the potential conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk to the client.

Types of Clients

Description

HUFF, STUART & CARLTON generally provides investment advice to individuals, families, pension and profit sharing plans, trusts, estates, charitable organizations, corporations or business entities.

Client relationships vary in scope and length of service.

Account Minimums

The minimum account size is \$700,000 of assets under management, which equates to an annual fee of \$7,000.

When an account falls below \$700,000 in value, the minimum annual fee of \$7,000 is charged. Depending upon circumstances, HUFF, STUART & CARLTON may negotiate a fee with the client if assets have diminished significantly below \$600,000.

HUFF, STUART & CARLTON has the discretion to waive the account minimum. Accounts of less than \$700,000 may be set up when the client and the advisor anticipate the client will add additional funds to the accounts bringing the total to

\$700,000 within a reasonable time. Other exceptions will apply to employees of HUFF, STUART & CARLTON and their relatives, or relatives of existing clients.

Methods of Analysis, Investment Strategies and Risk of Loss

Methods of Analysis

Security analysis methods may include charting, fundamental analysis, technical analysis, and cyclical analysis.

The main sources of information include financial newspapers and magazines, research materials prepared by others, annual reports, prospectuses, filings with the Securities and Exchange Commission, and company press releases.

Other sources of information that HUFF, STUART & CARLTON may use include Morningstar Principia mutual fund information, FI360 analytical and reporting technology, and the World Wide Web.

Investment Strategies

The primary investment strategy is to achieve maximum diversification by employing a diversified portfolio of mutual funds. Types of funds typically used are: bond funds, foreign and domestic, of varying duration and credit worthiness; and stock funds, foreign and domestic of various management styles (aggressive growth, growth, growth & income, value and blend). Specialty funds may also be used for investment in individual sectors such as natural resources, and real estate, both foreign and domestic. Most funds utilized are actively managed funds, with Index funds and Exchange Traded Funds (ETF's) used in a limited, supplementary extent.

Portfolio management is largely accomplished through rebalancing (selling some of what has gone up to buy some of what went down).

Risk of Loss

All investment programs have certain risks that are borne by the investor. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks:

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market movements.
- **Inflation Risk:** When any type of inflation is present, a dollar today will not buy as much as a dollar next year, because purchasing power is eroding at the rate of inflation.

- **Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- **Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.
- **Liquidity Risk:** Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.
- **Financial Risk:** Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

Disciplinary Information

Legal and Disciplinary

The firm and its employees have not been involved in legal or disciplinary events related to past or present investment clients.

Other Financial Industry Activities and Affiliations

Neither HUFF, STUART & CARLTON nor its employees are registered as a broker/dealer or as representatives of a broker/dealer.

Neither HUFF, STUART & CARLTON nor its employees are registered as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor.

Neither HUFF, STUART & CARLTON nor its employees have any material relationships to this advisory business that would present a possible conflict of interest. All material conflicts of interest are disclosed regarding the investment advisor, its representatives or any of its employees, which could be reasonably expected to impair the rendering of unbiased and objective advice.

HUFF, STUART & CARLTON does not utilize nor select other advisors or third party managers. All assets are managed by HUFF, STUART & CARLTON management.

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

Code of Ethics

The employees of HUFF, STUART & CARLTON have committed to a Code of Ethics that is available for review by clients and prospective clients upon request. The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

Participation or Interest in Client Transactions

HUFF, STUART & CARLTON and its employees may buy or sell securities that are also held by clients. Employees may not trade their own securities ahead of client trades. Employees comply with the provisions of the HUFF, STUART & CARLTON *Compliance Manual*.

Personal Trading

The Chief Compliance Officer of HUFF, STUART & CARLTON is Brian R. Carlton, CFP®. He reviews all employee trades each quarter. His trades are reviewed by Joel Bengds, CFP®. The personal trading reviews ensure that the personal trading of employees does not affect the markets, and that clients of the firm receive preferential treatment. Since most employee trades are small mutual fund trades or exchange-traded fund trades, the trades do not affect the securities markets.

Brokerage Practices

Selecting Brokerage Firms

HUFF, STUART & CARLTON does not have any affiliation with product sales firms. Specific custodian recommendations are made to clients based on their need for such services. HUFF, STUART & CARLTON recommends custodians based on the proven integrity and financial responsibility of the firm and the best execution of orders at reasonable commission rates.

HUFF, STUART & CARLTON has a relationship with Fidelity Investments in Boston, MA and has also begun a relationship with Schwab Advisory Services in San Francisco, CA in 2012. Many of our clients will be transitioning to Schwab over this year.

Services that Benefit You- Fidelity and Schwab's institutional brokerage services include access to a broad range of investment products, execution of securities transactions at reduced rates, and custody of client assets. The investment products available through them include some to which we might not otherwise have access or that would require a significantly higher minimum initial investment by our clients.

Services that Generally Benefit Only Us. Fidelity and Schwab also offer other services intended to help us manage and further develop our business enterprise. These services include:

- 1) educational conferences and events
- 2) technology, compliance, legal, and business consulting;
- 3) publications and conferences on practice management and business succession
- 4) access to employee benefits providers, human capital consultants and insurance providers.

Fidelity and Schwab may provide some of these services themselves. In other cases, they will arrange for third-party vendors to provide the services to us. They may also discount or waive fees for some of these services or pay all or a part of a third party's fees and may also provide us with other benefits such as occasional business entertainment of our personnel. For example, our portfolio management software is a Schwab product and their company is waving the software fee over a five year period as long as we maintain assets in custody of \$105,000,000 or more.

Best Execution

HUFF, STUART & CARLTON reviews the execution of trades each quarter. The review is documented in the HUFF, STUART & CARLTON *Compliance Manual*. Trading fees charged by the custodians is also reviewed on a quarterly basis. HUFF, STUART & CARLTON does not receive any portion of the trading fees.

Soft Dollars

HUFF, STUART & CARLTON receives access to research services and commentaries from Fidelity Brokerage, Schwab Advisory Services and numerous mutual fund companies. HSC company representatives have also accepted fee-waived conference registrations, transportation and lodging cost reimbursement for due diligence visits to brokerage companies and several fund families' presentations to the RIA community.

Order Aggregation

Most trades are mutual funds or exchange-traded funds where trade aggregation does not garner any client benefit.

Review of Accounts

Periodic Reviews

Account reviews are performed as needed by advisor Joel Bengds. Account reviews are performed more frequently when market conditions dictate.

Review Triggers

Other conditions that may trigger a review are changes in the tax laws, new investment information, and changes in a client's own situation.

Financial Reviews

Clients receive periodic communications on at least an annual basis. The written updates may include a net worth statement, portfolio statement, performance report, realized gains and losses report and a summary of objectives and progress towards meeting those objectives.

Client Referrals and Other Compensation

Incoming Referrals

HUFF, STUART & CARLTON has been fortunate to receive many client referrals over the years. The referrals came from current clients, estate planning attorneys, accountants, employees, personal friends of employees and other similar sources. The firm does not compensate referring parties for these referrals.

Referrals Out

HUFF, STUART & CARLTON does not accept referral fees or any form of remuneration from other professionals when a prospect or client is referred to them.

Custody

Account Statements

All assets are held at a qualified custodian, which means the custodian provides account statements directly to clients at their address of record on a monthly basis.

Performance Reports

Clients are urged to compare the account statements received directly from the custodian to the performance report statements provided by HUFF, STUART & CARLTON.

Net Worth Statements

Clients are frequently provided net worth statements. Net worth statements contain approximations of bank account balances provided by the client, as well as the value of land and hard-to-price real estate. The net worth statements are used for long-term financial planning and provide a picture of progress being made-growth in assets and decline in liabilities.

Investment Discretion

Discretionary Authority for Trading

HUFF, STUART & CARLTON accepts discretionary authority to manage securities accounts on behalf of clients. HUFF, STUART & CARLTON has the authority to

determine, without obtaining specific client consent, the securities to be bought or sold, and the amount of the securities to be bought or sold. HUFF, STUART & CARLTON may consult with the client when the investment managers decide to completely sell out of an existing investment.

Discretionary trading authority facilitates placing trades in client accounts on their behalf so that we may promptly implement the investment policy that they have approved in writing.

Limited Power of Attorney

A limited power of attorney is a trading authorization granted to Huff, Stuart & Carlton. In other words, the client signs a limited power of attorney so that we may execute the trades that they have approved.

Voting Client Securities

Proxy Votes

HUFF, STUART & CARLTON does not vote proxies on securities. Clients may vote their own proxies if they wish.

When assistance on voting proxies is requested, HUFF, STUART & CARLTON will provide recommendations to the Client. If a conflict of interest exists, it will be disclosed to the Client.

Financial Information

Financial Condition

HUFF, STUART & CARLTON does not have any financial impairment that will preclude the firm from meeting contractual commitments to clients.

A balance sheet is not required to be provided because HUFF, STUART & CARLTON does not serve as a custodian for client funds or securities, and does not require prepayment of fees of more than \$1,200 per client, and six months or more in advance.

Business Continuity Plan

General

HUFF, STUART & CARLTON has a Business Continuity Plan in place that provides detailed steps to mitigate and recover from the loss of office space, communications, services or key people.

Disasters

The Business Continuity Plan covers natural disasters such as snow storms, hurricanes, tornados, and flooding. The Plan covers man-made disasters such as loss of electrical power, loss of water pressure, fire, bomb threat, nuclear emergency, chemical event, biological event, Internet outage, railway accident and aircraft accident. Electronic files are backed up daily and archived offsite.

Alternate Offices

Alternate offices are identified to support ongoing operations in the event the main office is unavailable. It is our intention to contact all clients within five days of a disaster that dictates moving our office to an alternate location.

Loss of Key Personnel

HUFF, STUART & CARLTON is in a strong position to be a going concern well into the future. Young professionals are screened and hired to carry on our tradition of exceptional service as senior partners age and retire.

Privacy Notice

Information Security

HUFF, STUART & CARLTON maintains an information security program to reduce the risk that client personal and confidential information may be breached.

Privacy Notice

HUFF, STUART & CARLTON is committed to maintaining the confidentiality, integrity and security of the personal information that is entrusted to us.

The categories of nonpublic information that we collect from client may include information about their personal finances, information about their health to the extent that it is needed for the financial planning process and information about transactions between clients and third parties. We use this information to help clients meet their personal financial goals.

With clients' permission, we disclose limited information to attorneys, accountants, and mortgage lenders with whom they have established a relationship. Clients may opt out from our sharing information with these nonaffiliated third parties by notifying us at any time by calling 434-316-9356, mail, fax, email- brian@wealthmgt.net, or in person. With their permission, we share a limited amount of information about clients with their brokerage firm in order to execute securities transactions on their behalf.

We maintain a secure office to ensure that client information is not placed at unreasonable risk. We employ a firewall barrier, secure data encryption techniques and authentication procedures in our computer environment.

We do not provide client personal information to mailing list vendors or solicitors. We require strict confidentiality in our agreements with unaffiliated third parties that require access to client personal information, including financial service companies, consultants, and auditors. Federal and state securities regulators may review our Company records and client personal records as permitted by law.

Personally identifiable information about clients will be maintained while they are clients, and for the required period thereafter that records are required to be maintained by federal and state securities laws. After that time, information may be destroyed.

We will notify clients in advance if our privacy policy is expected to change. We are required by law to deliver this *Privacy Notice* to clients annually.

Brochure Supplement (Part 2B of Form ADV)

Education and Business Standards

HUFF, STUART & CARLTON requires that advisors in its employ have a bachelor's degree and further coursework demonstrating knowledge of financial planning and tax planning. Examples of acceptable coursework include: an MBA, a CFP®, a CPA, a CFA, a CPA/PFS, JD, CTFA. Additionally, advisors must have work experience that demonstrates their aptitude for financial planning and investment management.

Professional Certifications

Employees have earned certifications and credentials that are required to be explained in further detail.

Chartered Financial Analyst (CFA®)

The Chartered Financial Analyst (CFA®) Program is a graduate level, self-study program offered by the CFA Institute (CFAI, formerly AIMR) to investment and financial professionals. A candidate who successfully completes the program and meets other professional requirements is awarded a "CFA charter" and becomes a "CFA charter holder."

To become a charter holder, a candidate must satisfy the following requirements:

- Complete the CFA Program (mastery of the current CFA curriculum and passing a series of three, six-hour, proctored examinations);
- Possess a bachelor's degree (or equivalent) from an accredited institution;
- Have four years (48 months) of qualified work experience (or a combination of education and work experience acceptable by the CFA Institute);
- Become a member of the CFA Institute and apply for membership to a local CFAI member society, and Adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct.

Certified Financial Planner (CFP®): Certified Financial Planners are licensed by the CFP Board to use the CFP mark. CFP certification requirements:

- Bachelor's degree from an accredited college or university.
- Completion of the financial planning education requirements set by the CFP Board (www.cfp.net).
- Successful completion of the 10-hour CFP® Certification Exam.
- Three-year qualifying full-time work experience.
- Successfully pass the Candidate Fitness Standards and background check.

Fellow, Life Management Institute (FLMI®), LOMA

The FLMI Program is a ten-course, professional development program that provides a comprehensive business education in the context of the insurance and financial services industry. Established in 1932, according to LOMA (www.loma.org), the FLMI Program is the world's largest university-level education program in insurance and financial services. More than 80,000 students throughout the world have earned the FLMI designation. To earn the FLMI designation, students must successfully complete ten self-study courses and pass ten proctored examinations.

Rick A. Huff, CPA/PFS, is the president of Huff, Stuart and Carlton (HSC) and practices as one of the firm's financial planners in the areas of tax and estate planning. Mr. Huff, a 1975 graduate of Xavier University in Cincinnati, OH, has a broad and extensive background in the financial profession. He is currently a member of the Personal Financial Planning Division of the American Institute of Certified Public Accountants (AICPA) and has been accredited as a Personal Financial Specialist (PFS) by the AICPA. Mr. Huff served for a number of years as a contributing editor to the financial planning section of the *Journal of Accountancy*, the AICPA's official membership publication.

Mr. Huff has been quoted numerous times by several national publications and has been published extensively by the business press. As a speaker, Mr. Huff has addressed large trade show meetings, and has been used by several Virginia state agencies for the topic of retirement planning.

Rick A. Huff Date of birth 09/01/1953

06/89 - present Financial Advisor - Huff, Stuart & Carlton
06/86 – 06/89 Controller – Old Time Gospel Hour
05/79 – 06/86 Director of Accounting – Old Time Gospel Hour
11/77 – 05/79 Corporate Accountant – DuBois Chemicals
06/75 – 11/77 Public Accountant – Jennings, Lindsey & Reimer

Certified Public Accountant (CPA)
Personal Financial Specialist (PFS)
2011 Masters in Taxation, Golden Gate University
1983 Master of Business Administration (MBA), Xavier University
1975 Bachelor of Science Business Administration (BSBA) Accounting Major, Xavier University

Alexander James Stuart III, serves as an investment consultant. Upon starting with the firm in 1991, Mr. Stuart established the firm's investment philosophy of designing and managing portfolios of no-load mutual funds. Using the better low cost funds from numerous fund families permits HSC to not only broadly diversify a client's portfolio but

to minimize clients' direct costs, such as loads and brokerage transaction costs. Clients also have access to institutional classes of funds they could not purchase as individual investors. Our investment methodology not only reduces volatility and risk, but enhances long term returns through the interaction of varying market categories. Mr. Stuart's extensive overseas experience has given him keen and in-depth insight into the international markets and global economies.

Alexander James Stuart, III Date of birth 02/17/1938

12/10- present Investment Consultant

07/91 – 12/10 Senior Investment Manager - Huff, Stuart & Carlton

03/86 – 06/91 Public Accountant – A.J. Stuart, CPA

07/78 – 06/81 Asst. Chief of Staff for Automation and Communications, Pentagon -
Lt. Colonel, US Army

Certified Public Accountant (CPA)

1988 Master of Business Administration (MBA), Lynchburg College

1961 Bachelor of Science, U.S. Military Academy, West Point

Brian R. Carlton, CFP®, serves as a financial planner in the firm and is also the Chief compliance officer.

Carlton was the administrator of several long-term health care facilities before establishing his own financial planning practice. Based on his experience, Mr. Carlton has expertise in the challenges of aging including widowhood, long-term care insurance, Social Security, Medicare and Supplemental coverage along with key financial strategies in preparing for retirement.

Mr. Carlton merged his own financial planning practice with the Huff & Stuart practice in January, 2000. The integration of Mr. Carlton's knowledge of financial planning and insurance matters provides depth and expertise to our financial planning staff.

Brian R. Carlton Date of Birth 07/27/1953

01/00 – present Financial Advisor - Huff, Stuart & Carlton

05/95-12/99 Carlton Financial Services, Inc.

04/84-05/95 Licensed Nursing Home Administrator

04/78-01/80 US Peace Corps-Korea

1993 College for Financial Planning Certified Financial Planner (CFP)

1978 Master of Business Administration (MBA), Old Dominion University

1976 Bachelor of Science Business Administration (BS) Finance Major, Virginia Tech

Joel Bengds, CFP® serves as an investment manager for the firm. Mr. Bengds is a Certified Financial Planner TM and an Accredited Investment Fiduciary(r). The AIF(r) designation signifies training in fiduciary responsibility.

Maintaining the investment philosophy and methodology of the firm is a long term

objective. Through diversification, organization and monitoring of different asset classes the firm comes alongside clients in a fiduciary role to assist in reaching their goals.

Joel Erik Shaw Bengds Date of birth 08/25/1975

06/05 – present Investment Manager - Huff, Stuart & Carlton

09/97 – 05/05 Programmer – Mail America Communications, Inc.

8/97 Bachelor of Science degree - Liberty University, Lynchburg, VA

Joseph D. Eskridge, Jr., CFA, FLMI, serves as an investment manager for the firm. He has earned the right to use the Chartered Financial Analyst - CFA® designation.

Maintaining the investment philosophy and methodology of the firm is a long term objective. Through diversification, organization and monitoring of different asset classes the firm comes alongside clients in a fiduciary role to assist in reaching their goals.

Joseph D. Eskridge, Jr. Date of birth 7/26/1969

Work history and education:

03/12 – present: Investment Manager, Huff, Stuart & Carlton

09/08 – 02/12: Senior Financial Analyst, Genworth Financial, Inc.

06/07 – 12/07: Trust Advisor, SunTrust Bank

06/00 – 04/07: Trust Advisor, Wachovia Bank

Chartered Financial Analyst (CFA®)

Fellow, Life Management Institute (FLMI®)

2000- Master of Business Administration (MBA), Wake Forest University

1991- Bachelor of Arts (A.B.), University of North Carolina at Chapel Hill

Justin M. Victor CFP® serves as an assistant financial planner for the firm. Mr. Victor is a Certified Financial Planner TM and a Licensed Insurance Consultant in the state of Virginia.

Justin Miles Victor Date of birth 09/06/1982

08/08 – present Assistant Financial Advisor - Huff, Stuart & Carlton

05/05 – 07/08 Financial Consultant – AXA Advisors LLC.

09/01 – 05/05 Bachelor of Science degree - Liberty University, Lynchburg, VA