

# Beyond Capital Financial Management Group, Inc.

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This brochure provides information about the qualifications and business practices of Beyond Capital Financial Management Group, Inc. ("Beyond Capital"). If you have any questions about the contents of this brochure, please contact us at (601) 693-3007 or [Kenny@beyondcapitalinc.com](mailto:Kenny@beyondcapitalinc.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state authority.

Additional information about Beyond Capital also is available on the SEC's website at [www.AdviserInfo.sec.gov](http://www.AdviserInfo.sec.gov).

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## ***Advisory Business***

### **General Information**

Beyond Capital Financial Management Group, Inc. was formed in 2009 and provides financial planning and portfolio management services to its clients. At the outset of each client relationship, Beyond Capital spends time with the client, asking questions, discussing the client's investment experience and financial circumstances, and broadly identifying major goals of the client.

Clients may elect to retain Beyond Capital to prepare a full financial plan. This written report is presented to the client for consideration. In most cases, clients subsequently retain Beyond Capital to manage the investment portfolio on an ongoing basis.

For those financial planning clients making this election, and for other clients who do not need financial planning but retain Beyond Capital for portfolio management services, based on all the information initially gathered, Beyond Capital generally develops with each client:

- a financial outline for the client based on the client's financial circumstances and goals, and the client's risk tolerance level (the "Financial Profile");
- the client's investment objectives and guidelines (the "Investment Plan").

The Financial Profile is a reflection of the client's current financial picture and a look to the future goals of the client. The Investment Plan outlines the types of investments Abbreviated Client Name will make on behalf of the client in order to meet those goals. The Profile and the Plan are discussed regularly with each client, but are not necessarily written documents.

### **Financial Planning**

One of the services offered by Beyond Capital is Financial Planning, described below. This service may be provided as a stand-alone service, or may be coupled with ongoing portfolio management.

Financial Planning may include advice that addresses one or more areas of a client's financial situation, such as estate planning, risk management, budgeting and cash flow controls, retirement planning, education funding, and investment portfolio design and ongoing management. Depending on a client's particular situation, financial planning may include some or all of the following:

- Gathering factual information concerning the client's personal and financial situation;
- Assisting the client in establishing financial goals and objectives;
- Analyzing the client's present situation and anticipated future activities in light of the client's financial goals and objectives;
- Identifying problems foreseen in the accomplishment of these financial goals and objectives and offering alternative solutions to the problems;
- Making recommendations to help achieve retirement plan goals and objectives.
- Designing an investment portfolio to help meet the goals and objectives of the client;
- Providing estate planning;
- Assessing risk and reviewing basic health, life and disability insurance needs; or
- Reviewing goals and objectives and measuring progress toward these goals.

Once Financial Planning advice is given, the client may choose to have Beyond Capital implement the client's financial plan and manage the investment portfolio on an ongoing basis. However, the client is under no obligation to act upon any of the recommendations made by Beyond Capital

under a Financial Planning engagement and/or engage the services of any recommended professional.

### Portfolio Management

As described above, at the beginning of a client relationship, Beyond Capital meets with the client, gathers information and performs research and analysis as necessary to develop the client's Investment Plan. The Investment Plan will be updated from time to time when requested by the client, or when determined to be necessary or advisable by Beyond Capital based on updates to the client's financial or other circumstances.

To implement the client's Investment Plan, Beyond Capital will manage the client's investment portfolio on a non-discretionary basis. In such situations, clients must be contacted prior to the execution of any trade in the account(s) under management. This may result in a delay in executing recommended trades, which could adversely affect the performance of the portfolio. This delay also normally means the affected account(s) will not be able to participate in block trades, a practice designed to enhance the execution quality, timing and/or cost for all accounts included in the block. In a non-discretionary arrangement, the client retains the responsibility for the final decision on all actions taken with respect to the portfolio.

Notwithstanding the foregoing, clients may impose certain written restrictions on Beyond Capital in the management of their investment portfolios, such as prohibiting the inclusion of certain types of investments (e.g., "sin stocks") in an investment portfolio or prohibiting the sale of certain investments held in the account at the commencement of the relationship. Each client should note, however, that restrictions imposed by a client may adversely affect the composition and performance of the client's investment portfolios. Each client should also note that his or her investment portfolio is treated individually by giving consideration to each purchase or sale for the client's account. For these and other reasons, performance of client investment portfolios within the same investment objectives, goals and/or risk tolerance may differ and clients should not expect that the composition or performance of their investment portfolios would necessarily be consistent with similar clients of Beyond Capital.

### Separate Account Managers

When appropriate and in accordance with the Investment Plan for a client, Beyond Capital may utilize one or more Separate Account Managers, each a "Manager". Having access to various Managers offers a wide variety of manager styles, and offers clients the opportunity to utilize more than one Manager if necessary to meet the needs and investment objectives of the client. Beyond Capital will usually select the Manager(s) it deems most appropriate for the client. Factors that Beyond Capital considers in recommending/selecting Managers generally includes the client's stated investment objective(s), management style, performance, risk level, reputation, financial strength, reporting, pricing, and research.

The Manager(s) will be granted discretionary trading authority to provide investment supervisory services for the portfolio, but Beyond Capital does not retain the authority to terminate the Manager's relationship or to add new Managers without specific client consent.

With respect to assets managed by a Manager, Beyond Capital's role will be to monitor the overall financial situation of the client, to monitor the investment approach and performance of the Manager(s), and to assist the client in understanding the investments of the portfolio.

Additionally, certain Managers may impose more restrictive account requirements than Beyond Capital, and billing practices may vary. In such instances, Beyond Capital may be required to alter

its corresponding account requirements and/or billing practices to accommodate those of the Manager(s).

Beyond Capital has chosen the Managed Account Marketplace Program ("Marketplace Program") sponsored by Charles Schwab & Co, Inc. ("Schwab") for this purpose. The Marketplace Program offers a wide variety of Sub-Manager styles, and offers clients the opportunity to utilize more than one Sub-Manager if necessary to meet the needs and investment objectives of the client. Please see below for a description of the Program, followed by an explanation of the applicable fee structures.

### ***Managed Account Marketplace ("Marketplace")***

Marketplace provides firms like Beyond Capital with a selection of Managers with various management styles from which to choose on behalf of client accounts. Each Manager selected will normally enter into a Sub-Advisory agreement with Beyond Capital, which gives Beyond Capital the sole discretion to retain or dismiss any Manager on behalf of any client account. In some cases, the client may enter into a direct contract with the Sub-Advisor.

Under this arrangement, Schwab will collect both its brokerage fees and those of the selected Manager(s). These fees will be assessed and deducted from the client accounts monthly in arrears. In addition, Beyond Capital's annual fee of 1.0% will be assessed quarterly in advance. Under certain circumstances, in the sole discretion of Beyond Capital, its fees may be negotiated.

### **Principal Owners**

T. Kenneth Watts, Jr. is the principal owner of Beyond Capital. Please see "**Brochure Supplement(s)**", Appendix A, for more information on Mr. Watts.

### **Type and Value of Assets Currently Managed**

As of March 22, 2011, Beyond Capital managed no assets on a discretionary basis, and \$45,974,483 of assets on a non-discretionary basis.

### ***Fees and Compensation***

#### **General Fee Information**

Fees paid to Beyond Capital are exclusive of all custodial and transaction costs paid to the client's custodian, brokers or other third party consultants. Fees paid to Beyond Capital are also separate and distinct from the fees and expenses charged by mutual funds, ETFs (exchange traded funds) or other investment pools to their shareholders (generally including a management fee and fund expenses, as described in each fund's prospectus or offering materials). The client should review all fees charged by funds, brokers, Beyond Capital and others to fully understand the total amount of fees paid by the client for investment and financial-related services.

#### **Financial Planning Fees**

From time to time Beyond Capital is asked to provide a formal financial plan to clients. The fee for Financial Planning is negotiated at the time of the engagement, and is no more than \$1,500 per year.

#### **Portfolio Management Fees**

The annual fee schedule, based on a percentage of assets under management, is as follows:

First \$1,000,000	1.25%
Next \$1,000,000	1.00%
Balance above \$2,000,000	Negotiable

Beyond Capital may, at its discretion, make exceptions to the foregoing or negotiate special fee arrangements where Beyond Capital deems it appropriate under the circumstances.

Portfolio management fees are generally payable quarterly, in advance. If management begins after the start of a quarter, fees will be prorated accordingly. Fees are normally debited directly from client account(s), unless other arrangements are made.

Either Beyond Capital or the client may terminate their Investment Management Agreement at any time, subject to any written notice requirements in the agreement. In the event of termination, any paid but unearned fees will be promptly refunded to the client, and any fees due to Beyond Capital from the client will be invoiced or deducted from the client's account prior to termination.

#### Separate Account Manager Fees

The wrap fee will be charged in addition to Beyond Capital's fee.

#### Other Compensation

Kenneth Watts, principal of Beyond Capital, is also licensed to sell insurance products and may receive some related compensation. Clients are notified in advance of any such payments.

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

Beyond Capital does not have any performance-based fee arrangements.

#### ***Types of Clients***

Beyond Capital serves individuals, corporations, trusts, estates. There is no minimum portfolio size. And Beyond Capital does not have a minimum annual fee for Portfolio Management Services.

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

##### Methods of Analysis

In accordance with the Investment Plan, Beyond Capital will primarily invest in mutual funds, common stocks and ETF's for client accounts.

Mutual funds and ETFs are generally evaluated and selected based on a variety of factors, including, without limitation, past performance, fee structure, portfolio manager, fund sponsor, overall ratings for safety and returns, and other factors.

In making selections of individual stocks for client portfolios, Beyond Capital generally uses fundamental analysis. This type of analysis involves review of the business and financial information about an issuer. Without limitation, the following factors generally will be considered:

- Financial strength ratios;
- Price-to-earnings ratios;
- Dividend yields; and
- Growth rate-to-price earnings ratios

Beyond Capital may also incorporate other methods of analysis, such as cyclical analysis, which is a type of technical analysis that involves evaluating recurring price patterns and trends.

### Investment Strategies:

Beyond Capital's strategic approach is to invest each portfolio in accordance with the Plan that has been developed specifically for each client. This means that the following strategies may be used in varying combinations over time for a given client, depending upon the client's individual circumstances.

Long Term Purchases – securities purchased with the expectation that the value of those securities will grow over a relatively long period of time, generally greater than one year.

Short Term Purchases – securities purchased with the expectation that they will be sold within a relatively short period of time, generally less than one year, to take advantage of the securities' short term price fluctuations.

Short Sales – a securities transaction in which an investor sells securities he or she borrowed in anticipation of a price decline. The investor is then required to return an equal number of shares at some point in the future. A short seller will profit if the stock goes down in price.

Margin Transactions – a securities transaction in which an investor borrows money to purchase a security, in which case the security serves as collateral on the loan.

Options Trading/Writing: a securities transaction that involves buying or selling (writing) an option. If you write an option, and the buyer exercises the option, you are obligated to purchase or deliver a specified number of shares at a specified price at the exercise of the option regardless of the market value of the security at expiration of the option. Buying an option gives you the right to purchase or sell a specified number of shares at a specified price until the date of expiration of the option regardless of the market value of the security at expiration of the option.

### Risk of Loss

While Beyond Capital seeks to diversify clients' investment portfolios across various asset classes consistent with their Investment Plans in an effort to reduce risk of loss, all investment portfolios are subject to risks. Accordingly, there can be no assurance that client investment portfolios will be able to fully meet their investment objectives and goals, or that investments will not lose money.

Below is a description of several of the principal risks that client investment portfolios face.

*Management Risks.* While Beyond Capital manages client investment portfolios based on Beyond Capital's experience, research and proprietary methods, the value of client investment portfolios will change daily based on the performance of the underlying mutual funds and other securities in which they are invested. Accordingly, client investment portfolios are subject to the risk that Beyond Capital allocates assets to asset classes that are adversely affected by unanticipated market movements, and the risk that Beyond Capital's specific investment choices could underperform their relevant indexes.

*Risks of Investments in Mutual Funds, ETFs and Other Investment Pools.* As described above, Beyond Capital may invest client portfolios in mutual funds, ETFs and other investment pools ("pooled investment funds"). Investments in pooled investment funds are generally less risky than investing in individual securities because of their diversified portfolios; however, these investments are still

subject to risks associated with the markets in which they invest. In addition, pooled investment funds' success will be related to the skills of their particular managers and their performance in managing their funds. Pooled investment funds are also subject to risks due to regulatory restrictions applicable to registered investment companies under the Investment Company Act of 1940.

*Equity Market Risks.* Beyond Capital may invest portions of client assets directly into equity investments, primarily stocks, or into pooled investment funds that invest in the stock market. As noted above, while pooled investments have diversified portfolios that may make them less risky than investments in individual securities, funds that invest in stocks and other equity securities are nevertheless subject to the risks of the stock market. These risks include, without limitation, the risks that stock values will decline due to daily fluctuations in the markets, and that stock values will decline over longer periods (e.g., bear markets) due to general market declines in the stock prices for all companies, regardless of any individual security's prospects.

*Fixed Income Risks.* Beyond Capital may invest portions of client assets directly into fixed income instruments, such as bonds and notes, or may invest in pooled investment funds that invest in bonds and notes. While investing in fixed income instruments, either directly or through pooled investment funds, is generally less volatile than investing in stock (equity) markets, fixed income investments nevertheless are subject to risks. These risks include, without limitation, interest rate risks (risks that changes in interest rates will devalue the investments), credit risks (risks of default by borrowers), or maturity risk (risks that bonds or notes will change value from the time of issuance to maturity).

*Foreign Securities Risks.* Beyond Capital may invest portions of client assets into pooled investment funds that invest internationally. While foreign investments are important to the diversification of client investment portfolios, they carry risks that may be different from U.S. investments. For example, foreign investments may not be subject to uniform audit, financial reporting or disclosure standards, practices or requirements comparable to those found in the U.S. Foreign investments are also subject to foreign withholding taxes and the risk of adverse changes in investment or exchange control regulations. Finally, foreign investments may involve currency risk, which is the risk that the value of the foreign security will decrease due to changes in the relative value of the U.S. dollar and the security's underlying foreign currency.

### ***Disciplinary Information***

Beyond Capital has no disciplinary event to report.

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

Neither Beyond Capital nor its Management Person has any other financial industry activities or affiliations to report.

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

#### **Code of Ethics and Personal Trading**

Beyond Capital has adopted a Code of Ethics ("the Code"), the full text of which is available to you upon request. Beyond Capital's Code has several goals. First, the Code is designed to assist Beyond Capital in complying with applicable laws and regulations governing its investment advisory business. Under the Investment Advisers Act of 1940, Beyond Capital owes fiduciary duties to its clients. Pursuant to these fiduciary duties, the Code requires Beyond Capital associated persons to

act with honesty, good faith and fair dealing in working with clients. In addition, the Code prohibits associated persons from trading or otherwise acting on insider information.

Next, the Code sets forth guidelines for professional standards for Beyond Capital's associated persons (managers, officers and employees). Under the Code's Professional Standards, Beyond Capital expects its associated persons to put the interests of its clients first, ahead of personal interests. In this regard, Beyond Capital associated persons are not to take inappropriate advantage of their positions in relation to Beyond Capital clients.

Third, the Code sets forth policies and procedures to monitor and review the personal trading activities of associated persons. From time to time Beyond Capital's associated persons may invest in the same securities recommended to clients. Under its Code, Beyond Capital has adopted procedures designed to reduce or eliminate conflicts of interest that this could potentially cause. The Code's personal trading policies include procedures for limitations on personal securities transactions of associated persons, reporting and review of such trading and pre-clearance of certain types of personal trading activities. These policies are designed to discourage and prohibit personal trading that would disadvantage clients. The Code also provides for disciplinary action as appropriate for violations.

#### Participation or Interest in Client Transactions

Because associated persons may invest in the same securities as those purchased in client accounts, Beyond Capital has established a policy requiring its associated persons to pre-clear transactions in these securities with the Chief Compliance Officer. The goal of this policy is to avoid any conflict of interest that may present itself in these situations. Certain securities, such as CD's, treasury obligations and open-end mutual funds are exempt from this pre-clearance requirement. However, in the event of other identified potential trading conflicts of interest, Beyond Capital's goal is to place client interests first.

Consistent with the foregoing, Beyond Capital maintains policies regarding participation in initial public offerings (IPOs) and private placements in order to comply with applicable laws and avoid conflicts with client transactions. If a Beyond Capital associated person wishes to participate in an IPO or invest in a private placement, he or she must submit a pre-clearance request and obtain the approval of the Chief Compliance Officer. If associated persons trade with client accounts (e.g., in a bundled or aggregated trade), and the trade is not filled in its entirety, the associated person's shares will be removed from the block, and the balance of shares will be allocated among client accounts in accordance with Beyond Capital's written policy.

#### ***Brokerage Practices***

##### Best Execution and Benefits of Brokerage Selection

When given discretion to select the brokerage firm that will execute orders in client accounts, Beyond Capital seeks "best execution" for client trades, which is a combination of a number of factors, including, without limitation, quality of execution, services provided and commission rates. Therefore, Beyond Capital may use or recommend the use of brokers who do not charge the lowest available commission in the recognition of research and securities transaction services, or quality of execution. Research services received with transactions may include proprietary or third party research (or any combination), and may be used in servicing any or all of Beyond Capital's clients. Therefore, research services received may not be used for the account for which the particular transaction was effected.



Beyond Capital participates in Schwab's Institutional ("SI") service program. While there is no direct link between the investment advice Beyond Capital provides and participation in the SI program, Beyond Capital receives certain economic benefits from the SI program. These benefits may include software and other technology that provides access to client account data (such as trade confirmations and account statements), facilitates trade execution (and allocation of aggregated orders for multiple client accounts), provides research, pricing information and other market data, facilitates the payment of Beyond Capital's fees from its clients' accounts, and assists with back-office functions, recordkeeping and client reporting. Many of these services may be used to service all or a substantial number of Beyond Capital's accounts, including accounts not held at Schwab. Schwab may also make available to Beyond Capital other services intended to help Beyond Capital manage and further develop its business. These services may include consulting, publications and conferences on practice management, information technology, business succession, regulatory compliance and marketing. In addition, Schwab may make available, arrange and/or pay for these types of services to be rendered to Beyond Capital by independent third parties. Schwab may discount or waive fees it would otherwise charge for some of these services, pay all or a part of the fees of a third-party providing these services to Beyond Capital, and/or Schwab may pay for travel expenses relating to participation in such training. Finally, participation in SI provides Beyond Capital with access to mutual funds which normally require significantly higher minimum initial investments or are normally available only to institutional investors.

The benefits received through participation in the SI program do not necessarily depend upon the proportion of transactions directed to Schwab. The benefits are received by Beyond Capital, in part because of commission revenue generated for Schwab by Beyond Capital's clients. This means that the investment activity in client accounts is beneficial to Beyond Capital, because Schwab does not assess a fee to Beyond Capital for these services. This creates an incentive for Beyond Capital to continue to recommend Schwab to its clients. While it may be possible to obtain similar custodial, execution and other services elsewhere at a lower cost, Beyond Capital believes that Schwab provides an excellent combination of these services.

#### Directed Brokerage

Clients may direct Beyond Capital to use a particular broker for custodial or transaction services on behalf of the client's portfolio. In directed brokerage arrangements, the client is responsible for negotiating the commission rates and other fees to be paid to the broker. Accordingly, a client who directs brokerage should consider whether such designation may result in certain costs or disadvantages to the client, either because the client may pay higher commissions or obtain less favorable execution, or the designation limits the investment options available to the client.

The arrangement that Beyond Capital has with Schwab is designed to maximize efficiency and to be cost effective. By directing brokerage arrangements, the client acknowledges that these economies of scale and levels of efficiency are generally compromised when alternative brokers are used. While every effort is made to treat clients fairly over time, the fact that a client chooses to use the brokerage and/or custodial services of these alternative service providers may in fact result in a certain degree of delay in executing trades for their account(s) and otherwise adversely affect management of their account(s).

By directing Beyond Capital to use a specific broker or dealer, clients who are subject to ERISA confirm and agree with Beyond Capital that they have the authority to make the direction, that there are no provisions in any client or plan document which are inconsistent with the direction, that the brokerage and other goods and services provided by the broker or dealer through the brokerage transactions are provided solely to and for the benefit of the client's plan, plan

participants and their beneficiaries, that the amount paid for the brokerage and other services have been determined by the client and the plan to be reasonable, that any expenses paid by the broker on behalf of the plan are expenses that the plan would otherwise be obligated to pay, and that the specific broker or dealer is not a party in interest of the client or the plan as defined under applicable ERISA regulations.

#### Aggregated Trade Policy

Beyond Capital typically directs trading in individual client accounts as and when trades are appropriate based on the client's Investment Plan, without regard to activity in other client accounts. However from time to time Beyond Capital may aggregate trades together for multiple client accounts, most often when these accounts are being directed to sell the same securities at the same time. If such an aggregated trade is not completely filled, Beyond Capital will allocate shares received (in an aggregated purchase) or sold (in an aggregated sale) across participating accounts on a pro rata or other fair basis; provided, however, that any participating accounts that are owned by Beyond Capital or its officers, directors, or employees will be excluded first.

#### ***Review of Accounts***

Managed portfolios are reviewed at least quarterly, but may be reviewed more often if requested by the client, upon receipt of information material to the management of the portfolio, or at any time such review is deemed necessary or advisable by Beyond Capital. Kenny Watts and Derek Glicco, Beyond Capital's Managing Members, review all accounts.

For those clients to whom Beyond Capital provides separate financial planning and/or consulting services, reviews are conducted on an as needed or agreed upon basis. Such reviews are conducted by one of Beyond Capital's investment adviser representatives or principals.

Account custodians are responsible for providing monthly or quarterly account statements which reflect the positions (and current pricing) in each account as well as transactions in each account, including fees paid from an account. Account custodians also provide prompt confirmation of all trading activity, and year-end tax statements, such as 1099 forms. In addition, Beyond Capital provides at least an annual report for each managed portfolio. This written report normally includes a summary of portfolio holdings and performance results. Additional reports are available at the request of the client.

#### ***Client Referrals and Other Compensation***

As noted above, Beyond Capital may receive some benefits from Schwab based on the amount of client assets held at Schwab. Please see ***"Brokerage Practices"*** for more information. However, neither Schwab nor any other party is paid to refer clients to Beyond Capital.

#### ***Custody***

Schwab is the custodian of nearly all client accounts at Beyond Capital. From time to time however, clients may select an alternate broker to hold accounts in custody. In any case, it is the custodian's responsibility to provide clients with confirmations of trading activity, tax forms and at least quarterly account statements. Clients are advised to review this information carefully, and to notify Beyond Capital of any questions or concerns. Clients are also asked to promptly notify Beyond Capital if the custodian fails to provide statements on each account held.

From time to time and in accordance with Beyond Capital's agreement with clients, Beyond Capital will provide additional reports. The account balances reflected on these reports should be compared to the balances shown on the brokerage statements to ensure accuracy. At times there may be small differences due to the timing of dividend reporting and pending trades.

### ***Investment Discretion***

As described above under "***Advisory Business***", Beyond Capital manages portfolios on a non-discretionary basis. The client generally executes a Limited Power of Attorney ("LPOA"), which allows Beyond Capital to carry out trade recommendations and approved actions in the portfolio. However, in accordance with the investment advisory agreement between Beyond Capital and the client, Beyond Capital does not implement trading recommendations or other actions in the account unless and until the client has approved the recommendation or action. In addition, clients may limit the terms of the LPOA, subject to Beyond Capital's agreement with the client and the requirements of the client's custodian.

### ***Voting Client Securities***

As a policy and in accordance with Beyond Capital's client agreement, Beyond Capital does not vote proxies related to securities held in client accounts. The custodian of the account will normally provide proxy materials directly to the client. Clients may contact Beyond Capital with questions relating to proxy procedures and proposals; however, Beyond Capital generally does not research particular proxy proposals.

### ***Financial Information***

Beyond Capital does not require nor solicit prepayment of more than \$1,200 in fees per client, six months or more in advance, and therefore has no required disclosure for this item.

**Brochure Supplement for**

**T. Kenneth Watts, Jr.**

**of**

**Beyond Capital Financial Management Group, Inc.**

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March 31, 2011

This brochure supplement provides information about Kenny Watts, and supplements the Beyond Capital Financial Management Group, Inc. ("Beyond Capital") brochure. You should have received a copy of that brochure. Please contact Beyond Capital at (601) 693-3007 if you did not receive Beyond Capital's brochure, or if you have any questions about the contents of this supplement.

Additional information about Kenny Watts is available on the SEC's website at  
**[www.AdviserInfo.sec.gov](http://www.AdviserInfo.sec.gov)**.

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***Educational Background and Business Experience***

T. Kenneth Watts, Jr. (year of birth 1957) is President of Beyond Capital Financial Management Group, Inc. For 20 years, Kenny Watts served the life insurance and investment needs of his clients at firms in Meridian, Mississippi. From 1990-1992, Kenny worked for AXA Equitable Life Insurance at J. Brock O'Leary & Associates in Meridian, he then spent the next twelve years working for Merrill Lynch at Pierce, Fenner & Smith. From 2003 to 2009, he was the branch manager and then financial advisor at UBS Financial Services Inc. before founding Beyond Capital in 2009.

Kenny is a 1979 graduate of the University of Mississippi, with a Bachelor of Arts Degree, and has spent much of his career in community service as well as professional development. He is a member of Meridian Main Street, founded as the Alliance for Downtown Meridian; and served as president of the Downtown Association. He is a member of the Rotary Club, and served on the Capital Campaign Committee for the State Games of Mississippi. Kenny was recently inducted as a board member of the Salvation Army in Lauderdale County.

Kenny is also passionate about his hobbies. He is an avid fisherman, and spent 14 years coaching youth soccer teams.

***Disciplinary Information***

There is no disciplinary information to report regarding Kenny.

***Other Business Activities***

Kenny is licensed to sell insurance products and may receive some related compensation. Clients are notified in advance of any such payments.

Other than selling insurance products, Kenny is not engaged in any other investment-related business or occupation, and does not earn compensation for the sale of any other products or services.

***Additional Compensation***

As stated above, Kenny has no other income or compensation to disclose.

***Supervision***

As President of Beyond Capital, Kenny, supervises all duties and activities of the firm. His contact information is on the cover page of this disclosure document.