

Berman Hopkins Retirement Solutions, LLC

Firm Brochure - Form ADV Part 2A

This brochure provides information about the qualifications and business practices of Berman Hopkins Retirement Solutions, LLC. If you have any questions about the contents of this brochure, please contact us at (518) 362-2119 or by email at: jeff@directretirement.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 Berman Hopkins Retirement Solutions, LLC is also available on the SEC's website at www.adviserinfo.sec.gov. Berman Hopkins Retirement Solutions, LLC's CRD number is: 164396

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

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Item 2: Material Changes

Berman Hopkins Retirement Solutions, LLC has not yet filed an annual updating amendment using the Form ADV Part 2A. Therefore there are no material changes to report.

Item 3: Table of Contents

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Item 4: Advisory Business

A. Description of the Advisory Firm

Berman Hopkins Retirement Solutions, LLC is a Limited Liability Company organized in the state of Florida. The firm was formed April of 2012, and the principal owners are Jeffrey Scott Bennett and Thomas Santa Barbara.

B. Types of Advisory Services

Berman Hopkins Retirement Solutions, LLC (hereinafter "BHRS") offers the following services to advisory clients:

Pension and Profit Sharing Consulting Services

Pension & Profit Sharing Non-Discretionary Investment Consulting and Plan Management Services (ERISA 3(21))

Comprehensive Plan Management

BHRS maintains oversight of all service providers including third party administrator, record-keeper, investment managers, etc. If necessary, BHRS leads the search for new service providers. BHRS consults on plan design, compliance matters and testing.

Development of an Investment Policy Statement ("IPS")

Based upon consultation with the client to ascertain investment objectives, policies, constraints, and restrictions, BHRS assists in developing an IPS that is consistent with the requirements of ERISA. The IPS will include the criteria for the selection of investment vehicles and the procedures and timing intervals for monitoring of investment performance.

Investment Recommendations

BHRS provides investment recommendations that are consistent with the adopted IPS. BHRS's recommendations may be implemented, at the client's sole discretion, with the professional adviser(s) of their choosing (including your broker, accountant, attorney, etc.) BHRS provides investment advice only with respect to limited types of investments including mutual funds, collective investment funds and money market funds.

Monitor Performance

BHRS monitors the investment vehicles chosen by the client in accordance with the IPS, and will conduct formal reviews on a quarterly basis (or at other intervals specified in the IPS).

Fiduciary Governance / Stewardship

BHRS offers assistance in formalizing a retirement plan committee, develop a “best practices” program, train committee members on their fiduciary responsibilities and monitor and benchmark service provider fees on an annual basis.

Participant Education Services

BHRS provides educational support and investment workshops for Plan participants, in the form of in-person group sessions and printed education materials (which may include posters, payroll stuffers, and emails) to participants in the Plan, advising them of the investment options under the Plan. In addition BHRS will provide participants information regarding Plan benefits, features, and investment options.

Participant Investment Advisory Services

BHRS meets individually with those participants who desire assistance in constructing a participant directed portfolio under the Plan. Any investment advice so provided will be based on generally accepted investment theories that take into account the historic risks and returns of different asset classes over defined periods of time and other considerations, such as to the extent furnished by a plan, participant or beneficiary, information relating to age, time horizons (e.g., life expectancy, retirement age), risk tolerance, current investments in designated investment options, other assets or sources of income, and investment preferences of the participant or beneficiary. Such services will not include ongoing monitoring or rebalancing of a participant’s portfolio. BHRS will not receive, directly or indirectly, any fee or other compensation (including commissions, salary, bonuses, awards, promotions, or other things of value) that is based in whole or in part on a participant's selection of an investment option.

Pension & Profit Sharing Discretionary Investment Consulting and Plan Management Services (ERISA 3(38))

Comprehensive Plan Management

BHRS maintains oversight of all service providers including third party administrator, record-keeper, mutual fund managers, etc. If necessary, BHRS leads the search for new service providers. BHRS consult on plan design, compliance matters and testing.

Development of an Investment Policy Statement ("IPS")

Based upon consultation with the client to ascertain investment objectives, policies, constraints, and restrictions, we assist in developing an IPS that is consistent with the requirements of ERISA. The IPS will include the criteria for the selection of investment vehicles and the procedures and timing intervals for monitoring of investment performance.

Investment Management

BHRS will be the plan's discretionary investment manager. BHRS will select and monitor the investment vehicles and fund managers in accordance with the IPS as part of an ongoing process, and will report results to the client on a quarterly basis and at such other times as a client may request.

BHRS provides investment management only with respect to limited types of investments including mutual funds, collective investment funds and money market funds. All investment decisions will be implemented through the client's third party administrator and custodian.

Monitor Performance

BHRS monitors the investment vehicles chosen by the client in accordance with the IPS, and will conduct formal reviews on a quarterly basis (or at other intervals specified in the IPS).

Fiduciary Governance / Stewardship

BHRS offers assistance in formalizing a retirement plan committee, develop a "best practices" program, train committee members on their fiduciary responsibilities and monitor and benchmark service provider fees on an annual basis.

Participant Education Services

BHRS provides educational support and investment workshops for Plan participants, in the form of in-person group sessions and printed education materials (which may include posters, payroll stuffers, and emails) to participants in the Plan, advising them of the investment options under the Plan. In addition we will provide participants information regarding Plan benefits, features, and investment options.

Participant Investment Advisory Services

BHRS meets individually with those participants who desire assistance in constructing a participant directed portfolio under the Plan. Any investment advice so provided will be based on generally accepted investment theories that take into account the historic risks and returns of different asset classes over defined periods of time and other

considerations, such as to the extent furnished by a plan, participant or beneficiary, information relating to age, time horizons (e.g., life expectancy, retirement age), risk tolerance, current investments in designated investment options, other assets or sources of income, and investment preferences of the participant or beneficiary. Such services will not include ongoing monitoring or rebalancing of a participant's portfolio. BHRS will not receive, directly or indirectly, any fee or other compensation (including commissions, salary, bonuses, awards, promotions, or other things of value) that is based in whole or in part on a participant's selection of an investment option.

C. Client Tailored Services and Client Imposed Restrictions

After consulting with the client to attain investment objectives, policies, constraints, and restrictions, BHRS assists in developing an IPS that is consistent with the requirements of ERISA. The IPS will include the criteria for the selection of investment vehicles and the procedures and timing intervals for monitoring of investment performance.

Clients may not impose restrictions in investing in certain securities or types of securities in accordance with their values or beliefs.

D. Wrap Fee Programs

A wrap fee program is an investment program where the investor pays one stated fee that includes management fees, transaction costs, fund expenses, and any other administrative fees. BHRS does not participate in any wrap fee programs.

E. Amounts Under Management

BHRS is a newly formed investment advisory firm, as such; its current assets under management are not yet reported.

Item 5: Fees and Compensation

A. Fee Schedule

The specific manner in which fees are charged by BHRS is established in a client's written agreement with us.

BHRS offers its services for a fee, based upon assets under advisement, fixed fees or a combination of each. The fees generally range from 0.10% to 1.50% of the assets BHRS is advising on, depending on the size and type of plan and services to be provided. BHRS's annual fee shall be prorated and charged monthly, in arrears, based upon the market

value of the assets on the last day of the month services were provided. Accounts terminated during the month will be charged a prorated fee.

These fees are negotiable depending upon the needs of the client and complexity of the situation, and the final fee schedule is attached as Exhibit A of the Investment Advisory Contract. Fees are paid monthly in arrears, and clients may terminate their contracts with thirty days' written notice. Because fees are charged in arrears, no refund policy is necessary. Clients may terminate their accounts without penalty within 5 business days of signing the advisory contract. Advisory fees are withdrawn directly from the client's accounts with client written authorization.

B. Payment of Fees

A client may elect to be invoiced directly for the monthly fee. Alternatively, the client's written agreement with BHRS may authorize the Third Party Administrator or other Financial Institution to calculate and debit the client's account for the amount of our fee and to directly remit that fee to us in accordance with applicable custody rules. The custodian's utilized by the third party administrators recommended by BHRS LLC have agreed to send a statement to the client, at least quarterly, indicating all amounts disbursed from the account including the amount of advisory fees paid directly to BHRS.

C. Clients Are Responsible For Third Party Fees

Clients are responsible for the payment of all third party fees (i.e. custodian fees, brokerage fees, mutual fund fees, transaction fees, etc.). Those fees are separate and distinct from the fees and expenses charged by BHRS. Please see Item 12 of this brochure regarding broker/custodian.

D. Prepayment of Fees

BHRS collects its fees in arrears. It does not collect fees in advance.

E. Outside Compensation For the Sale of Securities to Clients

Neither BHRS nor its supervised persons accept any compensation for the sale of securities or other investment products, including asset-based sales charges or services fees from the sale of mutual funds.

Item 6: Performance-Based Fees and Side-By-Side Management

BHRS does not accept performance-based fees or other fees based on a share of capital gains on or capital appreciation of the assets of a client.

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Item 7: Types of Clients

BHRS provides investment advisory and consulting services to both ERISA and Non-ERISA corporate pension and profit-sharing plans.

Minimum Account Size

BHRS does not impose an account minimum for starting or maintaining an account. However, BHRS generally imposes a minimum monthly or annual fee for investment advisory services. In their sole discretion, BHRS may negotiate to waive our stated minimum fee or charge a lesser fee based upon certain criteria (i.e., anticipated future earning capacity, anticipated future additional assets, dollar amount of assets under advisement, related accounts, account composition, pre-existing client, account retention, pro bono activities).

Item 8: Methods of Analysis, Investment Strategies, and Risk of Investment Loss

A. Methods of Analysis and Investment Strategies

The primary methods of investing and purchasing securities by BHRS's clients is through regular payroll deduction as part of an employer sponsored retirement account as well as employer profit sharing contributions and rollovers from other accounts.

BHRS recommends a broadly diversified menu of investments to be offered to all participants in an Employer sponsored retirement account. Each participant can allocate their account balance as well as future contributions to the investment choices that are available from the investment menu. BHRS offers to assist participants in choosing an investment allocation that is appropriate for their risk tolerance.

Investing for retirement is typically limited to broadly diversified long term purchases which are expected to be held at least a year. Fundamental and technical methods of analysis are used to identify investments that are most appropriate for our clients.

Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

B. Material Risks Involved

Fundamental analysis concentrates on factors that determine a company's value and expected future earnings. This strategy would normally encourage equity purchases in stocks that are undervalued or priced below their perceived value. The risk assumed is that the market will fail to reach expectations of perceived value.

Technical analysis attempts to predict a future stock price or direction based on market trends. The assumption is that the market follows discernible patterns and if these patterns can be identified then a prediction can be made. The risk is that markets do not always follow patterns and relying solely on this method may not work long term.

Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

C. Risks of Specific Securities Utilized

BHRS generally seeks investment strategies that do not involve significant or unusual risk beyond that of the general domestic and/or international equity markets.

Any investment advice so provided will be based on generally accepted investment theories that take into account the historic risks and returns of different asset classes over defined periods of time and other considerations, such as to the extent furnished by a plan, participant or beneficiary, information relating to age, time horizons (e.g., life expectancy, retirement age), risk tolerance, current investments in designated investment options, other assets or sources of income, and investment preferences of the participant or beneficiary.

BHRS recommends primarily mutual funds. The risk associated with investing in mutual funds varies according to the strategies employed by each fund manager. The fund prospectus for each offered fund is made available to each potential investor and should be examined prior to investing to determine the risk characteristics of that fund.

Past performance is not a guarantee of future returns. Investing in securities involves a risk of loss that you, as a client, should be prepared to bear.

Item 9: Disciplinary Information

A. Criminal or Civil Actions

There are no criminal or civil actions to report.

B. Administrative Proceedings

There are no administrative proceedings to report.

C. Self-regulatory Organization (SRO) Proceedings

There are no self-regulatory organization proceedings to report.

Item 10: Other Financial Industry Activities and Affiliations

A. Registration as a Broker/Dealer or Broker/Dealer Representative

Neither BHRS nor its representatives are registered as or have pending applications to become a broker/dealer or as representatives of a broker/dealer.

B. Registration as a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor

Neither BHRS nor its representatives are registered as or have pending applications to become a Futures Commission Merchant, Commodity Pool Operator, or a Commodity Trading Advisor.

C. Registration Relationships Material to this Advisory Business and Possible Conflicts of Interests

Helen Carroll and Deborah Collins are currently retirement plan investment consultants with DR Advisory Services, LLC. Jeffrey S. Bennett and Thomas M. Santa Barbara are managing members of DR Advisory Services, LLC. BHRS is under common control with DR Advisory Services, LLC, a SEC Registered Investment Advisory Firm. Clients of BHRS will never be offered products or advice from DR Advisory Services, LLC. BHRS always acts in the best interest of the client.

D. Selection of Other Advisers or Managers and How This Adviser is Compensated for Those Selections

BHRS does not utilize nor select other advisers or third party managers. All assets are managed by BHRS management.

Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

A. Code of Ethics

Berman Hopkins Retirement Solutions, LLC has adopted a Code of Ethics for all supervised persons of the firm describing its high standard of business conduct, and fiduciary duty to its clients. The Code of Ethics includes provisions relating to the confidentiality of client information, a prohibition on insider trading, and personal securities trading procedures, among other things. All supervised persons at Berman Hopkins Retirement Solutions, LLC must acknowledge the terms of the Code of Ethics annually, or as amended.

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B. Recommendations Involving Material Financial Interests

BHRS does not recommend that clients buy or sell any security in which a related person to BHRS or BHRS has a material financial interest.

C. Investing Personal Money in the Same Securities as Clients

BHRS does not buy or sell securities on behalf of clients. BHRS will always document any transactions that could be construed as conflicts of interest.

D. Trading Securities At/Around the Same Time as Clients' Securities

BHRS does not buy or sell securities on behalf of clients. BHRS will always document any transactions that could be construed as conflicts of interest

Item 12: Brokerage Practices

A. Factors Used to Select Custodians and/or Broker/Dealers

BHRS does not recommend Custodian for client transactions to clients.

1. Research and Other Soft-Dollar Benefits

BHRS receives no research, product, or services other than execution from a broker-dealer or third-party in connection with client securities transactions ("soft dollar benefits").

2. Brokerage for Client Referrals

BHRS receives no referrals from a broker-dealer or third party in exchange for using that broker-dealer or third party.

3. Clients Directing Which Broker/Dealer/Custodian to Use

BHRS allows clients to coordinate and direct brokerage and custodians.

B. Aggregating (Block) Trading for Multiple Client Accounts

BHRS does not buy or sell securities on behalf of clients.

Item 13: Reviews of Accounts

A. Frequency and Nature of Periodic Reviews and Who Makes Those Reviews

Formal account reviews are conducted on a quarterly basis unless otherwise specified in the client agreement or IPS. Such reviews are conducted by the investment committee of BHRS which is made up of Jeffrey S. Bennett and Thomas M. Santa Barbara. BHRS will contact ongoing clients at least annually to review the previous services and/or recommendations and to discuss the impact resulting from any changes in the client's financial situation and/or investment objectives.

BHRS will provide quarterly reports to each client containing performance data and comparative metrics, such as fund category rankings, etc. In addition, clients are provided with regular account statements directly from the custodian.

B. Factors That Will Trigger a Non-Periodic Review of Client Accounts

Reviews may be triggered by material market, economic or political events.

C. Content and Frequency of Regular Reports Provided to Clients

Each client will receive at least quarterly from the custodian, a written report that details the client's account including assets held and asset value which will come from the custodian.

Item 14: Client Referrals and Other Compensation

A. Economic Benefits Provided by Third Parties for Advice Rendered to Clients (Includes Sales Awards or Other Prizes)

BHRS does not receive any economic benefit, directly or indirectly from any third party for advice rendered to BHRS clients.

B. Compensation to Non - Advisory Personnel for Client Referrals

BHRS does not directly or indirectly compensate any person who is not advisory personnel for client referrals.

Item 15: Custody

BHRS does not accept custody of client funds or securities. However, Clients should receive at least quarterly statements from the broker dealer, bank or other qualified custodian that holds and maintains client's investment assets. Clients are urged to carefully review such statements and compare such official custodial records to the account statements that we and/or the third-party administrator may provide to you. BHRS's statements or those from the third-party administrator may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

Item 16: Investment Discretion

BHRS may accept discretionary authority to manage securities accounts on behalf of clients. Clients who desire for BHRS to have discretionary authority must enter into an agreement granting discretionary authority. Clients may also be required to execute other documents as required by third party administrators, custodians, etc. before discretion can be exercised. Discretion is limited to the constraints outlined in the Investment Policy Statement.

Item 17: Voting Client Securities (Proxy Voting)

BHRS will not ask for, nor accept voting authority for client securities. Clients will receive proxies directly from the issuer of the security or the custodian. Clients should direct all proxy questions to the issuer of the security.

Item 18: Financial Information

A. Balance Sheet

BHRS does not require nor solicit prepayment of more than \$1,200 in fees per client, six months or more in advance and therefore does not need to include a balance sheet with this brochure.

B. Financial Conditions Reasonably Likely to Impair Ability to Meet Contractual Commitments to Clients

Neither BHRS nor its management have any financial conditions that are likely to reasonably impair our ability to meet contractual commitments to clients.

C. Bankruptcy Petitions in Previous Ten Years

BHRS has not been the subject of a bankruptcy petition in the last ten years.