

# **Beers Kight Financial Advisors, LLC**

## **Investment Adviser Brochure and Brochure Supplements**

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**This brochure and brochure supplements provide information about the qualifications and business practices of Beers Kight Financial Advisors, LLC, and about Val H. Beers and Barry T. Kight. If you have any questions about the contents of this brochure or brochure supplements, please contact Val Beers at 803-429-7183 or BeersFinancialLLC@sc.rr.com or Barry Kight at 803-787-2299 or bkight@sc.rr.com. The information in this brochure and brochure supplements has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority. Being “registered” as an investment adviser or investment adviser representative does not imply a certain level of skill or training.**

**Additional information about Beers Kight Financial Services, LLC, or Val H. Beers or Barry T. Kight also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

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## **Advisory Business**

Beers Kight Financial Advisors, LLC (“BKFA”) is a limited liability company organized in 2011 in South Carolina. BKFA is owned by Beers Financial, LLC, and McGregor Financial Advisors, LLC (MFA”). Val H. Beers and Barry T. Kight are managing members of BKFA. Mr. Beers is also BKFA’s chief compliance officer.

Through its investment adviser representatives, BKFA provides investment advisory services to clients. BKFA is a registered investment adviser resulting from the successions of Beers Financial and MFA. The purpose of this brochure and brochure supplements is to provide important information to clients and prospective clients about BKFA, its investment adviser representatives, and the investment advisory services that they provide.

BKFA provides portfolio management services, pension consulting services, and personalized financial planning for wide range of entities including individuals, businesses, retirement plans, trusts, estates, and charitable organizations.

### **Portfolio Management Services**

BKFA provides regular and continuous advice to clients regarding the investment of client funds based on the individual needs of each client. Through personal discussions in which goals and objectives based on a client’s particular circumstances are established, BKFA develops a client’s personal investment policy and creates and manages a securities portfolio based on that policy. During the data-gathering process, BKFA determines the client’s individual objectives, time horizons, risk tolerance, and liquidity needs. As appropriate, BKFA reviews and discusses a client’s prior investment history, family composition, and family background.

As part of its portfolio management service, BKFA recommends stocks, bonds, mutual funds, and other securities in a client’s account. BKFA places orders for the execution of these transactions through one or more broker-dealers.

BKFA performs these portfolio management services on a discretionary basis, meaning that BKFA has the authority to decide which securities to purchase and sell for the client.

Clients may impose reasonable restrictions on investing in certain securities, types of securities, or industry sectors by providing such notice in writing to BKFA.

### **Pension Consulting Services**

BKFA provides separately or in combination several advisory services regarding pension plans. The primary clients for services are pension, profit sharing, and 401(k) plans, but BKFA also provides these services to individuals, trusts, estates, and charitable organizations. These pension consulting services include four distinct services as follows:

1. Investment Policy Statement Preparation (“IPS”) – BKFA meets with the client to determine an appropriate investment strategy that reflects the plan sponsor’s stated investment objectives for management of the overall plan. BKFA then prepares a written IPS detailing those needs and goals, including an encompassing policy under which these goals are to be achieved. The IPS also lists the criteria for selection of investment vehicles as well as the procedures and timing interval for monitoring of investments performance.
2. Selection of Investment Vehicles – BKFA assists plan sponsors in constructing appropriate asset allocation models. BKFA then reviews various mutual funds to determine which investments are appropriate to implement the client’s IPS. The number of investments to be recommended will be determined by the client, based on the IPS.
3. Monitoring of Investment Performance – BKFA continually monitors client investments based on the procedures and timing intervals delineated in the IPS. Although BKFA is not involved in any way in the purchase or sale of these investments, BKFA supervises the client’s portfolio and makes recommendations to the client as market factors and each client’s needs dictate.
4. Employee Communication – For clients with pension, profit sharing, and 401(k) plans and with individual plan participants who exercise control over assets in their own account, BKFA provides educational support and investment workshops designed for the plan participants. The nature of the topics to be covered will be determined by BKFA and the client under applicable ERISA guidelines. The educational support and investment workshops will not provide plan participants with individualized, tailored investment advice or individualized, tailored asset allocation recommendations.

### Financial Planning Services

BKFA provides financial planning services in two primary ways. First, BKFA can provide a comprehensive evaluation of a client’s current and future financial situation resulting in a written financial plan. Second, BKFA can give advice to clients on securities or non-securities topics that may include tax and budgetary planning, estate planning, insurance, and business planning.

Regarding the comprehensive evaluation, BKFA will provide to the client a written report which provides the client with a detailed financial plan designed to assist that client in achieving his or her financial goals and objectives. To prepare this financial plan, BKFA and each client may address the following areas: personal and familial matters, tax considerations, current and future cash flows, investment alternatives, insurance needs, retirement strategies, and estate planning considerations. To address these areas, BKFA gathers the following information, as necessary, through in-depth personal interviews and a questionnaire completed by the client: the client’s current financial status, tax status, goals, objectives regarding investments returns,

and risk tolerance. BKFA carefully reviews documents supplied by the client and then prepares the personalized, written financial plan. If the client chooses to implement the recommendations in the plan, BKFA suggests that the client work closely with the appropriate financial, legal, and accounting professionals.

### Managing Client Assets

As of December 31, 2018, BKFA managed on a discretionary basis approximately \$143,003,993 in client assets.

## **Fees and Compensation**

### Compensation for Portfolio Management Services

BKFA's fees for portfolio management services are based on a fixed fee or a percentage of assets under management. BKFA and each client will agree to the method used, which will be stated in the investment advisory agreement.

When BKFA's fee is based on a percentage of assets under management, the following maximum fee schedule applies:

<u>Assets Under Management</u>	<u>Annual Fee</u>
First \$250,000	1.50%
\$250,001 - \$500,000	1.25%
\$500,001 - \$750,000	1.00%
\$750,001 - \$1,000,000	0.75%
Over \$1,000,000	0.55%

BKFA's fees for portfolio management services are negotiable. BKFA considers client facts, circumstances, and needs in determining the fees to be charged. Some of the considered circumstances include the complexity of the client, the amount of assets to currently be placed under management with BKFA, the amount of assets that may in the future be placed under management with BKFA, related accounts, portfolio style, account composition, and reports. The actual annual fee schedule will be identified on the investment advisory agreement between BKFA and each client.

BKFA generally manages securities portfolios with a minimum value of \$300,000 and generally charges a minimum annual fee of \$3,000; however, these minimums are negotiable. Some pre-existing clients may be subject to other minimum account requirements and advisory fees that were in effect at the time the client entered into the advisory relationship.

### Compensation for Pension Consulting Services

BKFA's maximum fees for pension consulting services are based on a percentage of assets under management according to the following general schedule:

<u>Assets Under Management</u>	<u>Annual Fee</u>
First \$250,000	1.50%
\$250,001 - \$500,000	1.25%
\$500,001 - \$750,000	1.00%
\$750,001 - \$1,000,000	0.75%
\$1,000,001 - \$2,000,000	0.55%
Over \$2,000,001	0.50%

The fees charged by BKFA for pension consulting services are negotiable. BKFA may charge some client additional fees based on complexity. A total minimum fee of \$5,000 is normally required, but it can be negotiated.

### Compensation for Financial Planning Services

BKFA's fees for financial planning services are determined based on the nature of the services to be provided and the complexity of each client's circumstances. All fees are agreed upon and identified in a written investment advisory agreement with each client. Some financial planning services are charged on an hourly-rate basis and others on a fixed-fee basis.

Fees on an hourly-rate basis are calculated and charged based on the actual number of hours worked at an hourly rate ranging from \$100 to \$150 per hour. Although the length of time it will take BKFA to provide a financial plan will depend on each client's personal situation, BKFA will provide to the client an estimate of the total hours at the start of the advisory relationship.

Fixed fees generally range from \$600 to \$1,400; however, fixed fees may exceed these amounts depending on the specific arrangement reached with the client and the complexity of the plan.

### How Clients Pay Investment Advisory Fees

BKFA directly deducts its advisory fees for portfolio management services and pension consulting services from each client's account. BKFA prorates the annual fee and deducts it quarterly from client accounts. Some clients pay this fee in arrears, while others pay it in advance. The manner and time when the fee is paid is stated in the written investment advisory agreement.

For one-time financial planning services, BKFA may request a retainer upon completion of its fact-finding session with the client; however, BKFA will not accept an advance payment over \$1,200 for work that will not be completed within six months. The balance is due

upon completion of the plan. For ongoing financial planning services, BKFA bills quarterly in advance based on its total estimated financial planning fees.

#### Other Types of Fees and Expenses Clients May Pay

Other than the advisory fees paid to BKFA, clients pay other fees and expenses, such as brokerage and other transaction costs, custodial fees, and mutual fund expenses. Expenses charged by mutual funds are described in the applicable fund prospectus and may include payment to the manager of the mutual fund or other fund expenses. See the section titled “Brokerage Practices” for additional information.

Additionally, clients may incur costs to implement financial planning recommendations, including, but not limited to, legal fees and insurance premiums. These costs are not paid to BKFA, and clients incur these costs only if the client chooses to implement the recommended financial plan and implementation of that financial plan requires the use of outside professionals like an attorney or an insurance agent.

#### Payment of Investment Advisory Fees In Advance

Some clients pay their fee for portfolio management services and pension consulting services quarterly in advance. If the advisory agreement is terminated during a quarter, the client will be entitled to a refund of prepaid advisory fees in proportion to the number of days remaining in the quarter after termination to the total number of days in the quarter. Fees for financial planning are determined on a project by project basis depending on the nature of the services to be provided. If a client pays a financial planning fee based on the number of hours to be worked in advance and those hours are not worked before the contract is terminated, BKFA will refund the portion of the fee for hours not worked. Otherwise, financial planning fees paid in advance are generally not refundable unless the fee paid is deemed to be unreasonable.

#### No Other Compensation

Neither BKFA nor its investment adviser representatives accept compensation for the sale of securities or other investment products, including asset-based sales charges or service fees from the sale of mutual funds.

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

Neither BKFA nor its investment adviser representatives accept performance-based fees. They also do not manage both accounts that are charged a performance-based fee and accounts that are charged another type of fee.

## **Types of Clients**

BKFA provides investment advisory services to individuals, pension and profit sharing plans, trusts, estates, charitable organizations, corporations, and other business entities.

As disclosed above, BKFA has a \$300,000 minimum account value and a \$3,000 minimum annual fee for portfolio management services; however, these minimums are negotiable. BKFA also charges a minimum annual fee of \$5,000 for pension consulting services, but this minimum is also negotiable.

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

Investing in securities involves risk of loss that clients should be prepared to bear. Although BKFA uses certain methods of analysis and investment strategies intended to reduce that risk, these methods of analysis and investment strategies cannot eliminate the risk of loss.

### Methods of Analysis

BKFA uses the following methods to analyze securities: fundamental, technical, and mutual fund/exchange-traded fund (“ETF”) analysis. The main sources of information used by BKFA include research materials prepared by others.

Regarding fundamental analysis, BKFA attempts to measure the intrinsic value of a security by looking at economic and financial factors to determine if the company is underpriced or overpriced. The risk of fundamental analysis is that it does not attempt to anticipate market movements and the market value of the security may move independently of the economic and financial factors analyzed.

Regarding technical analysis, BKFA analyzes past market movements and applies that analysis to the present in an attempt to recognize recurring patterns of investor behavior and predict the security’s future price. The risk of technical analysis is that it does not consider the underlying financial condition of a company, which means that a poorly-managed or financially unsound company may underperform regardless of historical trends.

Regarding mutual fund and ETF analysis, BKFA looks at the past performance of the fund and the individual securities held by the fund and monitors whether the fund is complying with its stated investment objective. The risk of this type of analysis of mutual funds and ETFs is that past performance does not guarantee future results and that the manager may deviate from the stated investment objective.

Other material risks associated with these methods of analysis are that the information obtained and used is incomplete or inaccurate; that too much reliance is placed on one fundamental, technical, or other indicator; or that the analysis performed quickly becomes obsolete because of external events, like a natural catastrophe, an event of systemic importance,



or the release of previously unknown, yet material, information (e.g., a company has been issuing fraudulent financial statements).

### Investment Strategy

BKFA's investment strategy is to create a well-diversified mix of assets that can be expected to generate acceptable long-term returns commensurate with the level of risk suitable to the client. BKFA generally constructs a client's portfolio by allocating a client's assets among a diverse range of asset classes using mutual funds, ETFs, and/or direct fixed-income obligations. In general, investments are limited to mutual funds, ETFs, or other securities in the following categories:

- Cash and cash equivalents, including money market funds and bank certificates of deposit;
- Bonds (investment grade or better corporate, U.S. government, municipal, or foreign government);
- Stocks (U.S. or international); and
- Real estate (real estate investment trusts called "REITS").

BKFA considers investing in equity and bond markets to be a long-term strategy. Clients should allow at least a five-year time period for achieving their investment return objectives.

BKFA also works with its clients to determine the client's cash needs. When a client needs liquidity within one or two years, BKFA will place an appropriate amount of the client's assets into cash or cash equivalents.

The material risks involved in this investment strategy are that all or substantially all asset classifications lose value at the same time, that specific securities markets or securities markets in general unexpectedly decline, that the economy of the United States or other countries enter into a recession or fail, and that a client does not adequately assess his cash needs and therefore needs to liquidate securities at an inopportune time. One or more of these events could occur if a company or a government-sponsored enterprise that poses a systemic risk to an economy fails.

### **Disciplinary Information**

Neither BKFA nor its investment adviser representatives have been involved in any legal or disciplinary event that is material to a client's or prospective client's evaluation of BKFA's advisory business or the integrity of its management.

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

BKFA and Barry T. Kight, BKFA's co-managing member, have arrangements with McGregor & Company, L.L.P. that are material to its advisory business or its clients. McGregor & Company is a CPA firm that holds an income interest in MFA.

First, McGregor & Company has provided office space and support to MFA and now provides office space to BKFA. Additionally, pursuant to the MFA operating agreement, McGregor & Company receives a share of MFA's income. McGregor & Company receives up to 40% of MFA's income. MFA's income will now come from MFA's income interest in BKFA.

Second, Barry T. Kight is a CPA, who is registered as such through McGregor & Company. Mr. Kight is an income partner of the CPA firm but no longer a capital partner. He provides tax services for clients of McGregor & Company, spending approximately 250 hours per year doing so. Mr. Kight receives income from McGregor & Company based on a percentage of the fees billed for his tax services.

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

BKFA has adopted a code of ethics, and BKFA will provide a copy of its code of ethics to any client or prospective client upon request. Pursuant to its code of ethics, BKFA and its employees are subject to the following specific fiduciary obligations when dealing with clients:

- The duty to have a reasonable, independent basis for the investment advice provided;
- The duty to obtain best execution for a client's transactions where BKFA is in a position to direct brokerage transactions for the client;
- The duty to ensure that investment advice is suitable to meeting the client's individual objectives, needs, and circumstances; and
- A duty to be loyal to clients.

Val Beers and Barry Kight may buy or sell for their own personal accounts investment products identical to those bought for clients. Generally, this may present a conflict of interest because Mr. Beers and Mr. Kight may be able to obtain the security at a better price than the client based on such factors as when they place a trade compared to when BKFA causes the trade in the client's account to be executed. However, because most of the securities bought in a client's account are mutual funds, ETFs, or bonds heavily traded on national exchanges, Mr. Beers' and Mr. Kight's ability to benefit from personal trading at the expense of BKFA's clients is limited. Mr. Beers and Mr. Kight do not receive a better price than their clients when they buy or sell the same security.

## **Brokerage Practices**

When BKFA places orders for the execution of trades in a client's account, unless otherwise instructed by the client in writing, BKFA recommends broker-dealers that will be in the best interests of the client. In so doing, BKFA considers not only the available prices and rates of brokerage commissions, but also other relevant factors such as, without limitation, execution capabilities, research and other services provided by such broker-dealers that are expected to enhance BKFA's general portfolio management capabilities, and the value of any ongoing relationships with such broker-dealers. Accordingly, although BKFA will seek competitive commission rates, BKFA may not necessarily obtain the lowest possible commission rates for account transactions. BKFA recommends or selects only unaffiliated, FINRA-member broker-dealers.

BKFA primarily uses both Schwab Institutional and T D Ameritrade Institutional as a broker-dealer on client accounts and generally recommends them to effect all client trades and to act as custodian of the client's cash and securities. Schwab Institutional and T D Ameritrade Institutional have competitive commission rates and a good reputation for integrity and client service.

### **Research and Other Soft Dollar Benefits**

BKFA receives certain research or other products or services other than execution from a broker-dealer or a third party in connection with client securities transactions ("soft-dollar benefits"). BKFA generally places its clients in mutual funds managed by Dimensional Funds Advisors ("DFA"), a third-party investment adviser. DFA provides to BKFA software and seminars at no direct cost to BKFA. BKFA receives access to client accounts and research from Charles Schwab or T D Ameritrade, the broker-dealer and custodian. BKFA may receive economic benefits from T D Ameritrade that are not available to T D Ameritrade retail investors. In 2011, Beers Financial and MFA received from DFA software that allowed access to statistics and other information used to make investment choices, including rates of return on funds, capitalization size and weight, data concerning asset classification, and historical returns on hypothetical portfolios. In 2011, Beers Financial and MFA received from Schwab and T D Ameritrade access to client accounts, various proprietary and other research materials, direct deduction of clients' advisory fees, access to mutual funds with no transactions fees, and discounts on compliance, marketing, research technology, and practice management products of services. BKFA uses these soft-dollar benefits to service all of its clients' accounts and does not seek to allocate soft-dollar benefits to client accounts proportionately to the soft-dollar credits the account generates.

The receipt of economic benefits by BKFA or its investment adviser representatives creates a conflict of interest and may influence its choice or recommendation of a broker-dealer.

### Brokerage for Client Referrals

BKFA does not receive client referrals from broker-dealers in exchange for cash or other compensation, such as brokerage services or research.

### Directed Brokerage

As stated above, BKFA recommends Schwab Institutional or T D Ameritrade to execute securities transactions; however, BKFA generally permits a client to designate the broker-dealer that will execute his securities transactions (i.e., a client may direct brokerage). When a client directs brokerage, BKFA may be unable to achieve most favorable execution of client transactions. Accordingly, directing brokerage may cost clients more money. For example, in a directed brokerage account, the client may receive less favorable prices.

### Aggregation of Trades

BKFA does not aggregate the purchase or sale of securities for various client accounts. The vast majority of its transactions are the purchase and sale of mutual funds, which are purchased and sold at the net asset value at the end of a trading day. Aggregation, therefore, is not applicable to mutual funds.

## **Review of Accounts**

### Portfolio Management Services

Val Beers and Barry Kight, BKFA's investment adviser representatives, review all accounts on at least an annual basis; however, many accounts are reviewed every three to six months. The review consists of evaluating the amount of cash in a client's portfolio, investment allocations, whether a re-balancing of a client's portfolio is appropriate, and whether the securities held are consistent with each client's investment policy statement.

Additional reviews are conducted as needed. These "as needed" reviews may be performed when a client's financial circumstances have materially changed or when changes in the applicable securities markets dictate a review.

The custodian provides monthly brokerage statements to the client. In addition, every three or four months BKFA provides a report summarizing account performance, balances, and holdings to the client.

### Pension Consulting Services

Val Beers or Barry Kight reviews the client's IPS whenever the client advises BKFA of a change in circumstances regarding the needs of the plan and at the times established in the IPS (usually quarterly).

BKFA provides report(s) as stated in the advisory contract.

### Financial Planning Services

Val Beers or Barry Kight will conduct a review of a financial planning client based on the nature and terms of the specific engagement; however, typically they do not conduct a formal review unless stated in the advisory contract.

Other than the written financial plan, BKFA does not typically provide updated reports unless stated in the advisory contract.

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

No person, other than a client, provides an economic benefit to BKFA for providing investment advice or other advisory services to BKFA's clients.

BKFA does not compensate any person, other than its own investment adviser representatives, for client referrals.

### **Custody**

Any investment advisor having custody or access to customer funds or securities must comply with certain rules and regulations designed to protect the clients' assets. Rule 206(4)-2 of the Investment Advisers Act of 1940 details strict requirements governing investment advisors that have "custody" over client securities or funds. BKFA meets the definition of having custody due to the following circumstances:

- BKFA directly debits fees from client accounts

BKFA does not have physical custody of any client funds and/or securities. Client funds and securities will be held with a bank, broker dealer, or other independent qualified custodian. Clients will receive account statements from the independent, qualified custodian holding the funds at least quarterly. The account statement from the client's custodian will indicate the amount of advisory fees deducted from the client's account(s) each billing cycle. Clients should carefully review statements received from the custodian. BKFA urges the client to compare the account statements that the client receives from the qualified custodian to any statement that the client receives from BKFA.

### Standing Letters of Authorization

Some clients may execute limited powers of attorney or other standing letters of authorization that permit our firm to transfer money from their account with the client's independent qualified Custodian to third-parties. This authorization to direct the Custodian may be deemed to cause our firm to exercise limited custody over your funds or securities and for regulatory reporting purposes, we are required to keep track of the number of clients and accounts for which we may have this ability. We do not have physical custody of any of your funds and/or securities. Your funds and securities will be held with a bank, broker-dealer, or other independent, qualified custodian. You will receive account statements from the independent, qualified custodian(s) holding your funds and securities at least quarterly. The account statements from your custodian(s) will indicate any transfers that may have taken place within your account(s) each billing period. You should carefully review account statements for accuracy.

### **Investment Discretion**

BKFA manages client accounts on a discretionary basis (i.e., BKFA does not have to get the client's consent before purchasing or selling securities in a client's account). When BKFA accepts a discretionary account, BKFA will do the following:

- Enter into an investment advisory agreement with the client that grants discretionary authority to BKFA.
- Ensure that the client signs any document required by the custodian which grants BKFA access to and trading authority in the client's account(s).
- Ensure that the appropriate authorizing document(s) is submitted to the custodian.

### **Voting Client Securities**

BKFA will not accept authority to vote client securities and is not required to take any action or render any advice with respect to the voting of proxies solicited by, or with respect to, the issuers of securities in which a client's assets may be invested. Clients will receive proxies or other solicitations directly from their custodian or transfer agent. Clients may contact BKFA in writing with questions about a particular solicitation, but BKFA has no duty to offer any advice or to perform any related research concerning the matters being solicited.

### **Financial Information**

No financial condition exists that is reasonably likely to impair BKFA's ability to meet its contractual commitments to clients. In addition, BKFA does not require or solicit the prepayment of \$1,200 or more, six or more months in advance.

## **Form ADV Part 2B Brochure Supplement of Barry T. Kight**

### Educational Background and Business Experience

Barry T. Kight was born in 1946. He received a Bachelor of Science degree in Accounting from the University of South Carolina. Mr. Kight's business background includes the following:

- Beers Kight Financial Advisors, LLC, Managing Member and Investment Adviser Representative, 2012 – present.
- McGregor Financial Advisors, LLC, Managing Member and Investment Adviser Representative, 1998 – 2011.
- McGregor & Company, L.L.P., Partner and CPA, 1971 – present.

Mr. Kight is also a Certified Financial Planner (“CFP”) and Chartered Financial Analyst (“CFA”).

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 62,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor's Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;

1. Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one's ability to correctly diagnose financial planning issues and apply one's knowledge of financial planning to real world circumstances;

2. Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
3. Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

1. Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
2. Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

The CFA Institute awards the CFA designation. The CFA program is a college level self-study program combining a broad-based curriculum of investment principles with professional conduct responsibilities. To earn a CFA charter, one must do the following:

1. Have four years of qualified investment work experience;
2. Become a member of the CFA Institute;
3. Annually pledge to adhere to the CFA Institute’s Code of Ethics and Standards of Professional Conduct;
4. Apply for membership in a local CFA member society; and
5. Complete the CFA Program by studying for and passing three six-hour exams.

#### Disciplinary Information

Mr. Kight has not been involved in any legal or disciplinary events that are material to a client’s or prospective client’s evaluation of him.

#### Other Business Activities

As disclosed above in the section titled “Other Industry Activities and Affiliations,” Barry T. Kight provides tax services for clients of McGregor & Company, spending approximately 250 hours per year doing so. He is also an income partner in McGregor & Company. He receives compensation for his tax services.

#### Additional Compensation

No one, other than a client, provides an economic benefit (e.g., sales awards, other prizes,



or bonuses based in part on the number of amount of sales, client referrals, or new accounts) to Barry T. Kight for providing advisory services.

### Supervision

BKFA is a two-man investment advisory firm; therefore, Val Beers, the other co-managing member and chief compliance officer, monitors the work of Barry Kight. BKFA has adopted policies and procedures and a code of ethics that give Mr. Kight instructions and assistance in ensuring, but not guaranteeing, that he and BKFA comply with applicable laws and that the investment advice that he provides is consistent with applicable laws.

## **Form ADV Part 2B Brochure Supplement of Val H. Beers**

### Educational Background and Business Experience

Val H. Beers was born in 1959. He received a Bachelor of Science degree in Accounting and a Juris Doctor in Law degree from the University of Alabama. Mr. Beers' business background includes the following:

- Beers Kight Financial Advisors, LLC, Managing Member and Investment Adviser Representative, 2012 – present.
- Beers Financial, LLC, Managing Member and Investment Adviser Representative, 2002 – 2011.
- J.E. Wilson Advisors, Financial Planning Director and Investment Adviser Representative, 2000 – 2002.
- Ronald Blue and Company, Financial Planner, 1994 – 1999.

Mr. Beers is also a Certified Financial Planner (“CFP”). See the Brochure Supplement for Barry Kight above for information about the CFP designation, including how the designation is obtained and the continuing education and ethics requirements.

### Disciplinary Information

Mr. Beers has not been involved in any legal or disciplinary events that are material to a client's or prospective client's evaluation of him.

### Other Business Activities

Val Beers is not engaged in any other business activities.

### Additional Compensation

No one, other than a client, provides an economic benefit (e.g., sales awards, other prizes, or bonuses based in part on the number of amount of sales, client referrals, or new accounts) to Val Beers for providing advisory services.

### Supervision

BKFA is a two-man investment advisory firm; therefore, Barry Kight, the other co-managing member, monitors the work of Val Beers. BKFA has adopted policies and procedures and a code of ethics that give Mr. Beers instructions and assistance in ensuring, but not guaranteeing, that he and BKFA comply with applicable laws and that the investment advice that he provides is consistent with applicable laws.