

## Item 1 Cover Page

### Firm Brochure

Part 2A of Form ADV

Date: March 17, 2021



Beacon Wealth Consultants, Inc.

302 Washington Ave. SW

Roanoke, VA 24016

Phone: (540) 345-3891

Fax: (888) 971-3687

Website: [www.beaconwealth.com](http://www.beaconwealth.com)

This brochure provides information about the qualifications and business practices of Beacon Wealth Consultants, Inc. If you have any questions about the contents of this brochure, please contact us at (540) 345-3891. 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 Beacon Wealth Consultants, Inc. is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

Please note that registration as an investment advisory firm does not imply a certain level of skill or training.

## Item 2 Material Changes

We have made the following material changes to our Form ADV since our last annual update from July 2019.

1. AUM updated in Item 4.
2. Lightpoint Portfolio Solutions Model Delivery added to Item 4.
3. Trade Rotation Policy added to Item 8.
4. Part 2B removed per SEC guidance.

## Item 3 Table of Contents

Item 1 Cover Page .....	1
Item 2 Material Changes .....	2
Item 3 Table of Contents.....	3
Item 4 Advisory Business .....	4
Item 5 Fees and Compensation .....	7
Item 6 Performance-Based Fees and Side-by-Side Management.....	12
Item 7 Types of Clients.....	12
Item 8 Methods of Analysis, Investment Strategies and Risk of Loss .....	12
Item 9 Disciplinary Information .....	16
Item 10 Other Financial Industry Activities and Affiliations .....	16
Item 11 Code of Ethics, Participation or Interest in Client Transactions and Personal Trading .....	17
Item 12 Brokerage Practices .....	17
Item 13 Review of Accounts .....	20
Item 14 Client Referrals and Other Compensation.....	20
Item 15 Custody .....	20
Item 16 Investment Discretion .....	21
Item 17 Voting Client Securities.....	21
Item 18 Financial Information.....	21
Item 19 Information for State-Registered Advisors.....	21

## Item 4 Advisory Business

### About the Firm

Beacon Wealth Consultants, Inc. is an investment advisory firm registered with the U.S. Securities and Exchange Commission. We commenced doing business as an advisory firm in 2010. As a registered investment advisory firm, we are a fiduciary to our clients. This means we have an obligation to put client needs ahead of our own and to act in our client's best interest, without regard to financial or other interests of ourselves, a financial institution or any other affiliate, related party or other party.

Beacon Wealth Consultants, Inc. also provides investment solutions on a sub-advisory basis to non-affiliated investment professionals under the d.b.a. LightPoint Portfolios. This service is available to investment professionals only. For a description of our LightPoint Portfolios, see LightPoint Portfolio Solutions™ below.

Our owners are Richard S. Laymon, Jr. and Cassandra Chandler Laymon.

### Description of Advisory Services

We provide investment advice on a discretionary and non-discretionary basis. These services include comprehensive **Wealth Management Services** that include our proprietary The True Wealth Solution™, investment in our exclusive LightPoint Portfolio Solutions™, custom financial planning and continuous investment oversight and advice. These services are also available through model delivery platforms, ala carte along with Estate Administration & Wealth Transfer Consulting, 401(k) Advisory Service and True Wealth Legacy Coaching™. We also offer retirement plan services (including LightPoint Kingdom (k) Models) to plan sponsors. Each of these services are described more fully below. As of March 11, 2021, our discretionary assets under management were \$145,378,588. Our non-discretionary assets under management totaled \$196,298. Our services are also available through unaffiliated Platform Sponsor Tamarac. We tailor our advisory services to the individual needs of clients based upon the information you provide to us during our meetings. Clients could impose restrictions on investing in securities.

#### *The True Wealth Solution™*

The True Wealth Solution™ is our proprietary financial planning process. It begins with The Vision Clarifier™, our discovery process is designed to identify and understand your unique goals, financial needs and passions. It serves to bring clarity and focus to the entire planning process. The True Wealth Solution™ is designed to coordinate your finances, plot your current course, and help you clearly see where you stand relative to accomplishing established measurable goals. The True Wealth Solution™ then sets out charting a new custom strategic plan, Investment Policy Statement and portfolio design — providing a valuable framework for making wise decisions about time and money.

The True Wealth Solution is available as an ala carte planning service (non-discretionary) or bundled with our Investment Management Services (discretionary). All plans are prepared and/or reviewed by a Certified Financial Planner. The investment advisor representative will meet with the client periodically, but at least once per year, either in person or virtually, to review plan progress, the performance of investments and make updates to the plan as appropriate.

#### *LightPoint Portfolio Solutions®*

The LightPoint Portfolio Solutions™ are fully screened, Biblically Responsible Investment (BRI) portfolios designed to reflect faith and family values while pursuing competitive returns.

- LightPoint™ Mutual Fund/ETF Portfolios – A strategic asset allocation program (\$25,000 minimum) that primarily utilizes mutual funds, closed end funds, and/or exchange traded products to implement a variety of investment portfolios with different risk and reward characteristics.
- LightPoint™ Select Equity Portfolios – A strategic asset allocation program (\$500,000 recommended minimum) that primarily utilizes strategic asset allocation to achieve broad-market exposure with mild equity-to-fixed

income and sector tilts. Securities utilized could include, but are not limited to, common stock, exchange traded products, mutual funds, closed-end funds, limited partnership shares, real estate investment trusts (REITs), business development companies (BDCs), preferred stock, and convertible securities to implement a variety of investment portfolios with different risk and reward characteristics.

### ***Small Account Program***

The Small Account Program is designed for new investors who are growing their investment assets, or larger investors who are creating legacy accounts for their heirs. The Small Account Program is an asset allocation program (\$1,000 minimum [\$25 for SIMPLE IRAs] and \$25,000 maximum) that utilizes screened, Biblically Responsible Investment (BRI) portfolios of mutual funds to implement a variety of investment objectives with different risk and reward characteristics.

### ***TIAA Program***

TIAA-CREF provides record-keeping and related services to employer-sponsored retirement plans and annuity products. As a convenience to plan sponsors, plan participants, and contract owners that use its services, TIAA-CREF allows us to provide asset allocation services to clients at select Institutions. Under the Teachers Insurance & Annuity Association Program (TIAA), we could: view general information about TIAA products, view client account information; request forms; change premium allocations; transfer/exchange funds among like accounts within TIAA; and cancel transfer/exchanges of funds among like accounts within TIAA. The asset allocation program utilizes funds that are made available to plan participants by the plan sponsor to implement a variety of investment portfolios with different risk and reward characteristics. Underlying funds are screened pursuant to our BRI criteria on a best-efforts basis and is subject to fund availability.

### ***Comprehensive Retainer Service***

For those who do not meet our minimum account size for the LightPoint Portfolios, we offer a comprehensive retainer service that provides client limited access to The True Wealth Solution™ service, a basic financial plan and on-going advice for overall wealth management and investments held as non-discretionary accounts or held away from the adviser. This is a completely customizable service to meet a broad range of client needs.

### ***401(k) and Held Away Advisory Services***

An investment adviser representative will perform a quarterly review and provide recommendations on investment options for the client's 401(k), other employee sponsored retirement program or investment accounts that the adviser does not have the ability to place trades on behalf of the client.

### ***Estate Administration and Wealth Transfer Consulting***

Estate Administration – We are available to assist executors and trustees with the compiling and valuation of an estate's financial assets; working with custodians of those assets to transfer registration to the estate beneficiaries. This could include Collaboration with estate attorney and CPA as necessary.

Wealth Transfer Consulting – We are available to evaluate the various planning strategies and mechanisms available to effectively transfer wealth to others while still living (children, charitable organizations, etc.) to meet client's planning objectives, including the tax and financial planning implications of each. Collaboration with the attorney and CPA as needed for implementation.

### ***True Wealth Legacy Coaching™***

The True Wealth Legacy Coaching service helps guide you in assessing your current financial situation and allocating resources towards the fulfillment of your family legacy, charitable gift planning, estate, business and wealth transfer and non-financial goals. It could include conducting family retreats, the drafting of a family mission statement and ethical wills, training and mentoring the next generation of stewards, estate design, and establishing various charitable giving

vehicles as appropriate. We will provide ongoing monitoring, plan progress and implementation counsel related to achieving your long-term goals and objectives in these areas.

### *LightPoint Kingdom(k)®, LightPoint Kingdom(b)® and other Retirement Plan Services*

Beacon Wealth Consultants, Inc. provides consulting and advisory services in the form of ERISA Section 3(38) fiduciary services for 401(k) qualified plans, certain defined benefit plans, Non-ERISA 403(b) plans and ERISA-covered 403(b)7 plans to employers and plan sponsors for the benefit of its employee retirement plan. There is no plan size minimum. Services eligible to be selected in the Retirement Plan Consulting & Advisory Agreement include:

- Assisting the Client in the implementation of the Plan's Investment Policy Statement (IPS) or assist in creating one.
- Plan investment due diligence, selection, monitoring, and replacement.
- The design and maintenance of risk-based model portfolios which are screened according to the criteria outlined in the Plan's IPS. The asset allocation program primarily utilizes mutual funds and exchange traded products to implement a variety of investment portfolios with different risk and reward characteristics.
- Participant education and enrollment support.

Details of the specific obligations of Beacon Wealth Consultants, Inc. is provided in the Retirement Plan Consulting & Advisory Agreement and Non-ERISA Retirement Plan Consulting & Advisory Agreement between the Client and Beacon Wealth Consultants, Inc. Beacon Wealth Consultants, Inc. does not provide record keeping, custodial, or Third-Party Administrator (TPA) services for the employer or plan sponsor. The employer or plan sponsor will choose providers for these services.

With respect to plans that are not participant-directed (e.g., defined benefit plans such as cash balance plans and certain defined contribution plans such as money purchase and profit sharing plans) and that utilize Beacon Wealth's discretionary investment management services, Beacon Wealth Consultants exercises full discretion with respect to delegated assets as to the selection of fund managers and the allocation of plan assets among such managers. Beacon Wealth Consultants, Inc. is responsible for monitoring the performance of the managers.

**Employer-Sponsored Retirement Accounts** If you are leaving your employer you have various options regarding your employer sponsored retirement plan. You will be able to leave your money in the former employer's plan. You will be able to roll over the assets to a new employer's plan. It will be possible to cash out your account value and there could be tax consequences associated with that choice. You could instead opt to roll over the retirement assets into another account, and you could choose to have that account managed by Beacon Wealth Consultants. If Beacon Wealth Consultants recommends you roll over your retirement plan into an account, this creates a conflict of interest in that Beacon Wealth Consultants will receive investment advisory fees from your account. Please ensure you have reviewed your options and made the best choice for your situation prior to making a decision about your retirement plan. You are under no obligation to rollover assets into an account managed by Beacon Wealth Consultants, Inc.

### *LightPoint Portfolio Solutions™ Distribution*

Beacon Wealth Consultants, Inc. provides consulting and advisory services to outside firms and advisors as a sub-advisor, allowing their respective clients to invest in our LightPoint Portfolio Solutions™ model portfolios. In these arrangements, Beacon Wealth Consultants, Inc. establishes an agreement with the advisor or advisory firm, and not directly with the investor/client. Based on the details of each agreement, Beacon Wealth Consultants could have discretion over client funds. If this is the case, Beacon Wealth Consultants actions will be guided by the client's investment objectives and risk tolerance, as reported to Beacon Wealth Consultants by the advisor or advisory firm. If Beacon Wealth Consultants does not have discretion, the advisor or firm will receive periodic updates on our model

portfolios as strategies are adjusted and trades recommended based on changing market conditions. Under these circumstances, it will be up to the advisor or firm to execute the advice and updates provided.

### ***LightPoint Portfolio Solutions® Model Delivery***

Beacon Wealth Consultants, Inc. also participates in Model Delivery programs where we are retained by the Program Sponsor to provide a model portfolio and update the model portfolio as Beacon Wealth Consultants, Inc. makes changes to its own Lightpoint Portfolio Solutions portfolios. In Model Delivery programs, we do not exercise investment discretion or trade the account. Rather, the Program Sponsor maintains investment discretion for the account and may or may not elect to execute any or all of the purchase or sale transactions that we recommend. Furthermore, in Model Delivery arrangements, the Program Sponsor is responsible for determining the timing of transactions, execution venue, and other decisions relating to the trade execution. Additionally, Program Sponsors may accept individualized client investment guidelines and restrictions on the management of the account. As a result, there is expected to be material performance differences between account performance in Model Delivery programs and Beacon Wealth Consultants, Inc. Lightpoint Portfolio Solutions portfolios.

As a model portfolio adviser in a managed account platform, Beacon Wealth Consultants, Inc. provides recommendations and investment advice regarding model portfolios which is delivered and administered by a platform to other investment professionals that have either “wrap” fee or non-wrap managed account programs. Beacon Wealth Consultants, Inc. receives fees from the providers of such platforms based on the amount of assets managed using Beacon Wealth Consultants, Inc.’s model portfolios. A wrap fee program is considered any arrangement under which clients receive investment advisory and securities brokerage services for a specified fee or fees not based upon transactions in their accounts. Beacon Wealth Consultants, Inc. does not, however, serve as the sponsor of any wrap fee programs.

### ***LightPoint Kingdom(k)® and LightPoint Kingdom(b)™ Retirement Plan Distribution***

Beacon Wealth Consultants, Inc. provides consulting and advisory services to companies and organizations eligible under current law to sponsor 401(k) retirement plans and churches and organization eligible to sponsor 403(b) retirement plans in our LightPoint Portfolio Solutions™ model portfolios. In these arrangements, Beacon Wealth Consultants, Inc. establishes an agreement with the client. The client could, at its own discretion, have a separate agreement with a financial advisor that is not affiliated with Beacon Wealth Consultants, Inc. If this is the case, Beacon Wealth Consultants actions will be guided by the client’s investment objectives, as reported to Beacon Wealth Consultants by the client. Under these circumstances, Beacon Wealth Consultants, Inc. will coordinate with the client’s financial advisor but will always act in the best interest of the client.

## **Item 5 Fees and Compensation**

### ***The True Wealth Solution™***

Fees for The True Wealth Solution™ financial planning service are included in our Comprehensive Wealth Management Services (see below) and Comprehensive Retainer Service (see below) or could be charged at an al a carte rate equal to 1% of the plan assets or \$1500, whichever is higher, for planning-only engagements. Reviews and updates to these plans will be billed at \$250 per hour. These fees are not negotiable.

Financial plans are delivered to the client within 120 days unless otherwise discussed with the client. If arrangements for plan delivery to the client are adjusted, fees will be scheduled so that the Adviser does not receive \$500 or more for services not provided within a six (6) month period.

### *Comprehensive Wealth Management Services*

The annual fee will be based on a linear fee schedule with accounts aggregated as a household as directed in Schedule A of the Investment Advisory Agreement. These fees are not negotiable. Please review the fee schedule within your advisory agreement. Our standard fee schedule is:

Household Portfolio Value(breakpoint):	Advisory & Management Fee
\$0 - \$100,000	2.00%
\$100,000.01 - \$250,000	1.50%
\$250,000.01 - \$500,000	1.40%
\$500,000.01 - \$1,000,000	1.25%
\$1,000,000.01 - \$2,000,000	1.00%
\$2,000,000.01 - \$5,000,000	0.85%
\$5,000,000.01 - \$10,000,000	0.75%
Over \$10,000,000	0.65%

As an example, a client with a household value of \$251,000 would pay 1.40% annual advisory and management fees. The fee will be charged quarterly in advance based on the managed value of each account on the last day of the prior billing period. Fees are deducted directly from your account by the custodian as instructed by Beacon Wealth Consultants. The custodian pays Beacon Wealth and any manager to which we have allocated assets. The client pays no additional fees to Beacon Wealth Consultants for this service.

Adviser has established a minimum initial household portfolio value of \$50,000. Exceptions to this minimum (further explained in Item 7) will be based on the client's desire for our bundled services and their understanding of the fees. These exceptions are at the sole discretion of the adviser. Accounts closed mid quarter will be reimbursed the pro rata share of the unused advisory fees for the final quarter. This will be paid directly into the account. You could terminate our services within 5 business days of signing our investment advisory agreement and receive a full refund of any pre-paid advisory fees. Termination is upon written notice. Similar services could be available for lower fees. Please discuss your circumstances with your adviser as not all accounts are suitable as managed accounts.

Accounts held in the Teachers Insurance & Annuity Association and the College Retirement Equities Fund (TIAA Program) are included in the calculation of the household portfolio value. Accounts are subject to the lower of the fee schedule listed above and the fee cap established by the Client's TIAA Institution. Fee calculations are based on the total accumulation within the contract(s). However, actual deductions could only be made from permissible funds/accounts within the contracts. The fee will be charged quarterly in advance based on the value of the account on the last day of the prior billing period. Similar services could be available for lower fees. All Fees are deducted directly from your account by TIAA. The client pays no additional fees to Beacon Wealth Consultants for this service. Adviser has established a minimum initial household portfolio value of \$50,000. Exceptions to this minimum (further explained in Item 7) will be based on the clients' desire for our bundled services and their understanding of the fees. These exceptions are at the sole discretion of the adviser. Accounts closed mid quarter will be reimbursed the pro rata share of the unused advisory fees for the final quarter. This will be paid directly into the account. You could terminate our services within 5 business days of signing our investment advisory agreement and receive a full refund of any pre-paid advisory fees. Termination is upon written notice.

Accounts held with Nationwide/Jefferson National will pay the standard Nationwide/Jefferson National fee, as disclosed in the application paperwork from Nationwide/Jefferson National plus 1% management fee to Beacon Wealth Consultants. The Beacon Wealth Consultants management fee is not negotiable. The fee will be charged quarterly in advance based on the value of each account on the last day of the prior billing period. Similar services could be available



for lower fees. All Fees are deducted directly from your account by Jefferson National. Jefferson National pays Beacon Wealth Consultants the above referenced fee and the client pays no additional fees to Beacon Wealth Consultants for this service. Adviser has established a minimum initial household portfolio value of \$50,000. Exceptions to this minimum (further explained in Item 7) will be based on the clients' desire for our bundled services and their understanding of the fees. These exceptions are at the sole discretion of the adviser. Accounts closed mid quarter will be reimbursed the pro rata share of the unused advisory fees for the final quarter. This will be paid directly into the account. You could terminate our services within 5 business days of signing our investment advisory agreement and receive a full refund of any pre-paid advisory fees. Termination is upon written notice.

Accounts held with Lincoln Financial, Allianz Life Insurance Company of North America and Security Benefit Life Insurance Company will pay the respective company's standard fee, as disclosed in the company's application paperwork plus 0.5% advisory fee to Beacon Wealth Consultants. The Beacon Wealth Consultants management fee is not negotiable. The fee will be charged quarterly in advance based on the value of each account on the last day of the prior billing period. Similar services could be available for lower fees. For all Fees that are deducted directly from your account by the issuing company, the company will then pay Beacon Wealth Consultants the above referenced fee and the client pays no additional fees to Beacon Wealth Consultants for this service. Adviser has established a minimum initial household portfolio value of \$50,000. Exceptions to this minimum (further explained in Item 7) will be based on the clients' desire for our bundled services and their understanding of the fees. These exceptions are at the sole discretion of the adviser. Accounts closed mid quarter will be reimbursed the pro rata share of the unused advisory fees for the final quarter. This will be paid directly into the account. You could terminate our services within 5 business days of signing our investment advisory agreement and receive a full refund of any pre-paid advisory fees. If you also have an account with Beacon Wealth that is custodied at another custodian, your account at Lincoln Financial, Allianz Life Insurance Company of North America and Security Benefit Life Insurance Company will not be included in your household portfolio value used to determine your fee breakpoint. Termination is upon written notice.

### ***Model Delivery Program Fees***

We charge a fee based on a percentage of a client's assets under management for the services that we provide through Model Delivery Programs. Our fees are calculated based on a percentage of the assets in your account at the close of the prior quarter and the amount of compensation is negotiated with the Program Sponsor of your account. Our fees are generally payable quarterly in arrears unless negotiated differently with the Program Sponsor. The contracts that clients enter into with the Program Sponsors contain the total investment advisory fee, termination provisions, and refund provisions. The total investment advisory fee for Wrap Fee Programs and Model Delivery Programs typically covers the investment advice, portfolio allocations, client consultation, custodial, clearing, and brokerage, although the services provided in these programs vary. You should review the Program Sponsor's contract and the applicable Wrap Fee Program Brochure prior to opening an account with a Program Sponsor.

### ***401(k) and Held Away Advisory Services***

The annual fee as a percentage of assets under management is 1.0% or a minimum of \$800 annually and is not negotiable. You will be invoiced quarterly in advance and could stop service at any time. If you decide to stop management after you pay for the quarter, but before services are delivered, you will be refunded based on the percentage of agreed upon services that have been completed. Termination is upon written notice.

### ***Comprehensive Retainer Service***

The fee for this service is \$1200 annually and is not negotiable. These fees are charged quarterly in advance. You will be invoiced quarterly in advance and could stop service at any time. If you decide to stop services after you pay for the quarter, but before services are delivered, you will be refunded based on the percentage of agreed upon services that have not been completed. Termination is upon written notice.

### *Estate Administration and Wealth Transfer Consulting*

We offer estate administration and wealth transfer consulting for an hourly rate of \$250 per hour. This fee is not negotiable. Services are invoiced in arrears as services are provided. Termination is upon written notice.

### *True Wealth Legacy Coaching™*

The fee for True Wealth Legacy Coaching is a fixed fee, and ranges between \$3,500 and \$35,000 depending upon the scope of services requested and the size and complexity of the estate. This fee is negotiable. You will be invoiced quarterly in advance and could stop service at any time. If you decide to stop Coaching after you pay for the quarter, but before services are delivered, you will be refunded based on the percentage of agreed upon services that have been completed. Termination is upon written notice.

### *Fees for Retirement Plan Services*

Retirement Plans through Epic Retirement Plan Services (Epic RPS) are billed quarterly in advance based on the fee schedule below:

Plan AUM	Beacon Wealth Platform Fee	IAR Consultant Fee	Total Beacon Fees
*\$0 - \$500,000	0.30%	1.00%	1.30%
\$500,000.01 - \$1,000,000	0.30%	0.75%	1.05%
\$1,000,000.01 - \$2,500,000	0.30%	0.65%	0.95%
\$2,500,000.01 - \$5,000,000	0.25%	0.50%	0.75%
\$5,000,000.01 - \$10,000,000	0.20%	0.40%	0.60%
Over \$10,000,000	Negotiable	Negotiable	Negotiable

\*All plans have a minimum annual fee of \$800 plus 1% Advisor Fee.

Beacon Wealth Consultants fees for plans in excess of \$10,000,000 are negotiable. No increase in the Fees shall be effective without prior written notification to Client.

Epic RPS administrative and recordkeeping fees and custodial fees are disclosed separately on the EPIC Plan fee disclosure within the EPIC plan document. Beacon Wealth Consultants Fees are disclosed on our Retirement Plan Investment Consulting and Advisory Agreement. Plan AUM is based on the fair market value of the account assets on the last day of the previous quarter as valued by the custodian. Mutual fund and exchange traded funds incur management fees and other operating fees and expenses which are in addition to the fees paid by the Client to Beacon Wealth Consultants.

The fee for the initial quarter or for any partial quarter shall be calculated on a pro-rata basis for the period. If the Agreement is terminated prior to the end of a quarter, Beacon Wealth Consultants, Inc. shall reimburse Client or the Plan, as the case may be, for the amount of any unearned fees, as determined by the Agreement, for that quarter. Termination is upon written notice.

Fees could be deducted directly from your account by Epic RPS. Client could authorize the Plan's recordkeeper (or other custodian of the Plan's assets) to remit the fees directly to Beacon Wealth Consultants, Inc. from plan assets in accordance with the agreement with the recordkeeper or custodian, as the case may be. Fees could also be paid directly from the plan sponsor. Notwithstanding the plan's obligation to pay fees, Client could elect within its sole discretion to pay any or all fees to Beacon Wealth Consultants, Inc. in lieu of payment by the Plan; provided that any fees remaining unpaid after thirty (30) days from the date of invoice shall be due and payable immediately by the Plan.

IAR will be compensated for its services by maintaining ongoing services to Client. The fee could be paid from plan assets and/or paid by the Employer/Client.

Beacon Wealth Consultants, Inc. does not provide record keeping, custodian or Third-Party Administrator (TPA) services for the employer or plan sponsor. Custodial services provided by Schwab or Matrix. TPA services provided by Epic RPS.

### ***Fees for LightPoint Portfolio Solutions®, LightPoint Kingdom(k)® and LightPoint Kingdom(b)® Retirement Plan Distribution***

Fees for the distribution of the LightPoint Kingdom(k)™ and LightPoint Kingdom(b)™ Retirement Plans through sub-advisory agreements with outside advisors are billed quarterly in advance based on the fee schedule below. These fees are not negotiable unless noted.

Plan AUM	Sub-Advisory Fee
*\$0 - \$500,000	0.30%
\$500,000.01 - \$1,000,000	0.30%
\$1,000,000.01 - \$2,500,000	0.30%
\$2,500,000.01 - \$5,000,000	0.25%
\$5,000,000.01 - \$10,000,000	0.20%
Over \$10,000,000	Negotiable

\*All plans have a minimum platform fee of \$800 per year. Beacon Wealth's Fees for plans in excess of \$10,000,000 are negotiable.

Fees for the distribution of the LightPoint Portfolio Solutions™ are billed quarterly in advance based on the fee schedule below. These fees are tiered based on client total household investment and are not negotiable. An account minimum of \$50,000 applies to all accounts which Beacon Wealth sub-advises.

Household AUM	Sub-Advisory MF/ETF Fee	Sub-Advisory Select Equity Fee
\$0 - \$100,000	0.45%	0.55%
\$100,000.01 - \$250,000	0.40%	0.50%
\$250,000.01 - \$500,000	0.35%	0.45%
\$500,000.01 - \$1,000,000	0.30%	0.40%
\$1,000,000.01 - \$2,000,000	0.25%	0.35%
Over \$2,000,000	0.15%	0.25%

### ***Other information concerning services and fees***

The advisory fees outlined in this disclosure represent the fees for our services only. Our fees are not based upon a share of capital gains or capital appreciation of the funds of any portion of the funds of an advisory contract (no performance-based fees). Custodial fees will be charged separately by the custodian of your assets and are disclosed on the account opening paperwork from your custodian.

The investment advisory fee does not cover any fees charged by the SEC or U.S. or foreign stock exchanges based on the sale of any security, any special account fees imposed by the custodian (such as IRA maintenance fees), wire transfer fees, transfer of assets upon termination of the account or any internal management or operating fees (including

potential redemption fees) or expenses imposed or incurred by a mutual fund, closed end fund, or exchange traded product in which the Client's account could be invested or any special requests by the Client.

Clients could be enrolled either in custodian-imposed asset-based pricing or transaction-based pricing based on the asset management program and the custodian selected. Clients are able to find comparable services from other sources for fees lower or higher than those charged by Beacon Wealth Consultants. In particular, if the account has relatively low turnover rates and/or a lower account value, Schwab's asset-based pricing could be more costly for the client than transaction-based pricing. Non-transaction fee funds or share classes generally have higher ongoing expenses, due to 12b-1 fees and other distribution expenses, than funds with up front "loads" or transaction fees and could be more costly for larger accounts with relatively low trading activity than transaction-fee funds.

Fees could be discounted or negotiated at Beacon Wealth Consultants discretion. Certain existing clients could be billed under fee schedules that are not described in this Brochure. The applicable fee schedule is set forth in the Client's investment advisory agreement with Beacon Wealth Consultants, Inc. and could be changed by Beacon Wealth Consultants, Inc. on 30 days' prior notice. Beacon Wealth Consultants, Inc. could modify its fee schedule at any time, either generally for a class of accounts or on a case-by-case basis.

As an accommodation to a client, Beacon Wealth Consultants, Inc. could permit a Client to deposit cash or other securities ("Nondiscretionary Assets") in the client's account or, alternatively, at the Client's discretion, in a separate account established with the custodian, for which Beacon Wealth Consultants does not provide asset allocation or portfolio management services. Beacon Wealth Consultants, Inc. does not charge an advisory fee on Nondiscretionary Assets.

## **Item 6 Performance-Based Fees and Side-by-Side Management**

We do not accept performance-based fees.

## **Item 7 Types of Clients**

We generally provide investment advice to individuals, trusts, estates, charitable institutions, business entities, pension and profit-sharing plans. All programs (other than LightPoint Kingdom(k)<sup>™</sup>) are available to these different types of investors, subject to certain minimum investment amounts as described in Item 4: Advisory Business.

### ***Minimum account Size***

As a condition for starting and maintaining a relationship, the advisor requires a minimum household size of \$50,000. The adviser, in its sole discretion, has the discretion to accept clients with smaller portfolios based upon certain criteria including anticipated future earning capacity, anticipated future additional assets, the dollar amount of assets to be managed, related accounts, account composition, pre-existing client, account retention and pro bono activities. Households that drop below the minimum household value are subject to termination at the adviser's discretion.

## **Item 8 Methods of Analysis, Investment Strategies and Risk of Loss**

In addition to the information below, see the response to Item 4 under the heading "**Advisory Business**" for the methods of analysis and investment strategies in each of the services offered by Beacon Wealth. Investing in securities involves risk of loss that clients should be prepared to bear.

## *Investment Committee*

We utilize an Investment Committee (“Committee”) to govern the investment advisory process. The Committee is currently comprised of Hillary Sunderland, CFA®, CKA® (Chief Investment Officer), Rick Laymon, CFP®, CKA®, AIF® (Chief Executive Officer), Cassandra Laymon, MBA, CFP®, CKA®, CPFA® (President) and Kimberly Jenkins, CFP®, CIMA®, CKA® (Director of Financial Planning). Members of the Committee conduct, review and analyze research, participate in conference calls, industry conferences, and meetings with fund and investment portfolio managers.

The Committee meets regularly to determine forward-looking portfolio positioning, to determine key investment themes, to construct asset allocation models, and to select securities and/or managers for inclusion in the models. In following its asset allocation process, Beacon Wealth Consultants, Inc. strives to achieve the client’s return objectives given the client’s risk tolerance based on the Committee’s views of the macro economy, investment themes, and fundamental and technical analysis. The Committee uses the following sources of information for analysis and recommendations:

- Research prepared by third parties
- Proprietary investment research
- Corporate ratings services
- Fund prospectuses
- Morningstar® reports
- Company filings

It is important to note that no methodology or investment strategy is guaranteed to be successful or profitable.

## *Investment Options*

Beacon Wealth Consultants, Inc. uses a risk tolerance questionnaire and assessment methodology to assist in developing a recommendation or suggested investment strategy for each client.

In the LightPoint Kingdom(k)™ and LightPoint Kingdom(b)™ programs, Beacon Wealth Consultants, Inc. provides a risk tolerance questionnaire which the Plan sponsor could make available to Plan participants to assist them in selecting an investment strategy. Beacon Wealth Consultants, Inc. does not provide a recommendation to Plan participants.

Rebalancing of each strategy occurs at the discretion of the Chief Investment Officer and is based upon several factors including but not limited to the general dynamics of the equity markets, the levels of cash within the strategy, tax consideration for underlying clients and the overall cost of rebalancing.

Model Objective	Description
Conservative	Seeks to protect from losses stemming from both market risk and inflation risk. The portfolio invests primarily in fixed-income securities and has modest equity exposure. The investment managers selected for inclusion in the model shall be screened to exclude ownership of companies that are engaged in business and philanthropic activities and/or activism that run counter to biblical principles on a best-efforts basis.
Moderately Conservative	Seeks moderate capital appreciation and some income while withstanding moderate fluctuations in market value. The portfolio is tilted toward fixed income securities and away from equities. The investment managers selected for inclusion in the model shall be screened to exclude ownership of companies that are engaged in business

	and philanthropic activities and/or activism that run counter to biblical principles on a best-efforts basis.
Balanced	Seeks long-term capital appreciation with moderate volatility. The focus is on providing a balanced and varied exposure by investing in both equity and fixed-income securities. The investment managers selected for inclusion in the model shall be screened to exclude ownership of companies that are engaged in business and philanthropic activities and/or activism that run counter to biblical principles on a best-efforts basis.
Moderately Aggressive	Seeks aggressive growth. The portfolio invests primarily in domestic and foreign equities and has modest exposure to fixed income securities. The portfolio could exhibit wide fluctuations in market values, especially over the short term. The investment managers selected for inclusion in the model shall be screened to exclude ownership of companies that are engaged in business and philanthropic activities and/or activism that run counter to biblical principles on a best-efforts basis.
Aggressive	Seeks very aggressive growth. The portfolio invests primarily in domestic and foreign equities and could exhibit wide fluctuations in market values, especially over the short-term. The investment managers selected for inclusion in the model shall be screened to exclude ownership of companies that are engaged in business and philanthropic activities and/or activism that run counter to biblical principles on a best-efforts basis.

### *Due Diligence*

The Committee oversees the portfolio manager due diligence, selection and monitoring across all Beacon Wealth Consultants strategies. The Committee reviews manager performance, addresses potential concerns, and collaborates on new manager searchers. New investment strategies, including but not limited to, separate accounts managed by unaffiliated managers, mutual funds, closed end funds, and exchange traded products are evaluated and selected based on several factors such as organization of the firm, personnel, investment style, investment process and philosophy, liquidity, and overall portfolio fit.

Through a diligent screening process, the investment managers and/or securities selected for inclusion in the portfolios shall be screened to exclude ownership of companies that are engaged in business and philanthropic activities and/or activism that run counter to biblical principles. Specifically, companies involved in the abortion and pornography industries (zero tolerance including activism), companies that are most aggressive advocates of anti-family lifestyles and causes, companies engaged in predatory lending, and companies that exploit human addiction: alcohol, gambling and tobacco stocks (primary business activities only > 5% revenues) shall be screened out on a best-efforts basis using third party software.

For asset classes where there is no investment manager/vehicle that meets the screening standards set forth above, investment managers/vehicles shall be selected for inclusion in the portfolios on a best-efforts basis.

While Beacon Wealth Consultants, Inc. seeks to avoid exposure to investment vehicles and securities which run counter to biblical principles, Beacon has no direct control over securities purchased or sold by third party managers, and, as such, makes no guarantee that ownership of securities which violate the screening criteria set forth above will be avoided.

The Committee utilizes various evaluation factors to determine whether an unaffiliated manager should be terminated. In the event a decision is made to terminate a manager, the Committee selects an appropriate replacement manager.

The Committee makes determinations with respect to any new investment strategies using their professional judgment and experience while taking these factors into consideration.

As a result of the screening process, investment managers/vehicles utilized in the portfolios are selected from a more limited menu of investment managers/vehicles than non-screened allocations. As a result, risk characteristics and returns of portfolios could vary from non-screened allocations.

### *Risk of Loss*

Our methods of analysis and investment strategies do not present any significant or unusual risks. However, every method of analysis has its own inherent risks. Investing involves risks that you should be prepared to bear. You could lose some or all of your money.

- Loss of Capital: All of Beacon Wealth Consultants, Inc.'s strategies are subject to general market risk. Any investment in the securities market is subject to risk of loss of capital. The value of the portfolio will fluctuate based upon changes in the value of underlying securities. Investments are not insured by the Federal Deposit Insurance Corporation.
- Interest Rate Risk: Portfolios could change in response to the movement of interest rates. In general, the price of a fixed income security will fall when interest rates rise.
- Manager Risk: Performance could deviate from overall market returns if Beacon Wealth Consultants, Inc. or any unaffiliated manager is either more defensive or more aggressive when the market is rising or falling, respectively.
- Credit Risk: The value of a client's investment in the portfolio could change in response to changes in the credit ratings of the portfolio's securities. Generally, investment risk and price volatility increase as a security's credit rating declines.
- Derivatives Risk: Derivatives, such as options, futures and swaps, could be volatile, and a small investment in a derivative could have a large impact on the performance of the portfolio. Other risks of investments in derivatives include imperfect correlation between the value of these instruments and the underlying assets; risks of default by the other party to the derivative transactions; risks that the transactions could result in losses that are partially or completely offset gains in portfolio positions; and risks that the derivative transactions could not be liquid.
- Foreign Risk: Foreign investments are subject to the same risks as domestic investments and additional risks, including international trade, currency, political, regulatory and diplomatic risks, which could affect their value. Also, foreign securities are subject to the risk that their market price could not reflect the issuer's condition because there is not sufficient publicly available information about the issuer.
- Liquidity Risk: Certain securities eligible for investment by the portfolio could be deemed to be illiquid under applicable law. During periods of market turbulence or unusually low trading activity, in order to meet redemptions, it could be necessary for the portfolio to sell securities at prices that could impact portfolio value.
- Execution Delay Risk: In the LightPoint™ Kingdom(k) and Kingdom(b) Programs, Beacon Wealth Consultants, Inc. provides instructions regarding underlying managers and securities included in the asset allocation models and the weightings thereof. Changes to these models result in the purchase and sale of managers and securities for client accounts. However, Envestnet Retirement Services is responsible for implementing sales and purchases, and there could be a delay in the execution of Beacon Wealth Consultants, Inc.'s instructions. Any such delay could be significant and could adversely affect the investment performance of the account.



The level of exposure to any of the foregoing risks will depend on the extent to which Beacon Wealth Consultants, Inc. or any third-party or fund manager invests in specific securities or uses specific investment strategies that pose such risks.

## **Item 9 Disciplinary Information**

Neither the Firm nor any of our management persons have been involved in any events that are material to a client's or prospective client's evaluation of the Firm or the integrity of its management.

## **Item 10 Other Financial Industry Activities and Affiliations**

In addition, some advisory representatives of Beacon Wealth Consultants are licensed as insurance agents with various insurance companies and/or recommend the purchase of insurance related products. However, as of November 2017, our Advisory Representatives are not permitted to sell any commission-based insurance products. Advisory Representatives of Beacon Wealth Consultants could only facilitate the analysis of, curating and placing of fee-only insurance contracts and could receive an advisory fee for doing so. Clients are under no obligation to act upon any recommendations of the associated persons or effect any transactions through the associated persons if they decide to follow the recommendations. Currently Dennis Gillard and Jerry McMillan are licensed insurance agents.

Our adviser, Dennis Gillard, is certified public accountant (CPA) and the President of an accounting firm which could create a conflict of interests. Accounting and tax preparation clients retain Mr. Gillard for those services under a separate agreement. As an Investment Adviser Representative, Mr. Gillard owes a fiduciary duty to clients. Mr. Gillard will disclose in advance how he is being compensated and if there is a conflict of interest involving any advice or service being provided. Clients are under no obligation to use the accounting services of Mr. Gillard.

We contract with Investment Research Partners, an unaffiliated registered investment advisor, to provide investment recommendations to us for a portion of our Select Equity Portfolios. Please see Item 8 for more information about the construction of our portfolios. When we allocate to Select Equity portfolios, a portion of the fee is paid to the unaffiliated RIA, thereby creating a conflict of interest.

When we do not allocate a portion of the Select Equity Portfolios, we will retain a greater percentage of the collected advisory fee, thus benefiting us financially and creating a conflict of interest. This creates a conflict of interest as your financial advisor could direct accounts more suitable as a Select Equity account to a mutual fund/ETF account.

In all cases, we have a financial incentive to manage your assets, which is a conflict of interest. We mitigate this conflict by providing quality service, determining your suitability, and making our best fiduciary recommendations to you solely in light of your investment needs. There is no difference in the amount of money a client pays for our advice when we manage the assets or when we allocated the assets among unaffiliated advisors, only a difference in what we retain.

We offer retirement plan services, including recommending plan investment options, providing guidance to plan trustees, and offering participant education. These services are offered through an alliance with Epic RPS, Inc. Beacon Wealth Consultants is paid for these services, which creates a conflict of interests and an incentive to recommend the program. Similar services could be available for a lower price. Clients are under no obligation to invest.



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

Associated persons could buy or sell for their own accounts the same securities recommended to you. They could do so at the same time as they, or a related person, buy or sell the same securities for their own account. Associated persons seek to ensure that they do not personally benefit from the short-term market effects of their recommendations to you. We request information about all of our associate's transactions and monitor them for any wrongdoing.

Associated persons are aware of the rules regarding material non-public information and insider trading. Associated persons could also buy or sell a specific security for their own account based on personal investment considerations, which the Advisor does not deem appropriate to buy or sell for clients.

We have adopted a Code of Ethics to instruct personnel in their ethical obligations and to provide rules for their personal securities transactions. The Firm and our personnel owe a duty of loyalty, fairness and good faith to their clients, and the obligation to adhere not only to the specific provisions of the code but also to the general principles that guide the Code. The Code covers a range of topics including general ethical principles, reporting personal securities trading, exceptions to reporting securities trading, reportable securities, initial public offerings and private placements, reporting ethical violations, distribution of the Code, review and enforcement processes, amendments to Form ADV and supervisory procedures. We will provide a copy of the Code to any client or prospective Client upon request.

## Item 12 Brokerage Practices

To the extent applicable to the transactions to be affected, our general policies relative to the execution of client securities brokerage transactions are as follows:

Beacon Wealth Consultants recommends clients use the services of Schwab Advisor Services. Not all advisers require or request that their clients use the services of a specified custodian. Should you elect to use another custodian, we cannot be able to achieve the most favorable execution of client transactions.

Beacon Wealth Consultants recommends retirement plan clients use the services of Charles Schwab or Matrix. Not all advisers require or request that their clients use the services of a specified custodian. Should you elect to use another custodian, we could fail to achieve the most favorable execution of client transactions.

Beacon Wealth Consultants does not maintain custody of your assets that we manage/on which we advise. Your assets must be maintained in an account at a "qualified custodian," generally a broker dealer. Registrant generally recommends that investment management accounts be maintained at Schwab as the qualified custodian. In situations where a group of clients already have managed brokerage accounts with custodians that are able to integrate with our trading platform (such as TD Ameritrade or Fidelity), we could recommend that the clients remain with their current custodian. We are independently owned and operated and not affiliated with Schwab, TD Ameritrade or any other custodian. Your custodian will hold your assets in a brokerage account and buy and sell securities when [we/you] instruct them to. While we recommend that you use Schwab as custodian/broker, you will decide whether to do so and open your account with Schwab by entering into an account agreement directly with them.

Prior to engaging Registrant to provide investment management services, the client will be required to enter into a formal *Investment Advisory Agreement* with Registrant setting forth the terms and conditions under which Registrant shall manage the client's assets, and a separate custodial/clearing agreement with each designated broker-dealer/custodian.

Unless the client directs otherwise, or an individual client's circumstances require the Registrant shall generally recommend that *Schwab* serve as the broker-dealer/custodian for client investment management assets. Broker-dealers

such as *Schwab* charge brokerage commissions and/or transaction fees for effecting certain securities transactions (i.e. transaction fees) are charged for certain no-load mutual funds, commissions are charged for individual equity and fixed income securities transactions.

Your custodial fees are disclosed on the Charles Schwab Pricing Guide and governed by the applicable account application agreements and disclosures used to set up your accounts at the custodian. The custodial fees applicable to our client accounts were negotiated based on our commitment to maintain \$50 million of our clients' assets statement equity in accounts at Schwab. This commitment benefits you because the overall fees you pay are lower than they would be if we had not made that commitment. In addition to these negotiated fees, accounts could utilize transaction-based pricing or asset-based pricing based on the investment strategy utilized. For the LightPoint Portfolios, we use transaction-based pricing. Based on the client's investment objectives and risk tolerance, the advisor will determine the best strategy which will determine the best fee arrangement for the client.

### **Products and Services Available to Us from Schwab**

Schwab Advisor Services is Schwab's business unit serving independent investment advisory firms like Beacon Wealth Consultants. They provide us and our clients with access to its institutional brokerage – trading, custody, reporting and related services – many of which are not typically available to Schwab retail customers. Schwab also makes available various support services. Some of those services help us to manage or administer our clients' accounts while others help us manage and grow our business. Schwab's support services are generally available on an unsolicited basis (we don't have to request them) and at no charge to us as long as we keep a total of at least \$10 million of our clients' assets in accounts as Schwab.

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

Services that do not directly benefit you: Schwab also makes available to us other products and services that benefit us but could not directly benefit you or your account. These products and services assist us in managing and administering our client's accounts. They include investment research, both Schwab's own and that of third parties. We could use this research to service all or some substantial number of our clients' accounts, including accounts not maintained at Schwab. In addition of investment research, Schwab also makes available software and other technology that:

- provides access to client account data (such as duplicate trade confirmations and account statements).
- facilitate trade execution and allocate aggregated trade orders for multiple client accounts
- provide pricing and other market data.
- facilitate payment of our fees from clients' accounts; and
- assist with back-office functions, recordkeeping, and client reporting.

Services that generally benefit only us: Schwab also offers other services intended to help us manage and further develop our business enterprise. These services include:

- educational conferences and events
- technology, compliance, legal, and business consulting
- publications and conferences on practice management and business succession
- access to employee benefits providers, human capital consultants and insurance providers

Schwab could provide these services itself. In other cases, it will arrange for third-party vendors to provide the services to us. Schwab could also discount or waive its fees for some of these services or pay all or a part of a third party's fees.

### **Our interest in Schwab's Services**

The availability of these services from Schwab benefits us because we do not have to produce or purchase them. We do not have to pay for Schwab's services so long as we keep a total of at least \$10 million of client assets in accounts a Schwab (We have committed to maintain \$50 million of client assets at Schwab as noted above). Beyond that, these services are not contingent upon us committing any specific amount of business to Schwab in trading commissions or assets in custody. The \$10 million minimum could give us an incentive to recommend that you maintain your account with Schwab based on our interest in receiving Schwab's services that benefit our business rather than based on your interest in receiving the best value in custody services and the most favorable execution of your transactions. This is a potential conflict of interest. We believe, however, that our selection of Schwab as custodian and broker dealer is in the best interests of our clients. It is primarily supported by the scope, quality and price of Schwab's services (see "How we Select Brokers/ Custodians to Recommend" above) and not Schwab's services that benefit only us. We have over \$85 million in client assets under management, and do not believe that maintaining at least \$10 million of those assets a Schwab in order to avoid paying Schwab quarterly service fees presents a material conflict of interest.

Beacon Wealth Consultants initiates its trades through a third-party trading platform or directly through the custodian. Beacon Wealth manages our portfolios and submits trade requests on behalf of our clients. When using a third-party trading system, the system prepares the requested trades and forwards them on to Schwab for execution. The third-party trading platform utilizes block trading. The advantage of this system is that it ensures that our clients receive the same price per share for purchases and sales of securities. When a trade is placed, each client that participates in an aggregated order will participate at the average share price for all advisers' transactions in that security during that trade window. No advisory client will be favored over any other client.

Where purchases or sales of the same security are being placed for execution at the same time for the accounts of two or more clients, Beacon Wealth Consultants could aggregate or "block" those trades for execution in order to seek more favorable prices for all clients participating in the order. Generally, the securities purchased or proceeds received in such "block" transactions will be allocated among the client accounts participating in the order at the average price achieved for the order in accordance with the purchase or sale orders placed for each client account. Where insufficient securities are bought or sold in a "block" transaction to satisfy the orders for all participating client accounts, the securities or proceeds actually obtained generally will be allocated among the client accounts at the average price, pro rata in proportion to the size of the order placed for each such account, or in accordance with another allocation method that Beacon Wealth believes is reasonably designed to treat all participating clients fairly and equitably.

If an order is not aggregated, the sale or purchase will be placed as an individual trade. If the order is placed individually, Beacon Wealth Consultants will place trades randomly, in no particular order. In situations where the Client requests a sale or purchase individually, the trades are placed on a first-come, first-served basis.

### ***Trade Rotation***

Given that assets are managed for a variety of clients in various programs, including those accounts for which we have discretion to trade and those for which we do not maintain trading discretion (i.e., model delivery programs), we use trade rotations designed to equitably execute transactions across all client accounts. Each platform or investment advisor using the model is included in the rotation, including Beacon Wealth client accounts using the same model. When a change is made to a model portfolio, Beacon Wealth sends notification to each member of the trade rotation schedule in order of their appearance on the rotation schedule. The rotation schedule is managed such that each group of clients can expect to receive executions at the beginning, middle, or end of trade rotations over time. By virtue of the non-discretionary nature of model delivery programs, execution and therefore portfolios, may differ slightly depending on capabilities and limitations specific to each platform.

## Item 13 Review of Accounts

The Chief Compliance Officer (CCO) reviews client accounts at the time the account is opened for the appropriateness and suitability of the recommendations. The CCO or his designee monitors the account on a regular basis to determine the ongoing appropriateness of the investments. At least annually, individual clients are asked to meet with their investment adviser representatives. Reviews could be triggered by a change in the market, change in economic indicators or geopolitical matters.

Beacon Wealth Consultants, Inc. will provide clients with a quarterly performance report. Our performance reports will include account value, performance, and allocation and will be delivered according to client delivery preference selected on client advisory contract. Electronically delivered reports will be accessed through your client portal. If you wish to change report delivery preference between electronic and printed reports, please let us know. Our Clients will also receive a statement at least quarterly from the custodian of their assets, which could be a broker/dealer, investment company or annuity.

## Item 14 Client Referrals and Other Compensation

We do not receive any economic benefits from others for providing advice.

We do compensate appropriately licensed solicitors for referring clients to the firm. This arrangement is pursuant to a written agreement between the solicitor and Beacon Wealth Consultants, Inc. Solicitors are compensated by sharing in the management fee collected by Beacon Wealth Consultants from the solicited clients. This compensation to a solicitor does create a conflict of interest in referring clients to Beacon Wealth Consultants. The management fee paid by a solicited client does not increase because the client was obtained through the solicitor. Solicited clients will be provided a disclosure document regarding the solicitor arrangement as well as Beacon Wealth Consultants' Form ADV Part 2A.

The fees charged to clients will fluctuate based on the agreement with each individual solicitor and will be disclosed to each client in the client's advisory agreement with Beacon Wealth. However, we place a maximum client fee for all client's referred to us by solicitors as shown below:

Household Portfolio Value(breakpoint):	Maximum Annual Client Fee
\$0 - \$100,000	1.80%
\$100,000.01 - \$250,000	1.40%
\$250,000.01 - \$500,000	1.20%
\$500,000.01 - \$1,000,000	1.05%
\$1,000,000.01 - \$2,000,000	0.95%
\$2,000,000.01 - \$5,000,000	0.75%
\$5,000,000.01 - \$10,000,000	0.65%
Over \$10,000,000	0.55%

## Item 15 Custody

We have limited custody of client funds only to the extent that we deduct fees from your accounts. Your qualified custodian maintains actual physical custody of your assets per our advisory agreement. The qualified custodian of your assets sends quarterly statements directly to you. You should carefully review those statements.

We also send performance statements to you, and we urge you to compare the account statements you receive from the qualified custodian to those you receive from us.

Prior to deducting fees via a qualified custodian, Beacon Wealth Consultants will:

- Possess written authorization from the client to deduct advisory fees from an account held by qualified custodian
- Send the qualified custodian written notice of the amount of the fee to be deducted from the client's account
- Send the client an itemized invoice including any formulae used to calculate the fee, the time period covered by the fee, and the amount of assets under management on which the fee is based.

## **Item 16 Investment Discretion**

We request that you give us discretionary authority to manage your accounts by signing a written power of attorney built into your advisory agreement. This discretion includes the ability hire and fire managers, reallocate accounts, and to make decisions to purchase or sell securities without consulting you the client. You could place reasonable restrictions on specific securities that we purchase or sell.

Third party program managers have full discretion over trades in their programs. They do not consult with us or you prior to placing trades.

## **Item 17 Voting Client Securities**

We do not vote proxies on your behalf. You retain that right unless you make other arrangements with the custodian of your assets. You will receive proxies or other solicitations directly from the custodian of your assets. You could contact us with questions about proxies.

## **Item 18 Financial Information**

We have no financial condition that is reasonably likely to impair our ability to meet contractual commitments to you.

### ***Bankruptcy Status/ Petition***

Not applicable

## **Item 19 Information for State-Registered Advisors**

Please see below for information about our owners, Richard S. Laymon, Jr. and Cassandra Laymon and our other advisors.

Our firm is not engaged in any other business outside of giving investment advice.

We are not compensated by performance-based fees.

Neither a management person nor the firm have been involved in any event concerning arbitration awards or civil, self-regulatory or administrative actions which would be required to be disclosed here.

We do not have any relationships or arrangements with any issuers of securities.

If for some reason a client did not receive a Form ADV Part 2A prior to or at the time of signing an investment advisory agreement with Beacon Wealth Consultants, Inc., the client has five (5) calendar days to terminate the agreement without penalty.