

## **ADV Part 2 Firm Brochure**

LifePlan Investment Advisors, INC

DBA: LifePlan Group

7201 Creedmoor Rd Ste 147

Raleigh, NC 27613

919-858-6119

[www.lifeplangroup.com](http://www.lifeplangroup.com)

[contact@lifeplangroup.com](mailto:contact@lifeplangroup.com)

September 21, 2021

This Brochure provides information about the qualifications and business practices of **LIFEPLAN INVESTMENT ADVISORS, INC.** If you have questions about the contents of this Brochure, please contact us at 919-858-6119 or by email at [contact@lifeplangroup.com](mailto:contact@lifeplangroup.com). 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.

**LIFEPLAN INVESTMENT ADVISORS, INC** is a Registered Investment Advisory firm in the State of North Carolina. Registration of an Investment Adviser does not imply any level of skill or training. The oral and written communications of an Adviser provide you with information about which you determine to hire or retain an Adviser.

Additional information about **LIFEPLAN INVESTMENT ADVISORS, INC (CRD #144157)** is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **Item 2 – Material Changes**

Since our last annual update February 25, 2021, we have the following material changes to our Firm Brochure:

Item 4 - LifePlan Investment Advisors, INC filed its initial application to become registered as an investment adviser with the U.S. Securities Exchange Commission in September 2021.

Item 4 – LifePlan Investment Advisors, INC added Retirement Plan Rollover Recommendations as an advisory service and disclosed the conflict of interest it creates, including how LifePlan Investment Advisors, INC mitigates this conflict of interest.

Item 5 and 7 – LifePlan Investment Advisors, INC has a minimum investment amount per household of \$500,000 when establishing an account(s) managed by us. Account minimums may be waived at the firm’s discretion.

## **Item 3 -Table of Contents**

ADV Part 2 Firm Brochure.....	1
Item 2 – Material Changes.....	2
Item 3 -Table of Contents.....	2
Item 4 – Advisory Business .....	3
Item 5 – Fees and Compensation .....	5
Item 6 – Performance-Based Fees and Side-By-Side Management .....	6
Item 7 – Types of Clients .....	6
Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss .....	7
Item 9 – Disciplinary Information .....	7
Item 10 – Other Financial Industry Activities and Affiliations .....	7
Item 11 – Code of Ethics .....	8
Item 12 – Brokerage Practices .....	8
Item 13 – Review of Accounts .....	9
Item 14 – Client Referrals and Other Compensation .....	9
Item 15 – Custody.....	10
Item 16 – Investment Discretion.....	10
Item 17 – Voting Client Securities .....	10
Item 18 – Financial Information.....	11
Item 19 – Requirements for State-Registered Advisers .....	11

## Item 4 – Advisory Business

- A. **LifePlan Investment Advisors, INC** was founded by Kenneth A. Sutherland and is co-owned by Kenneth A. Sutherland and Alex P. Sutherland. Full details of the education and business background of Kenneth A. Sutherland and Alex P. Sutherland are provided at Item 19 of this Disclosure Brochure. LifePlan Investment Advisors, INC filed its initial application to become registered as an investment adviser with the U.S. Securities Exchange Commission in September 2021.
- B. **Advisory Services Offered:** **LifePlan Investment Advisors, INC** provides retirement planning for a fee as well as asset based advisory services. We provide financial planning and investment advice to individuals, businesses, as well as qualified retirement plans through employers. This planning includes discussions and recommendations related to the coordination and placement of assets, insurance, tax, and estate issues including tax and estate preparation. A particular focus is on retirement planning and related issues such as investment allocation and diversification, income generation, taxation, risk management, and estate planning. A written agreement establishes the scope and terms of our services. This agreement must be signed by a client and an Investment Advisor Representative of **LifePlan Investment Advisors, INC** before we provide such services.

*Retirement Plan Rollover Recommendations:* When **LifePlan Investment Advisors, INC** provides investment advice about your retirement plan account or individual retirement account (“IRA”) including whether to maintain investments and/or proceeds in the retirement plan account, roll over such investment/proceeds from the retirement plan account to a IRA or make a distribution from the retirement plan account, we acknowledge that **LifePlan Investment Advisors, INC** is a “fiduciary” within the meaning of Title I of the Employee Retirement Income Security Act (“ERISA”) and/or the Internal Revenue Code (“IRC”) as applicable, which are laws governing retirement accounts. The way **LifePlan Investment Advisors, INC** makes money creates conflicts with your interests, so we operate under a special rule that requires us to act in your best interest and not put our interest ahead of you.

Under this special rule’s provisions, **LifePlan Investment Advisor, INC** must act as a fiduciary to a retirement plan account or IRA under ERISA/IRC:

- Meet a professional standard of care when making investment recommendations (e.g., give prudent advice);
- Never put the financial interests of **LifePlan Investment Advisors, INC** ahead of you when making recommendations (e.g., give loyal advice);
- Avoid misleading statements about conflicts of interest, fees, and investments;
- Follow policies and procedures designed to ensure that we give advice that is in your best interest;
- Charge no more than is reasonable for the services we provide;
- Give Client basic information about conflicts of interest.

To the extent we recommend you roll over your account from a current retirement plan account to an individual retirement account managed by **LifePlan Investment Advisors, INC**,

please know that our firm and our investment adviser representatives have a conflict of interest.

We earn investment advisory fees by recommending that you roll over your account at the retirement plan to an IRA managed by us, which we would not earn if you do not roll over the funds.

Thus, our investment adviser representatives have an economic incentive to recommend a rollover of funds from a retirement plan to an IRA which is a conflict of interest because our recommendation that you open an IRA account to be managed by our firm can be based on our economic incentive and not based exclusively on whether or not moving the IRA to our management program is in your overall best interest.

We have taken steps to manage this conflict of interest. We have adopted an impartial conduct standard whereby our investment adviser representatives will (i) provide investment advice to a retirement plan participant regarding a rollover of funds from the retirement plan in accordance with the fiduciary status previously described, (ii) not recommend investments which result in [LifePlan Investment Advisors, INC](#) receiving unreasonable compensation related to the rollover of funds from the retirement plan to an IRA, and (iii) fully disclose compensation received by [LifePlan Investment Advisors, INC](#) and our supervised persons and any material conflicts of interest related to recommending the rollover of funds from the retirement plan to an IRA and refrain from making any materially misleading statements regarding such rollover.

- C. Advice is tailored to the needs of each client. Asset allocation and portfolio design focus on the achievement of client goals, income needs, and risk tolerances as determined by the analysis of a client's personal and financial information. [LifePlan Investment Advisors, INC](#) advises clients in positioning assets based on the purpose those assets serve in their life. More conservative strategies are utilized for generating income in the near term with growth strategies focused on assets with longer time horizon goals. Our investment philosophy leans towards highly diversified portfolio models associated with institutional investment platforms and/or Exchange Traded Funds with strategic or passive management. Tactical managers may also be utilized to assist in mitigating risk. Based on the investment strategy selected, clients may impose restrictions on investing in certain securities or types of securities. These restrictions, if any, would be established in the investment policy statement.
- D. If a client implements all or a portion of their financial plan through [LifePlan Investment Advisors, INC](#), if appropriate and desired, we may assist them in the selection of a Co-Advisor, Sub-Advisor, or Third-Party Managers. A client is not required to utilize a Co-Advisor, Sub-Advisor, or Third-Party Manager for investment services. We provide access to investment platforms such as, but not limited, to AE Wealth Management, LLC and Equis Capital Management for these services. They provide access to institutional custodial and investor services, back office support, daily account monitoring, portfolio rebalancing, and manager due diligence oversight. [LifePlan Investment Advisors, INC](#) is compensated through fee sharing agreements based on assets under management (not commissions).

LifePlan Investment Advisors, INC seeks to minimize conflicts of interest by charging the same asset based advisory fee regardless if co-advisors, sub-advisors, third-party managers are recommended or selected. Co-Advisor, Sub-Advisor, and Third-Party Manager fees are disclosed prior to implementation in a written agreement.

- E. LifePlan Investment Advisors, INC advises clients on the establishment of a portfolio model with appropriate allocations and diversification for client circumstances. If authorized by our clients, through a written agreement we may obtain discretionary authority to place trades on their behalf and/or authorization to disburse funds to client's address or financial account of record. As of 6/30/2021, we oversee \$184,600,613 of client assets. Of which, our regulatory assets under management totaled \$126,187,065, all on a discretionary basis. We also have \$58,413,548 in assets under advisement.

## Item 5 – Fees and Compensation

The specific manner in which all advisory fees are charged to a client is established and fully disclosed in a written agreement. LifePlan Investment Advisors, INC fees may include an hourly fee (not to exceed \$350/hour); a predetermined planning fee, (can range from \$500 to over \$5,000, depending on the complexity of a client's financial situation); and/or an annual asset based advisory fee (not to exceed 1.5%). The payment of these fees is detailed in the written agreement. No more than \$500 is due 6 months or more in advance of services provided. Typical household assets require a minimum of \$500,000 when establishing an account(s) managed by us. Account minimums may be waived at the firm's discretion.

LifePlan Investment Advisors, INC asset based advisory fee is established in a written agreement for ongoing investment advisory services. These advisory fees are calculated, reported to the client and deducted from a client's account by the custodian either monthly or quarterly in arrears as established in a written agreement. LifePlan Investment Advisors, INC utilizes third-party technology platforms, such as Orion Advisor Technology, LLC., to support data reconciliation, performance reporting, fee calculation and billing, client database maintenance, performance evaluations, and other functions related to the administrative tasks of managing client accounts. While third-party technology platforms access client account information using data aggregation from the custodian, they do not serve as an investment adviser to LifePlan Investment Advisors, INC clients. You may see slight differences in the quarter-end market value of your account from your custodian's statement as compared to the market value of your account from Orion, due to differences in the treatment of accrued interest posting, trade date versus settlement date, and other variables.

If a client selects the use of a Co-Advisor, Sub-Advisor, or Third-Party Manager, these fees are established and disclosed prior to implementation in a written agreement. Co-advisor, Sub-Advisor, or Third-Party Manager fees are asset-based fees, or "wrap fees," which are defined as a fee charged to an account based on assets under management, not based on transactions in the account. The Co-advisor, Sub-Advisor, or Third-Party Manager collects and reports fees for their services (which include custodial services) and for LifePlan Investment Advisors, INC's services. All fees are reported in client statements provided by the Co-advisor, Sub-Advisor, Third-Party Manager, or Custodian.

LifePlan Investment Advisors, INC utilizes third party qualified custodians (Such as, but not limited to, TD Ameritrade Institutional) for client accounts. Client accounts that are not designated as “wrap fee accounts,” are assessed custodial fees either on an asset basis (a fee charged to an account based on assets under management) or transactional basis (transaction fees will be separately charged by the custodian per transaction and charged directly to client by custodian). The basis on which custodial fees apply is established in a written agreement.

Clients may experience additional custodial fees for additional services requested such as, but not limited to, wire transfers, fund transfers, IRA fees, termination fees, check writing, printed statements, etc. Such fees and expenses are described in the custodial account opening agreement and/or service agreement.

Total asset based annual fees are those agreed to for investment advisory services (LifePlan Investment Advisors, INC) and, if applicable, for account services of the Co-advisor, Sub-Advisor, Third-Party Manager, or Custodian. The maximum total asset based annual fees will not exceed 2.0% with LifePlan Investment Advisors, INC's portion not exceeding 1.5%.

All fees are subject to negotiation based on the investment adviser representative providing the services, the type of client, the complexity of the client's situation, the composition of the client's account (i.e. equities vs funds), the potential for additional account deposits, the relationship of the client with the investment adviser representative, the total amount of assets under management for the client and the estate and tax services provided.

Any prepaid set fees will be refunded on a pro-rated basis (100% with-in five days). Upon termination of any account, any prepaid, unearned fees will be promptly refunded, and any earned, unpaid fees will be due and payable. Fixed and hourly fees may be waived at the discretion of LifePlan Investment Advisors, INC. NOTE: Lower fees for comparable services may be available from other sources, and you may terminate your agreement in writing at any time and for any reason.

All fees paid to LifePlan Investment Advisors, INC or any Co-advisor, Sub-Advisor, Third-Party Manager, or Custodian are separate and distinct from the fees and expenses charged by mutual funds and/or Exchange Traded Funds to their shareholders. Such fees and expenses are described in each fund's prospectus and none are paid to LifePlan Investment Advisors, INC.

LifePlan Investment Advisors, INC is not dual registered with a broker-dealer and thus does not receive any commissions or 12b-1 fees on any securities business.

## **Item 6 – Performance-Based Fees and Side-By-Side Management**

LifePlan Investment Advisors, INC does not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client).

## **Item 7 – Types of Clients**

LifePlan Investment Advisors, INC may provide investment advisory services to individuals, high net worth individuals, businesses, corporate pension and profit-sharing plans, 401(k)s,

trusts, estates and charitable organizations, foundations, and endowments. Typical household assets require a minimum of \$500,000 when establishing an account(s) managed by us. Account minimums may be waived at the firm's discretion.

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

LifePlan Investment Advisors, INC provides the benefit of our continuing study of economic conditions, securities markets, and other economic issues. On the basis of these studies along with our investment platform's investment committees and a client's personal circumstances, values and goals, we monitor individual accounts quarterly or as needed and clients overall plan annually regarding their financial plan and the allocation of assets. More conservative strategies, including market and/or insured accounts, are utilized for generating income with growth strategies focused on assets with longer time horizon goals. Our investment philosophy leans towards highly diversified portfolio models associated with institutional investment platforms, Exchange Traded Funds, and/or individual securities with strategic or passive management. Tactical managers may also be utilized to assist in mitigating risk. Unless otherwise directed by the client, we may utilize rebalancing within their account. Investing in securities involves risk of loss that clients should be prepared to bear.

#### **Item 9 – Disciplinary Information**

Registered Investment Advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to the integrity of their management. LifePlan Investment Advisors, INC has no legal or disciplinary events to report.

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

Kenneth A. Sutherland and Alex P. Sutherland are insurance licensed and owners of LifePlan Tax and Insurance Group, INC. This separate corporation provides access to insurance products (Life, Long Term Care, Medicare Supplements & Annuities), tax preparation services, and estate planning services for clients. Ken and Alex each spend approximately one quarter of their time in this activity. Insurance products such as Life, Long Term Care, Medicare Supplements and Annuities (Immediate, Deferred and Indexed Rate) may be utilized to achieve client goals.

When such insurance products are recommended for consideration a client should be mindful that a conflict of interest exists. Insurance products are provided by those acting as an "agent" of an insurance company. As an "agent," Insurance products are sold based on the suitability standard at both the state and insurance carrier level. This means that product recommendations must meet the stated financial needs and objectives of the client. As such, a commission is paid to the agent by the insurance company. A client is under no obligation to act upon these recommendations, and if they do, should be mindful that a commission (and potentially other forms of compensation) is paid directly by the insurance company to the agent who is also acting as a client's advisor.



When tax preparation or estate planning services are provided, a client should be mindful that a conflict of interest exists. Tax preparation and Estate planning services are paid to LifePlan Tax and Insurance Group, INC. either billed directly to the client or, as negotiated, inclusive in their investment advisory fee. A client is under no obligation to utilize these services. To minimize any conflict of interest, both corporations, [LifePlan Investment Advisors, INC](#) and LifePlan Tax and Insurance Group, INC are solely owned by Kenneth and Alex Sutherland.

If a client purchases a commissionable insurance product through LifePlan Tax and Insurance Group, INC, no asset-based fees will be charged on the value of those assets or premiums.

LifePlan Group and/or its Advisors may appear in media outlets from time to time. Any media logos and/or trademarks displayed by LifePlan Group are the property of their respective owners and no endorsement by those owners of LifePlan Group or their advisors is stated or implied. Appearances in media outlets were obtained through a paid PR firm.

### **Item 11 – Code of Ethics**

[LifePlan Investment Advisors, INC](#) has adopted a Code of Ethics for all supervised persons of the firm describing its high standard of business conduct, and fiduciary duty to its clients. The Code of Ethics is provided at the time the client signs our written agreement and includes provisions relating to the confidentiality of information, a prohibition on insider trading, a prohibition of rumor mongering, restrictions on the acceptance of significant gifts and the reporting of certain gifts and business entertainment items, and personal securities trading procedures, among other things. All supervised persons at [LifePlan Investment Advisors, INC](#) must acknowledge the terms of the Code of Ethics annually, or as amended. You may request a copy of this Code of Ethics by contacting the firm.

We anticipate that advisors or staff of [LifePlan Investment Advisors, INC](#) may buy or sell securities, or participate in third party managed accounts that they recommend to clients. There is no conflict of interest as they are too small of an advisor/investor to affect the market.

### **Item 12 – Brokerage Practices**

[LifePlan Investment Advisors, INC](#) is not “dual registered” with a broker-dealer and does not receive commissions on security products.

[LifePlan Investment Advisors, INC](#) utilizes third party qualified custodians (Such as, but not limited to, TD Ameritrade Institutional) for client accounts. This custodial relationship creates a conflict of interest such that investment advisors who engage custodial services are eligible to receive certain economic benefits from the custodian.

These benefits include various technological tools, items, and products that assist investments advisors in managing and servicing client accounts. In addition, custodians may provide certain investment advisors with discounts on products or services such as compliance, marketing, technology, and practice management products or services provided by third-party vendors or other benefits. These program benefits do not depend on the amount of



transactions an investment advisor directs in the custodian. The decision as to where to custody client assets is ultimately made by the client, **LifePlan Investment Advisors, INC** may only recommend to its clients that they custody their assets at a financial services firm that is in the best interests of its clients. Thus, the possible receipt of any economic benefits from the custodian may not be a consideration in a recommendation to use that custodian.

**LifePlan Investment Advisors, INC** may elect to purchase or sell the same securities for several clients at approximately the same time. This process is referred to as aggregating orders, batch trading or block trading. This is most commonly done when rebalancing client accounts so that pricing is fair and equitable to the client. **LifePlan Investment Advisors, INC** does not receive any additional compensation as a result of block trades.

### **Item 13 – Review of Accounts**

**LifePlan Investment Advisors, INC** advises clients in the implementation of financial plans and asset allocation based on long term investment goals. We do not attempt to “time” the market. We encourage highly diversified accounts with rebalancing provisions. For this reason, we review client accounts at least annually with clients to determine that accounts continue to align with client goals in light of their ongoing circumstances. We monitor accounts quarterly internally. The calendar is the triggering factor. There are no different levels of review. A client will receive a written investment statement (electronic or paper) of their account(s) no less than quarterly directly from the custodian. Clients should carefully review all such statements. A client’s account may be reviewed by any Investment Advisor Representative of **LifePlan Investment Advisors, INC**.

### **Item 14 – Client Referrals and Other Compensation**

**LifePlan Investment Advisors, INC** does not receive compensation for services provided to clients by other professionals. On occasion, other professionals may provide services (tax preparation, legal services, etc.) to our clients at a discount from their normal fees in appreciation for our referral; however, we are not compensated for such. We may also provide our planning services at a discount for prospective clients who have been referred to us by other professionals, or by our existing clients. However, neither those professionals nor our existing clients are compensated by such.

**LifePlan Investment Advisors, INC** conducts public workshops, seminars and classes, and frequently provides complimentary meals or books, etc. of value. We may include other professionals (attorneys, CPAs, etc.) at our events from which they may acquire clients, we may pay these professionals a speaking engagement fee, however, we are not compensated by them for their participation. We also may host appreciation events for clients, however, their participation is not predicated on creating compensation for us.

**LifePlan Investment Advisors, INC** may on occasion work jointly with another registered investment advisor or insurance agent to fully address client needs. If this occurs, clients are informed and made aware of any joint or shared compensation.

LifePlan Investment Advisors, INC utilizes third party qualified custodians, such as but not limited to TD Ameritrade Institutional, for custodian services for client accounts. LifePlan Investment Advisors, INC receives additional compensation in the form of economic benefits from their relationship with custodians. These benefits include various technological tools, items, and products that assist investments advisors in managing and servicing client accounts. In addition, custodians may provide certain investment advisors with discounts on products or services such as compliance, marketing, technology, and practice management products or services provided by third-party vendors or other benefits. These program benefits do not depend on the amount of transactions an investment advisor directs in the custodian.

### **Item 15 – Custody**

LifePlan Investment Advisors, INC may be deemed to have custody of funds by nature of the authority provided to debit advisory fees. Other than the authorization to debit advisory fees, we do not take custody of client funds or securities. This is the only form of custody LifePlan will maintain. It should be noted that authorization to trade in client accounts is not deemed to be custody.

All client funds and securities are held at a qualified custodian in a separate account for each client under that client's name. Clients receive investment statements (and we receive advisory copies) either electronically or printed no less frequently than quarterly, as well as all tax statements directly from the custodian of their funds. Clients should carefully review all such statements and are urged to compare the statements against reports received from LifePlan Investment Advisors, INC.

### **Item 16 – Investment Discretion**

LifePlan Investment Advisors, INC may obtain discretionary authority over client accounts. This discretionary authority, to place trades on the behalf of a client and/or disburse funds to the client's address or financial account of record, must be granted by the client in a written agreement. The authorization to disburse funds is for first-party authorization only, which means funds are sent to an account that has like registration (the client is an owner of both sending and receiving accounts). We require the client's physical or electronic signature for each separate third-party disbursement request. All deposits or investments must be payable directly to the custodian of the account.

### **Item 17 – Voting Client Securities**

As a matter of firm policy and practice, LifePlan Investment Advisors, INC does not have any authority to, and does not vote proxies on behalf of advisory clients. You retain the responsibility for receiving and voting proxies for any and all securities maintained in your portfolios. LifePlan Investment Advisors, INC may provide advice to you regarding your voting of proxies, but our standard practice is not to render such advice.

## **Item 18 – Financial Information**

Registered Investment Advisors may be required to provide certain financial information or disclosures about their financial condition. We have no financial commitment that impairs our ability to meet contractual and fiduciary commitments to clients and have not been the subject of a bankruptcy proceeding.

## **Item 19 – Requirements for State-Registered Advisers**

Officers and Management Personnel:

**LifePlan Investment Advisors, INC** is co-owned by Kenneth A. Sutherland and Alex P. Sutherland. There are no other officers. Alex provides management over administrative staff. Full details of the education and business background of Kenneth A. Sutherland and Alex P. Sutherland can be found on the following Brochure Supplements attached to this ADV Part 2.

Please contact Alex Sutherland at [alex@lifeplangroup.com](mailto:alex@lifeplangroup.com) or 919-858-6119 if you did not receive **LifePlan Investment Advisors, INC's** ADV Part 2B Brochure Supplement or if you have any questions about the contents of this brochure.

Additional information about Kenneth A. Sutherland and Alex P. Sutherland is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

# Form ADV Part 2B Brochure Supplement

## Kenneth A. Sutherland

### Item 1 – Cover Page

Kenneth A. Sutherland  
CRD #: 2443828  
LifePlan Investment Advisors, INC  
7201 Creedmoor Rd Ste 147  
Raleigh, NC 27613  
919-858-6119  
[www.lifeplangroup.com](http://www.lifeplangroup.com)

Date of Supplement: September 21, 2021

This provides information about Kenneth A. Sutherland and supplements the [LifePlan Investment Advisors, INC](#) (LifePlan Group) disclosure brochure. You should have a copy of that brochure with this supplement. Please contact Alex Sutherland at [alex@lifeplangroup.com](mailto:alex@lifeplangroup.com) or 919-858-6119 if you did not receive [LifePlan Investment Advisors, INC's](#) brochure or if you have any questions about the contents of this supplement.

Additional information about Kenneth A. Sutherland is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

### Item 2 – Educational Background and Business Experience

**Education:** Ken, born in 1954, received a B.S. Degree in Business Administration from the University of Oregon in 1978, a Master of Divinity Degree in Theology from Luther Theological Seminary (MN) in 1982. He graduated from the Air Force Academy Preparatory School in Colorado Springs, CO in 1974 and received a Congressional Nomination and Appointment to the Air Force Academy as well as an AFROTC Pilot Scholarship. Ken earned the Chartered Life Underwriter (CLU, 1994) and Chartered Financial Consultant (ChFC, 2004) designations from the American College. Ken completed the Registered Life Planner curriculum by the Kinder Institute of Financial Life Planning, which included extensive classroom training and a six month mentorship concluding in April 2009.

#### **Requirements for the Charter Life Underwriter (CLU) Designation:**

Prerequisites: Three years of full-time business experience within the five years preceding the awarding of the designation

Education Requirements: Five core and three elective courses, equivalent of 24 semester credit hours

Examination Type: Final closed-book, proctored exam for each course

Continuing Education Requirements: 30 hours every two years

**Requirements for the Chartered Financial Consultant (ChFC) Designation:**

Prerequisites: Three years of full-time business experience within the five years preceding the awarding of the designation

Education Requirements: Seven core and two elective courses, equivalent of 27 semester credit hours

Examination Type: Final closed-book, proctored exam for each course

Continuing Education Requirements: 30 CE credits every two years

**Work History:** Ken was ordained and served as a Lutheran Pastor (AELC) for seven years prior to being licensed as an insurance agent in 1989. He developed a specialty in retirement income planning, involving the coordination of pension decisions, deferred compensation, insurance products, and estate issues. He was named the Agent Of The Year in 1990 for the Salem Oregon Life Underwriters professional association and served as the President of that organization in 1994. He was also awarded the Agent Of The Year for the State of Oregon in 1991 by that State Association. He received his Series 6 and 63 Security Licenses in 1994. He was employed by the American Heart Association for six years as a Director of Planned Giving (providing advanced charitable gifting techniques) and Bequest Administrator (oversight for the AHA interests in probate and trust administration). Ken became an Investment Advisor Representative in 2007 and formed a Registered Investment Advisory firm in 2008. To minimize any conflict of interest between advisory services and commissioned brokerage activity Ken discontinued his brokerage license, he is not dual-registered. Ken relocated his advisory practice from Omaha, Nebraska to North Carolina in 2009.

**Item 3: Disciplinary Information**

Ken has no material legal or disciplinary events to report.

**Item 4 – Other Business Activities**

In addition to being an owner of [LifePlan Investment Advisors, INC](#), Ken is an owner of LifePlan Tax and Insurance Group, INC which he originally founded and formed in January of 2003. This firm provides insurance products, tax preparation, and estate planning services. He is licensed to sell insurance products and spends approximately one quarter of his time in this activity. Insurance products such as Life and Annuities (Immediate, Deferred and Indexed Rate) may be instrumental in achieving client goals. As an Investment Advisor Representative, Ken has agreements with his own Firm, [LifePlan Investment Advisors, INC](#), and may maintain solicitor arrangements with firms such as Equis Capital Management and AE Wealth Management, LLC.

**Item 5 – Additional Compensation**

Tax preparation, estate planning services, and placement of insurance products generate fee and/or commissionable income, therefore when such recommendations are made, a client should be mindful that a conflict of interest exists. A client is not obligated to act upon these recommendations. If a client purchases a commissionable insurance product through LifePlan

Tax and Insurance Group, INC, no asset-based fees will be charged on the value of those assets or premiums. In addition, solicitor contracts and/or insurance marketing organizations may provide production benefits such as conferences or marketing assistance that introduces a conflict of interest.

#### **Item 6 – Supervision**

Alex Sutherland is the Chief Compliance Officer of **LifePlan Investment Advisors, INC**. He is responsible for overseeing and enforcing the firm’s compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives, including Ken Sutherland. Alex Sutherland can be reached at **919-858-6119**.

#### **Item 7 – Requirements for State-Registered Advisers**

Ken has not been involved in an arbitration award and has not been found liable in an arbitration claim alleging damages nor involved in any award or found liable in any civil, self-regulatory organization, or administrative proceeding in excess of \$2,500. Additionally, he has not been the subject of a bankruptcy.



# Form ADV Part 2B Brochure Supplement

## Alex P. Sutherland

### Item 1 – Cover Page

Alex P. Sutherland  
CRD #: 6290303  
LifePlan Investment Advisors, INC  
7201 Creedmoor Rd Ste 147  
Raleigh, NC 27613  
919-858-6119  
[www.lifeplangroup.com](http://www.lifeplangroup.com)

Date of Supplement: September 21, 2021

This provides information about Alex P. Sutherland and supplements the [LifePlan Investment Advisors, INC](#) (LifePlan Group) disclosure brochure. You should have a copy of that brochure with this supplement. Please contact Alex Sutherland at [alex@lifeplangroup.com](mailto:alex@lifeplangroup.com) or 919-858-6119 if you did not receive [LifePlan Investment Advisors, INC's](#) brochure or if you have any questions about the contents of this supplement.

Additional information about Alex P. Sutherland is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

### Item 2 – Educational Background and Business Experience

**Education:** Alex, born in 1986, received a Bachelor of Science degree with majors in Mechanical Engineering and Music from Iowa State University of Science and Technology in 2009. He then received training from Teach For America and became a licensed secondary mathematics teacher in the State of North Carolina. Alex earned his Real Estate Broker's license in 2012. In 2013, he passed his Series 65: Uniform Investment Law Examination and in 2014 became an Investment Advisor Representative for [LifePlan Investment Advisors, INC](#). Alex also became Insurance Licensed (Life and Annuities) in the State of North Carolina in 2014 as an agent of LifePlan Tax and Insurance Group, INC. In 2016, Alex received his CERTIFIED FINANCIAL PLANNER™ designation. In 2018, he received a Master's of Business Administration specializing in Financial Planning from California Lutheran University and his Medicare Supplement and Long Term Care Insurance License.

#### **Requirements for the CERTIFIED FINANCIAL PLANNER™ designation:**

Prerequisites: A bachelor's degree (or higher) from an accredited college or university, and Three years of full-time personal financial planning experience or the equivalent part-time experience (2,000 hours equals one year full-time)

Education Requirements: Candidate must complete a CFP-board registered program. 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

Examination Type: Final certification examination

Continuing Education Requirements: 30 hours every two years

**Work History:** In 2009, Alex was selected to become a Corps Member in Teach For America serving as a teacher in high need, low income areas for two years. During that time, Alex taught secondary mathematics at Warren New Tech High School in Warrenton, NC. In 2011, Alex was a national semi-finalist for the Sue Lehmann Excellence In Teaching award. After teaching, Alex joined Teach For America in 2011 serving as a Manager, Teacher Leadership Development. In this role, Alex coached and developed 1<sup>st</sup> and 2<sup>nd</sup> year teachers in North Carolina. In 2012, Alex joined LifePlan Group and in 2014 became an Investment Advisor Representative. In 2018, Alex was named the Chief Compliance Officer of **LifePlan Investment Advisors, INC.**

### **Item 3: Disciplinary Information**

Alex has no material legal or disciplinary events to report.

### **Item 4 – Other Business Activities**

In addition to being an owner of **LifePlan Investment Advisors, INC.**, Alex is an owner of LifePlan Tax and Insurance Group, INC, a firm that provides insurance products, tax preparation and estate planning services. He is licensed to sell real estate and insurance products and spends approximately one quarter of his time in this activity. Insurance products such as Life, Long Term Care, Medicare Supplements and Annuities (Immediate, Deferred and Indexed Rate) may be instrumental in achieving client goals. As an Investment Advisor Representative, Alex has agreements with his own Firm, **LifePlan Investment Advisors, INC.**, and may maintain solicitor arrangements with firms such as Equis Capital Management and AE Wealth Management, LLC.

### **Item 5 – Additional Compensation**

Tax preparation, estate planning services, and placement of insurance products generate fee and/or commissionable income, therefore when such recommendations are made, a client should be mindful that a conflict of interest exists. A client is not obligated to act upon these recommendations. If a client purchases a commissionable insurance product through LifePlan Tax and Insurance Group, INC, no asset-based fees will be charged on the value of those assets or premiums. In addition, solicitor contracts and/or insurance marketing organizations may provide production benefits such as conferences or marketing assistance that introduces a conflict of interest.

## **Item 6 – Supervision**

Alex Sutherland is the Chief Compliance Officer of **LifePlan Investment Advisors, INC.** He is responsible for overseeing and enforcing the firm's compliance programs that have been established to monitor and supervise the activities and services provided by the firm and its representatives. Alex Sutherland can be contacted at **919-858-6119**.

## **Item 7 – Requirements for State-Registered Advisors**

Alex has not been involved in an arbitration award and has not been found liable in an arbitration claim alleging damages nor been involved in any award or found liable in any civil, self-regulatory organization, or administrative proceeding in excess of \$2,500. Additionally, he has not been the subject of a bankruptcy.