



### Introduction

**Beacon Wealth Consultants, Inc.** is registered with the US Securities and Exchange Commission as an Investment Adviser. You have a choice among different types of financial services professionals to assist you with your financial needs. Brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

### What investment services and advice can you provide me?

We provide the following investment advisory services to retail investors.

**Portfolio Management:** We spend time with you to gain an understanding of your investment goals, risk tolerance and financial situation. We then develop an investment plan designed to meet your investment objectives and provide ongoing management of your assets. As part of our standard services, we regularly monitor your portfolio and continuously review the investments used in our clients' accounts. We typically recommend that our clients invest in mutual funds, exchange traded funds and individual equities. Our investment strategies are based on Biblically Responsible Investing which seeks to include, restrict or exclude investments by aligning them with biblical values. Other firms could recommend investments based on a wider range of choices.

We will manage your investment portfolio on a discretionary basis. When you choose a discretionary arrangement, we will have the authority to buy and sell securities in your account(s) without asking you in advance. You will sign an advisory agreement giving us this authority until either you or we terminate that agreement. You may place reasonable limitations on our discretionary authority, subject to our approval.

**Financial Planning:** Financial planning may include advice that addresses one or more areas of your financial situation including, but not limited to, cash management, risk management, insurance, education funding, goal setting, retirement planning, estate and charitable gift planning, tax planning, and capital needs planning.

**Estate Administration and Wealth Transfer Consulting, True Wealth Legacy Coaching:** We provide consulting advice to executors and trustee to assist with their estate administration and wealth transfer needs. We also provide coaching to help clients with meeting their goals for their family legacy, charitable giving, business and wealth transfer, etc.

**More detailed information on our services is available in our [Form ADV Part 2A](#) (our “Brochure”) in Items 4, 7, 13, and 16.** We are here to help you and encourage you to ask us questions. For example, you might want to ask us:

- *Given my financial situation, should I choose an investment advisory service? Why or why not?*
- *How will you choose investments to recommend to me?*
- *What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?*

### What fees will I pay?

Our portfolio management fees are calculated as a percentage of the assets we manage for you and are billed quarterly in advance. We believe this fee structure aligns our interests with yours, since we earn more fees as the value of your portfolio increases. Nonetheless, this type of fee arrangement could also influence us to recommend that you deposit more assets in your account, which would increase our fees.

Our financial planning services may be combined with our portfolio management services for one percentage fee or may be provided on an ala carte basis for a fixed fee, asset-based percentage fee or hourly fee basis.

Estate Administration and Wealth Transfer Consulting is provided on an hourly fee basis. True Wealth Legacy Coaching are a fixed fee service, which is based on the size and complexity of the estate.

In addition to the fees that we charge, your portfolio will incur other expenses. The most common examples are brokerage transaction fees (such as the fee that the broker charges to buy or sell a security in your account), custodian fees, and fees imposed by mutual funds and exchange traded funds.

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

**More information is available in our [Form ADV Part 2A](#) (our “Brochure”) in Items 5 and 12.** We are happy to address fee arrangements in more detail with you. For example, you might want to ask:

- *Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?*

### **What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?**

When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide to you. Here are some examples to help you understand what this means.

- We recommend that you hold your investment account(s) with Charles Schwab & Co., Inc. (“Schwab”), which offers an advisor-based program that facilitates management of our clients’ accounts. Most of Schwab’s services directly benefit you as a client; however, other services benefit only us. Without this arrangement, our firm might be required to purchase such services at our own expense. This creates a financial incentive for us to recommend that you maintain your account at Schwab.
- If we recommend that a client roll over retirement plan assets into an account to be managed by BWC, such a recommendation creates a conflict of interest if we will earn an advisory fee on the rolled over assets.

As a registered investment adviser, we are held to what is known as a fiduciary standard, which covers our entire investment advisory relationship with you. The standard requires our constant commitment to our duty of loyalty and care to you, our client. As a fiduciary, we must eliminate any conflicts of interest or tell you about them in a way you can understand, so that you can decide whether to agree to them.

**More information is available in our [Form ADV Part 2A](#) (our “Brochure”) in Items 10, 11 and 12.** Please ask us:

- *How might your conflicts of interest affect me, and how will you address them?*

### **How do your financial professionals make money?**

Our financial professionals are paid a salary and/or receive a share of client revenue. Financial professionals who are owners of the firm receive their share of corporate distributions based on firm profits. The receipt of compensation based on revenue or profits could influence us to recommend that you increase the assets that we manage. None of our financial professionals earn any type of commission (e.g., product sales commissions or revenue from securities bought or sold). Our financial professionals occasionally receive non-cash compensation from product sponsors as a result of providing advisory services to clients, which is limited to no more than \$250 per year.

### **Do you or your financial professionals have a legal or disciplinary history?**

No. We encourage you to visit [www.Investor.gov/CRS](http://www.Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals. You might want to ask us:

- *As a financial professional, do you have any disciplinary history? For what type of conduct?*

### **Additional information**

Please refer to our Brochure for more details on our investment advisory services and other topics. Please call us at 540-345-3891 or email [service@beaconwealth.com](mailto:service@beaconwealth.com) to request up-to-date information and a copy of the Client Relationship Summary and/or Brochure. We encourage you to ask:

- *Who is my primary contact person? Is he or she a representative of an investment adviser or broker dealer? Who can I talk to if I have concerns about how this person is treating me?*