

Item 1 Cover Page

Firm Brochure

Part 2A of Form ADV

Date: November 10, 2017



Beacon Wealth Consultants, Inc.

324 Washington Ave. SW, Suite B

Roanoke, VA 24016

Phone: (540) 345-3891

Fax: (888) 971-3687

Website: 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

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 September 2017.

1. As of September 30, 2017, our discretionary assets under management were \$92,000,293. Our nondiscretionary assets under management totaled \$392,939.

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 |
| | Fees for the True Wealth Charting™ | 7 |
| | Fees for Investment Management Services..... | 7 |
| Item 6 | Performance-Based Fees and Side-by-Side Management..... | 10 |
| Item 7 | Types of Clients | 10 |
| Item 8 | Methods of Analysis, Investment Strategies and Risk of Loss..... | 11 |
| Item 9 | Disciplinary Information..... | 13 |
| Item 10 | Other Financial Industry Activities and Affiliations | 13 |
| Item 11 | Code of Ethics, Participation or Interest in Client Transactions and Personal Trading..... | 13 |
| Item 12 | Brokerage Practices | 14 |
| Item 13 | Review of Accounts | 16 |
| Item 14 | Client Referrals and Other Compensation..... | 16 |
| Item 15 | Custody | 17 |
| Item 16 | Investment Discretion | 17 |
| Item 17 | Voting Client Securities..... | 17 |
| Item 18 | Financial Information..... | 17 |
| Item 19 | Information for State-Registered Advisors..... | 17 |
| | Cover Page of Part 2B of Form..... | 19 |
| | Richard S. Laymon, Jr Brochure Supplement..... | 20 |
| | Cassandra Laymon Brochure Supplement | 22 |
| | Dennis Gillard Brochure Supplement..... | 24 |
| | Kimberly Jenkins Brochure Supplement | 26 |
| | Timothy Kitchell Brochure Supplement..... | 28 |
| | Jerry McMillan Brochure Supplement | 29 |
| | Hillary Sunderland Brochure Supplement | 30 |
| | Educational Background and Business Experience..... | 32 |
| | Disciplinary Information | 32 |
| | Other Business Activities | 32 |
| | Additional Compensation..... | 32 |

Item 4 Advisory Business

About the Firm

Beacon Wealth Consultants, Inc. is a registered investment advisory firm. We commenced 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.

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 Financial Planning (True Wealth Charting™), Investment management services through the Adviser's investment advisory representatives (LightPoint Portfolio Solutions™), Collaborative Divorce Consulting, Estate Administration & Wealth Transfer consulting, and True Wealth Legacy Coaching™. We also offer retirement plan services (including LightPoint Kingdom(k) Models) to plan sponsors. Each of these services and are described more fully below. As of July 31 2017, our discretionary assets under management were \$92,000,293. Our non-discretionary assets under management totaled \$392,939. Our services are also available through an unaffiliated Platform Sponsor, Envestnet. We tailor our advisory services to the individual needs of clients based upon the information you provide to us during our meetings. Clients may impose restrictions on investing in securities.

True Wealth Charting™

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

Fees for the True Wealth Charting™ service are charged on an hourly or fixed fee basis. The hourly fee for this service ranges between \$150 and \$300 per hour. The fixed fee for this service ranges from \$1,000 to \$25,000. The fee rates are dependent on the complexity of the client's situation and are negotiable at the discretion of the Adviser.

Investment Management Services

LightPoint Portfolio Solutions™

LightPoint Portfolio Solutions™ are fully screened Biblically-Responsible Investment (BRI) portfolios designed to implement your strategic financial plan by investing their God-given resources in a way that reflects and perpetuates faith and family values while pursuing competitive returns. LightPoint Portfolio Solutions™ are provided through investment management services provided by the investment advisory representatives of the Adviser.

In some cases, our accounts may be managed in a Unified Managed Account (“UMA”). When managing accounts in this fashion, we may use the services of Envestnet, an unaffiliated registered investment adviser and sponsor of the Unified

Managed Account programs. We maintain a written agreement with Envestnet. Envestnet, in turn, has written agreements with a number of investment managers whose services we may use in the management of our UMA accounts. Chief Investment Officer Hillary Sunderland conducts preliminary due diligence to identify and evaluate money managers available through Envestnet for our UMA accounts who demonstrate skill in managing portfolios, including face to face interviews with each of the lead portfolio managers whenever possible. Chief Compliance Officer Richard S. Laymon, Jr. then has each manager's firm complete a Money Manager Due Diligence Questionnaire. The selected managers are then monitored and evaluated against their respective benchmarks and peers on a quarterly basis. Underperforming managers and funds are replaced at our discretion when a suitable replacement is available that meets all of our requirements. Typically, we use the management of services of: This is not a referral relationship, in that Beacon Wealth is a manager of managers when using this program for client assets. At Envestnet, the managers we presently are allocating among are: Dana Investment Advisors, Stewardship Partners Investment Council, Caprin Asset Management, and Camelot Portfolios LLC.

Prior to introducing Pennsylvania clients to another investment advisor ("IA), Beacon Wealth will be responsible for determining the following:

- Whether the IA is registered with PA Department of Banking and Securities under section 301 of the Pennsylvania Securities Act of 1972.
- Whether the IA is relying on an exclusion from the definition of investment advisor under Section 102(j) of the 1972 Act
- Whether the IA is relying on an exemption from registration under Section 203(d) of the 1972 Act
- When the IA is registered with the Securities and Exchange Commission, whether it has filed a Notification Filing with this Department under Department Regulation 303.015(a).

Retainer Service

We offer a retainer fee service for smaller accounts. This service may include meeting with us quarterly by phone, completing an annual review of your accounts and management style, and receive our newsletter.

Collaborative Divorce Consulting

We are available to work with Collaborative Divorce Teams to navigate the myriad financial decisions that necessarily arise as a result of divorce and the financial planning implications of each.

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 may 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 goals. It may include conducting family retreats, the drafting of a family mission statement and ethical wills, 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)™ and other Retirement Plan Services

Beacon Wealth Consultants, Inc. may provide consulting and advisory services, in the form of ERISA Section 3(38) fiduciary services to employers or plan sponsors for the benefit of its employee retirement plan. Beacon Wealth acknowledges that it is providing investment advice to the plan and is a “fiduciary” (within the meaning of section 3(21) of the Employee Retirement Income Security Act of 1974). We accept appointment as an “investment manager” within the meaning of section 3(38) of ERISA with discretion. Services may include some of the following, in addition to any further agreed upon services:

1) Creating the Investment Policy Statement: Beacon Wealth Consultants, Inc. may assist the Client in developing a formal, written Investment Policy Statement (“IPS”) or it may review and recommend amendments to the Client relating to the existing IPS. The IPS may contain the standards and processes for selecting and monitoring Plan investments, and will set forth a number of general investment options and asset class categories to be offered to Plan participants with a goal of providing a menu of investments that will allow for the creation of well-diversified portfolios through a mix of equity and fixed income exposures.

2) Plan Investment Selection and Monitoring: Beacon Wealth Consultants, Inc. may review the investment options available through the Plan and provide participant-directed investments to be offered to Plan participants, including the Plan’s Qualified Default Investment Alternatives (QDIA) if applicable, that meet the criteria set forth in the Plan’s Investment Policy Statement (“IPS”). Beacon Wealth Consultants, Inc. will provide reports on a regular basis that are designed to assist the Client in monitoring the participant-directed options and will remove and replace investments that no longer meet the IPS criteria. Beacon Wealth Consultants, Inc. is not responsible for investment decisions made by plan participants. Beacon Wealth Consultants, Inc. also is not responsible for investment decisions involving employer securities or for plan assets that have not been designated as subject to Beacon Wealth Consultants, Inc. authority as investment manager.

At a Client’s request, Beacon Wealth Consultants, Inc. may offer portfolios screened for various faith-based considerations (“Screened Portfolios”). LightPoint Kingdom(k)™ models will be screened using Biblically Responsible Investing (BRI) Screens. Participant directed options may or may not be BRI screened. Screened Portfolio allocations are typically constructed from mutual funds, but may also include Managed Accounts, individual securities, closed-end funds and exchange traded funds. Investment vehicles utilized in Screened Portfolios are selected from a more limited menu of investment vehicles than nonscreened allocations. As a result, risk characteristics and returns of Screened Portfolios could vary from non-screened allocations.

3) Participant Education and Enrollment Support: Investment Advisor Representative may meet with participants to explain plan characteristics, options and assist client with participant enrollment.

4) Model Portfolios: Beacon Wealth Consultants, Inc. may advise Client with regard to the design and maintenance of risk-based Model Portfolios. Beacon Wealth Consultants, Inc. will monitor the performance of the Model Portfolios and underlying investments, and replace investment selections as appropriate. Details of the specific obligations of Beacon Wealth Consultants, Inc. will be provided in the Retirement Plan Consulting Agreement between the Client and Beacon Wealth Consultants, Inc. Beacon Wealth Consultants, Inc. does not provide record keeping, custodian or Third Party Administrator (TPA) services for the employer or plan sponsor. The employer or plan sponsor will choose providers for these services.

5) Cash Balance Plan: This qualified retirement plan option uses a pooled account funded by employer. Employer must be aware that increases in plan assets over the benefit liabilities will decrease future contribution requirements of the employer; decreases in plan assets will increase future contribution requirements.

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 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 is responsible for monitoring the performance of the managers. Generally, Beacon Wealth does not allow clients to impose restrictions except for investment discretionary clients; (see *ADV Item 16 Investment Discretion*).

Employer-Sponsored Retirement Accounts if you are leaving your employer you have various options regarding your employer sponsored retirement plan. You may be able to opt to leave your money in the former plan. You may be able to roll over the assets to a new employer's plan. It may be possible to cash out your account value and there may be tax consequences associated with that choice. You may instead opt to roll over the retirement assets into another account, and you may choose to have that account managed by Beacon. If Beacon recommends you roll over your retirement plan into an account this creates a conflict of interest in that Beacon will receive 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.**

Item 5 Fees and Compensation

Fees for the True Wealth Charting™

Fees for the True Wealth Charting™ service are charged on an hourly or fixed fee basis. The hourly fee for this service ranges between \$150 and \$300 per hour. The fixed fee for this service ranges from \$1,000 to \$25,000. The fee rates are dependent on the complexity of the client's situation and are negotiable at the discretion of the Adviser. Fees will be invoiced in advance but may be cancelled at any time. If you decide to stop services after you pay, 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 Investment Management Services

LightPoint Portfolios

For accounts managed by the investment advisor representative at a custodian we recommend, the annual fee will be based on a linear fee schedule with accounts household across for all Envestnet based accounts. Our standard fee schedule is:

| Household Portfolio Value(breakpoint): | Advisory & Management Fee |
|--|---------------------------|
| \$0 - \$100,000 | 2.00% |
| \$100,000.01 - \$250,000 | 1.80% |
| \$250,000.01 - \$500,000 | 1.60% |
| \$500,000.01 - \$1,000,000 | 1.40% |
| \$1,000,000.01 - \$2,000,000 | 1.20% |
| \$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 1.6% advisory and management fees. This fee is negotiable. Please review the fee schedule within your advisory agreement. The fee will be charged quarterly in advance based on the value of the Investing account on the last day of the prior billing period. Similar services may be available for lower fees. All Fees are deducted directly from your account by Envestnet. Envestnet pays Beacon Wealth and any manager to which we may have allocated assets. The client pays no additional fees to Beacon Wealth 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 may 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 Jefferson National will pay a flat \$240/year to Jefferson National plus 1% (negotiable) management fee to Beacon Wealth Consultants. The fee will be charged quarterly in advance based on the value of the Investing account on the last day of the prior billing period. Similar services may be available for lower fees. All Fees are deducted directly from your account by Jefferson National. Jefferson National pays Beacon Wealth the above mentioned fee and the client pays no additional fees to Beacon Wealth 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 may 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 at Schwab through Envestnet, your Jefferson National account is not included in your Envestnet household portfolio value used to determine your fee breakpoint. Termination is upon written notice.

Custom LightPoint Small Accounts

Existing clients with a small account may choose to have it managed by the investment adviser representative as a Small Account Mutual Fund/ ETF only account. Our annual fee for these accounts will be 1.5% of assets under management with no minimum fee. This fee is not negotiable. The fee will be charged quarterly in advance based on the value of the Investing account on the last day of the prior quarter. Fees are deducted directly from your account by Beacon Wealth. To avoid the custodial account minimum fee charged through Schwab's asset based pricing program, these accounts are set up with Schwab's current transaction based pricing. The advisory fee and Schwab trading costs are disclosed on your Advisory Agreement Fee Schedule. Similar services may be available for lower fees. Please discuss your circumstances with your adviser as not all accounts are suitable as managed accounts. 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 may 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.

Held Away Accounts

For accounts that are held-away, meaning that we do not have the ability to place trades on behalf of the client but will provide recommended allocation strategies, the annual fee as a percentage of assets under management is 1.0% or a

minimum of \$800 annually and is negotiable. You will be invoiced quarterly in advance and may 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.

Retainer Service

We offer a retainer fee service for smaller accounts. If you wish to meet with us quarterly by phone, complete an annual review of your accounts and management style, and receive our newsletter, that fee is \$1000 annually and is negotiable. These fees are charged quarterly in advance. You will be invoiced quarterly in advance and may 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 been completed. Termination is upon written notice.

Collaborative Divorce Consulting

We offer Collaborative Divorce Consulting Services 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.

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 services requested and the size and complexity of the estate. **This fee is negotiable.** You will be invoiced quarterly in advance and may 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 Advisors are billed quarterly in advance based on the linear fee schedule below:

| Plan AUM | Beacon Wealth Platform Fee | IAR Consultant Fee | Total Beacon Fees |
|-------------------------------|----------------------------------|-----------------------|----------------------|
| *\$0 - \$500k | 0.25% | 1.33% | 1.58% |
| \$500,000.01 - \$1,000,000 | 0.25% | 0.93% | 1.18% |
| \$1,000,000.01 - \$2,500,000 | 0.25% | 0.68% | 0.93% |
| \$2,500,000.01 - \$5,000,000 | 0.25% | 0.48% | 0.73% |
| \$5,000,000.01 - \$10,000,000 | 0.25% | 0.36% | 0.61% |
| Over \$10,000,000 | Negotiable | Negotiable | Negotiable |

*Start up plans have a minimum fee of \$500 per location per quarter.

Epic Advisors fees and Schwab custodial fees are disclosed separately on the EPIC Plan fee disclosure within the Epic plan document (in 408b2 format). Beacon Wealth 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.

The fee for the initial quarter/month or for any partial quarter/month 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 may be deducted directly from your account by Epic Advisors. Client may authorize the Plan's record keeper (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 record keeper or custodian, as the case may be. Fees may also be paid directly from the plan sponsor. Notwithstanding the plan's obligation to pay fees, Client may 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 may 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. TPA services provided by Epic Advisors.

Beacon Wealth 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.

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). All fees paid to us for advisory services are separate from the fees and expenses charged to shareholders of mutual funds by mutual funds, or by any outside manager managing the portfolios. A complete explanation of these expenses charged by the mutual funds is contained in each mutual fund's prospectus. You are encouraged to read each fund prospectus. Custodial fees will be charged separately by the custodian of your assets and are disclosed on the account opening paperwork from your custodian. If your account is held at Schwab Institutional custodial fees are disclosed on the Schwab Asset Based Pricing Addendum. If your Account is enrolled in Transaction Based Pricing at Schwab (rare) your Schwab trading costs are disclosed on your Advisory Agreement fee schedule.

You may also bear certain charges imposed by third parties other than us in connection with investments made through their accounts, including but not limited to transaction fees to custodians, servicing fees, ADR foreign taxes and management fees, deferred sales charge on mutual funds initially deposited in the account, 12b-1 distribution fees, sub-accounting fees and IRA and Qualified Retirement Plan fees. These fees are passed on to you and may be higher than fees charged by other investment advisers for similar services.

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

We do not accept performance-based fees.

Item 7 Types of Clients

We work with individuals, trusts, estates, charitable organizations, and other businesses.

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, may 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 may be terminated at the adviser’s discretion.

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

We advise individual clients regarding the investment management of mutual funds. Investment strategies and policies of those funds as well as risks are included and described in the relevant prospectus and registration statement.

Investment Committee

Our BWC Investment Committee is currently comprised of Hillary Sunderland, CFA® (Chief Investment Officer), Rick Laymon, CFP® (CEO), Kimberly Jenkins, CFP® (Director of Financial Planning). We meet quarterly with CFA consultants (David Barksdale and Darren Munn) to discuss views on the macro economy, what we might expect over the coming 12 months looking at various factors, metrics, leading indicators, investment themes, etc. and how our portfolios are behaving/performing relative to their respective objectives and design. The committee evaluates money managers and tactical portfolio allocation decisions. David Barksdale is the CFO and Portfolio Manager of Eventide Funds. Darren Munn is the Chief Investment Officer of Camelot Portfolios. We also use information provided to us by Frontier Analytics to aid us in analyzing securities. Frontier Analytics is allocation software that includes portfolio optimization and financial forecasting.

Investment Options

We offer different risk based portfolios based on minimum investment criteria for each solution.

| Portfolio Name | Investment Criteria | Other | Description |
|---|---------------------|------------------------------|--|
| <u>LightPoint UMA Portfolios</u> | >\$250,000 | Six risk based strategies | Risk appropriate allocation to managers with mutual funds and ETF’s. |
| <u>LightPoint MF/ETF Portfolios</u> | >\$50,000 | Six risk based strategies | Risk appropriate allocation to Mutual Funds and ETF’s. |
| <u>SMA</u> | >\$100,000 | | This option is for clients with specific investment needs and is usually comprised of a single Money Manger’s portfolio usually also used as a component of our UMA accounts |
| <u>Small account</u> | <\$50,000 | Custom risk based strategies | This option is for new accounts for clients having other accounts managed by Beacon. These accounts use BRI mutual funds and are managed by your advisor |

Due Diligence

Through a diligent screening process, we start by examining the universe of securities to exclude ownership of companies in our LightPoint Portfolio Solutions that are engaged in business and philanthropic activities and/or activism that run counter to biblical principles. Specifically, we screen out companies involved in the abortion and pornography industries (zero tolerance including philanthropy), companies that are strong advocates of anti-family lifestyles and causes, and companies that exploit human addiction -- alcohol, gambling and tobacco stocks (primary business activities only > 5% revenues).

Currently, we subscribe to third party research providing the screening data per our criteria. Specifically, we utilize the ENSOGO Analytics online tool to screen mutual funds and ETFs on an ad hoc basis. For certain asset classes where there is no mutual fund or ETF that meets our screening standards and financial results, we use the ENSOGO tool to help identify funds in that particular asset class that screen the best for our parameters and provide the most competitive performance.

Chief Investment Officer Hillary Sunderland conducts preliminary due diligence to identify and evaluate money managers for our UMA accounts who demonstrate skill in managing portfolios, including face to face interviews with each of the lead portfolio managers whenever possible. Money Managers providing models utilized in our UMA portfolios complete a Money Manager Due Diligence Questionnaire. The selected managers are then monitored and evaluated against their respective benchmarks and peers on a quarterly basis. Underperforming managers and funds are replaced at our discretion when a suitable replacement is available that meets all of our requirements.

Beacon Wealth Biblically Responsible Investing (BRI) Exclusion Overlay

Beacon Wealth allocates client assets to Unified Managed Account (UMA) Managers. These managers send updates to our trading platform which screens the changes and holdings through our BWC BRI Exclusions list. This exclusions list is based on Biblically Responsible Investing screening criteria. Beacon Wealth uses screening services provided from the BRI Institute (<http://www.briinstitute.com/>). The BRI Institute provides updated screening quarterly to which we add our own exclusions. Beacon Wealth adds this list of exclusions as a "Do not buy" trading overlay screen within our trading platform.

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.

A risk associated with our BRI exclusions list is that it would be possible for our portfolio to deviate from the UMA manager's portfolio. This may result in performance that deviates from the underlying manager's intentions. This risk is mitigated by the fact that most of our managers already have BRI screens in place on their portfolios.

We actively manage our portfolio allocations and tactically adjust based on criteria described above. We update our allocations quarterly within our investment universe based on our view of future market direction. There is a risk that our tactical moves could be wrong which would hurt performance.

Market Risk is the risk of losses in securities arising from movement in market values

Investing involves risks that you should be prepared to bear. You may lose some or all of your money.

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, the advisory representatives may be licensed as insurance agents with various insurance companies, and in such capacity, may recommend, on a fully disclosed basis, the purchase of insurance related products. As of November 2017, our Advisory Representatives are not permitted to sell commission-based insurance products. The Advisory Representatives currently devote 1% of their time to life insurance business. Thus, a conflict of interest exists between the interests of associated persons licensed as insurance agents and those of the advisory clients. However, 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. We currently have no licensed insurance agents in the state of Pennsylvania and insurance will not be offered to Pennsylvania clients unless and until an agent at Beacon Wealth is licensed in Pennsylvania.

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.

A portion of our UMA Portfolios are allocated to models provided to us by other investment advisers through an unaffiliated adviser (Envestnet). Please see Item 8 for more information about the construction of our portfolios.

When we do not allocate a portion of the UMA Portfolios to an unaffiliated adviser, 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 UMA account to a mutual fund ETF account. We have set a maximum \$250,000 investment on the MF/ETF accounts to mitigate this conflict

When we do allocate a portion of the UMA Portfolios to an unaffiliated adviser through Envestnet, we have a conflict in that we will still receive a portion of the collected advisory fee and therefore had an incentive to recommend that program.

In either case, 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 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 Advisors, Inc. Beacon Wealth is paid for these services, which creates a conflict of interests and an incentive to recommend the program. Similar services may 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 may buy or sell for their own accounts the same securities recommended to you. They may 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 may 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

We do not receive referrals from other parties.

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

Beacon Wealth 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 may not be able to achieve the most favorable execution of client transactions.

Beacon Wealth 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 Institutional 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 may 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. For our clients' accounts it maintains, Schwab charges you a percentage of the dollar amount of assets in the account in lieu of commissions. Your custodial fees are disclosed on the Schwab Asset Based Pricing Addendum. Schwab's asset based 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 asset-based fees you pay are lower than they would be if we had not made the commitment. In addition to asset-based fees Schwab charges you a flat dollar amount a “prime broker” or “trade away” fee for each trade that we have executed by a different broker-dealer but where the securities bought or the funds from the securities sold are deposited (settled) in your Schwab account. Because of this, in order to minimize your trading costs, we have Schwab execute most trades for your account.

Products and Services Available to Us from Schwab

Schwab Advisor Services is Schwab’s business serving independent investment advisory firms like us. 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 at 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 may not directly benefit you: Schwab also makes available to us other products and services that benefit us but may 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 may use this research to service all or some substantial number of our clients’ accounts, including accounts not maintained at Schwab. In addition to 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 may provide these services itself. In other cases, it will arrange for third-party vendors to provide the services to us. Schwab may 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 at Schwab. [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 may 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 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 \$60 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 Envestnet. Envestnet then prepares the requested transactions and forwards them on to Schwab. Envestnet 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. There are no ticket charges associated with these transactions so there is no financial benefit or savings associated with trading costs due to the use of block trading. 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.

Trade Error

From time-to-time Advisor may make an error in submitting a trade order on your behalf. When this occurs, Advisor may place a correcting trade with the broker-dealer which has custody of your account. If an investment gain results from the correcting trade, the gain will remain in your account unless the same error involved other client account(s) that should have received the gain, it is not permissible for you to retain the gain, or we confer with you and you decide to forego the gain (e.g., due to tax reasons). If the gain does not remain in your account and Charles Schwab & Co. Inc. ("Schwab") is the custodian, Schwab will donate the amount of any gain \$100 and over to charity. If a loss occurs greater than \$100, Advisor will pay for the loss. Schwab will maintain the loss or gain (if such gain is not retained in your account) if it is under \$100 to minimize and offset its administrative time and expense. Generally, if related trade errors result in both gains and losses in your account, they may be netted.

Item 13 Review of Accounts

Richard S. Laymon, Jr. , Chief Compliance Officer, reviews client accounts at the time the account is opened for the appropriateness and suitability of the recommendations. Mr. Laymon 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 financial representatives. Reviews may 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 may 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 not compensate anyone for referrals.

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 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 will:

- Possess written authorization form 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 may place reasonable restrictions on specific securities that we may purchase or sell.

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 may 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.

Cover Page of Part 2B of Form

Part 2B of Form ADV

Brochure Supplement

Beacon Wealth Consultants, Inc.

324 Washington Ave. SW, Suite B

Roanoke, VA 24016

Phone: (540) 345-3891

Fax: (888) 971-3687

Website: www.beaconwealth.com

Date: November 15, 2017

This brochure supplement provides information about Richard S. Laymon Jr., Cassandra Laymon, Dennis Gillard, Kimberly Jenkins, Jerry McMillan, Timothy Kitchell, Hillary Sunderland and Mike Sunderland that supplements Beacon Wealth Consultants, Inc.'s brochure. You should have received a copy of that brochure. Please contact us at (540) 345-3891 if you did not receive Beacon Wealth Consultants, Inc.'s brochure or if you have any questions about the contents of this supplement.

Additional information about our representatives is available on the SEC's website at www.adviserinfo.sec.gov

Richard S. Laymon, Jr Brochure Supplement

Born: 1969

Educational Background and Business Experience

Educational History:

B.A. University of Illinois – Springfield

Richard Laymon holds the CFP® designation. The CERTIFIED FINANCIAL PLANNER(tm), CFP® and federally registered CFP (with flame design) marks (collectively, the " CFP® marks") are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board").

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 71,000 individuals have obtained CFP® certification in the United States.

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

- 1) Education - Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor's Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning.
- 2) Examination - Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one's ability to correctly diagnose financial planning issues and apply one's knowledge of financial planning to real world circumstances.
- 3) Experience - Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year).
- 4) Ethics - Agree to be bound by CFP Board's Standards of Professional Conduct, a set of documents outlining the ethical and practice standards for CFP® professionals. Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:
- 5) Continuing Education - Complete 30 hours of continuing education hours every two years, including two hours on the Code of Ethics and other parts of the Standards of Professional Conduct, to maintain competence and keep up with developments in the financial planning field.
- 6) Ethics - Renew an agreement to be bound by the Standards of Professional Conduct. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board's enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

Business Background for Preceding 5 years:

02/2011 - 09/2012, Next Financial Group, Inc., Registered Representative

12/1997- Present, President/CEO Beacon Wealth Consultants, Inc.

1/2011- Present, President/CEO, Beacon Wealth Consultants, Inc., Investment Adviser Representative

Disciplinary Information

None

Other Business Activities

None

Additional Compensation

Our representatives may receive the following forms of additional compensation as a result of providing advisory services to clients. They may receive non-cash compensation from product sponsors. Such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that they may attend. This practice could give our representatives an incentive to recommend investment products based on the compensation received, rather than on the client's needs. However, our representatives are aware of their fiduciary duty and know that they must put the needs of clients ahead of their own. Our Chief Compliance Officer, Richard S. Laymon, Jr., monitors any non-cash compensation received from product sponsors with the intention of detecting any potential conflicts.

Supervision

Our representatives' advisory activities are supervised by a supervisor that is responsible for review of transactions, account suitability, and written correspondence including email, among other activities.

Our representatives are supervised by Richard S. Laymon, Jr.. His phone number is (540) 345-3891.

Requirements for State-Registered Advisers - Arbitration Claims or Bankruptcy petition

Not Applicable

Cassandra Laymon Brochure Supplement

Born 1968

Educational Background and Business Experience

Educational History:

B.S., Ithaca College, Physical Therapy

EdM, Rutgers University, Adult and Continuing Education

MBA, Rutgers University, Finance

Cassandra Laymon holds the CFP® designation. The CERTIFIED FINANCIAL PLANNER(tm), CFP® and federally registered CFP (with flame design) marks (collectively, the "CFP® marks") are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board").

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 71,000 individuals have obtained CFP® certification in the United States.

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

- 1) Education - Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor's Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning.
- 2) Examination - Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one's ability to correctly diagnose financial planning issues and apply one's knowledge of financial planning to real world circumstances.
- 3) Experience - Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year).
- 4) Ethics - Agree to be bound by CFP Board's Standards of Professional Conduct, a set of documents outlining the ethical and practice standards for CFP® professionals. Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:
- 5) Continuing Education - Complete 30 hours of continuing education hours every two years, including two hours on the Code of Ethics and other parts of the Standards of Professional Conduct, to maintain competence and keep up with developments in the financial planning field.
- 6) Ethics - Renew an agreement to be bound by the Standards of Professional Conduct. The Standards prominently

require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board's enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

Business Background for Preceding 5 years:

1/25/2012 – Present, Investment Adviser Representative, Beacon Wealth Consultants, Inc.

12/2009 - 09/2012, Registered Representative, Next Financial Group, Inc.

Disciplinary Information

None

Other Business Activities

None

Additional Compensation

Our representatives may receive the following forms of additional compensation as a result of providing advisory services to clients. They may receive non-cash compensation from product sponsors. Such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that they may attend. This practice could give our representatives an incentive to recommend investment products based on the compensation received, rather than on the client's needs. However, our representatives are aware of their fiduciary duty and know that they must put the needs of clients ahead of their own. Our Chief Compliance Officer, Richard S. Laymon, Jr. monitors any non-cash compensation received from product sponsors with the intention of detecting any potential conflicts.

Supervision

Our representatives' advisory activities are supervised by a supervisor that is responsible for review of transactions, account suitability, and written correspondence including email, among other activities.

Our representatives are supervised by Richard S. Laymon, Jr.. His phone number is (540) 345-3891.

Requirements for State-Registered Advisers - Arbitration Claims or Bankruptcy petition

Not Applicable

Dennis Gillard Brochure Supplement

Born: 1951

Educational Background and Business Experience

Educational History:

B.S. B.A. University of Central Florida—Orlando

Business Background for Preceding 5 years:

03/2011 - Present, Beacon Wealth Consultants, Inc., Investment Adviser Representative

02/2011 - 09/2012, Next Financial Group, Inc., Registered Representative

Certified Public Accountant (CPA) CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college [education](#) (typically 150 credit hours with at least a baccalaureate degree and a concentration in accounting), minimum [experience](#) levels (most states require at least one year of experience providing services that involve the use of accounting, attest, compilation, management advisory, financial advisory, tax or consulting skills, all of which must be achieved under the supervision of or verification by a CPA), and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education (CPE) each year (or 80 hours over a two-year period or 120 hours over a three-year period). Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous Code of Professional Conduct which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest (and obtain client consent if a conflict exists), maintain client confidentiality, disclose to the client any commission or referral fees, and serve the public interest when providing financial services.

In addition to the Code of Professional Conduct, AICPA members who provide personal financial planning services are required to follow the Statement on Standards in Personal Financial Planning Services (SSPFPS).

Personal Financial Specialist (PFS) The PFS credential demonstrates that an individual has met the minimum education, experience and testing required of a CPA in addition to a minimum level of expertise in personal financial planning. To attain the PFS credential, a candidate must hold an unrevoked CPA license, certificate, or permit, none of which are in inactive status; fulfill 3,000 hours of personal financial planning business experience; complete 75 hours of personal financial planning CPE credits; pass a comprehensive financial planning exam and be an active member of the AICPA. A PFS credential holder is required to adhere to AICPA's Code of Professional Conduct and the Statement on Standards in Personal Financial Planning Services, when providing personal financial planning services⁴. To maintain their PFS credential, the recipient must complete 60 hours of financial planning CPE credits every three years. The PFS credential is administered through the AICPA.

Disciplinary Information

None

Other Business Activities

Our representatives are involved in the following investment-related businesses:

This adviser is also a licensed insurance agent in the state of Florida. In such capacity, they may offer fixed life insurance products. As of November 2017, our Advisory Representatives are not permitted to sell commission-based insurance products. Client is under no obligation to purchase fixed or variable life insurance. In addition, they may receive other compensation such as fixed or variable life trails. Should you opt to purchase insurance, disclosure is made to the client at the time purchase is made, identifying the nature of the transaction or relationship, the role to be played by the

representative. No commissions will be earned by the representative. Insurance will not be offered to Pennsylvania clients unless and until an agent at Beacon Wealth is licensed in Pennsylvania.

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.

Additional Compensation

Our representatives may receive the following forms of additional compensation as a result of providing advisory services to clients. They may receive non-cash compensation from product sponsors. Such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that they may attend. This practice could give our representatives an incentive to recommend investment products based on the compensation received, rather than on the client's needs. However, our representatives are aware of their fiduciary duty and know that they must put the needs of clients ahead of their own. Our Chief Compliance Officer, Richard S. Laymon, Jr., monitors any non-cash compensation received from product sponsors with the intention of detecting any potential conflicts.

Supervision

Our representatives' advisory activities are supervised by a supervisor that is responsible for review of transactions, account suitability, and written correspondence including email, among other activities.

Our representatives are supervised by Richard S. Laymon, Jr.. His phone number is (540) 345-3891.

Requirements for State-Registered Advisers - Arbitration Claims or Bankruptcy petition

Not Applicable

Kimberly Jenkins Brochure Supplement

Born: 1990

Educational Background and Business Experience

Educational History:

B.S. Business with concentrations in Marketing and Financial Planning, Liberty University

Kimberly Jenkins holds the CFP® designation. The CERTIFIED FINANCIAL PLANNER(tm), CFP® and federally registered CFP (with flame design) marks (collectively, the " CFP® marks") are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board").

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 71,000 individuals have obtained CFP® certification in the United States.

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

- 1) Education - Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board's studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor's Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board's financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning.
- 2) Examination - Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one's ability to correctly diagnose financial planning issues and apply one's knowledge of financial planning to real world circumstances.
- 3) Experience - Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year).
- 4) Ethics - Agree to be bound by CFP Board's Standards of Professional Conduct, a set of documents outlining the ethical and practice standards for CFP® professionals. Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:
- 5) Continuing Education - Complete 30 hours of continuing education hours every two years, including two hours on the Code of Ethics and other parts of the Standards of Professional Conduct, to maintain competence and keep up with developments in the financial planning field.
- 6) Ethics - Renew an agreement to be bound by the Standards of Professional Conduct. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board's enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

Business Background for Preceding 5 years:

06/2015 – Present, Beacon Wealth Consultants, Inc., Director of Financial Planning

02/2015 – Present, Beacon Wealth Consultants, Inc., Investment Adviser Representative

06/2012 – 09/2015, Beacon Wealth Consultants, Inc., Client Services Manager

08/2011 – 05/2012, Beacon Wealth Consultants, Inc., Marketing Coordinator

08/2008 – 05/2012, Liberty University, College Student

Disciplinary Information

None

Other Business Activities

None

Additional Compensation

Our representatives may receive the following forms of additional compensation as a result of providing advisory services to clients. They may receive non-cash compensation from product sponsors. Such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that they may attend. This practice could give our representatives an incentive to recommend investment products based on the compensation received, rather than on the client's needs. However, our representatives are aware of their fiduciary duty and know that they must put the needs of clients ahead of their own. Our Chief Compliance Officer, Richard S. Laymon, Jr., monitors any non-cash compensation received from product sponsors with the intention of detecting any potential conflicts.

Supervision

Our representatives' advisory activities are supervised by a supervisor that is responsible for review of transactions, account suitability, and written correspondence including email, among other activities.

Our representatives are supervised by Richard S. Laymon, Jr.. His phone number is (540) 345-3891.

Requirements for State-Registered Advisers - Arbitration Claims or Bankruptcy petition status

Not Applicable

Timothy Kitchell Brochure Supplement

Born: 1983

Educational Background and Business Experience

Educational History: B.A. University of Massachusetts-Amherst

Business Background for Preceding 5 years:

3/2017 – Present, Beacon Wealth Consultants Inc., Investment Adviser Representative

9/2015 – 2/2017, Morgan Stanley; Senior Manager Finance Control Group. North American Collateral Management Division

6/2013 – 9/2015, Morgan Stanley; Manager Global Funding Control

2/2009 – 6/2013, BNP Paribas; Assistant VP, Energy Trading Credit Risk Management

Disciplinary Information

None

Other Business Activities

None

Additional Compensation

Our representatives may receive the following forms of additional compensation as a result of providing advisory services to clients. They may receive non-cash compensation from product sponsors. Such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that they may attend. This practice could give our representatives an incentive to recommend investment products based on the compensation received, rather than on the client's needs. However, our representatives are aware of their fiduciary duty and know that they must put the needs of clients ahead of their own. Our Chief Compliance Officer, Richard S. Laymon, Jr., monitors any non-cash compensation received from product sponsors with the intention of detecting any potential conflicts.

Supervision

Our representatives' advisory activities are supervised by a supervisor that is responsible for review of transactions, account suitability, and written correspondence including email, among other activities.

Our representatives are supervised by Richard S. Laymon, Jr.. His phone number is (540) 345-3891.

Requirements for State-Registered Advisers - Arbitration Claims or Bankruptcy petition status

Not Applicable

Jerry McMillan Brochure Supplement

Born: 1963

Educational Background and Business Experience

Educational History: AAS. Virginia Western Community College

Business Background for Preceding 5 years:

4/2017 – Present, Beacon Wealth Consultants Inc., Investment Adviser Representative

1/2007 – 3/2017, BB&T; Private Adviser

Disciplinary Information

None

Other Business Activities

This adviser is involved in the following investment-related businesses:

This adviser is also a licensed insurance agent in the state of Virginia. In such capacity, he may offer fixed life insurance products. As of November 2017, our Advisory Representatives are not permitted to sell commission-based insurance products. Client is under no obligation to purchase fixed or variable life insurance. In addition, they may receive other compensation such as fixed or variable life trails. Should you opt to purchase insurance, disclosure is made to the client at the time purchase is made, identifying the nature of the transaction or relationship, the role to be played by the representative. No commissions will be earned by the representative. Insurance will not be offered to Pennsylvania clients unless and until an agent at Beacon Wealth is licensed in Pennsylvania.

Additional Compensation

Our representatives may receive the following forms of additional compensation as a result of providing advisory services to clients. They may receive non-cash compensation from product sponsors. Such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that they may attend. This practice could give our representatives an incentive to recommend investment products based on the compensation received, rather than on the client's needs. However, our representatives are aware of their fiduciary duty and know that they must put the needs of clients ahead of their own. Our Chief Compliance Officer, Richard S. Laymon, Jr., monitors any non-cash compensation received from product sponsors with the intention of detecting any potential conflicts.

Supervision

Our representatives' advisory activities are supervised by a supervisor that is responsible for review of transactions, account suitability, and written correspondence including email, among other activities.

Our representatives are supervised by Richard S. Laymon, Jr.. His phone number is (540) 345-3891.

Requirements for State-Registered Advisers - Arbitration Claims or Bankruptcy petition status

Not Applicable

Hillary Sunderland Brochure Supplement

Born: 1983

Educational Background and Business Experience

Educational History: BA Economics Bucknell University

Business Background for Preceding 5 years:

09/2017 – Present, Beacon Wealth Consultants Chief Investment Officer

01/2016 – 08/2017 21:5 Financial Network

11/2010 – 05/2016 Vicus Capital Inc. (Formerly PFG Financial Advisors)

Chartered Financial Analyst (CFA®): The Chartered Financial Analyst (CFA®) charter is a globally respected, graduate-level investment credential established in 1962 and awarded by CFA Institute — the largest global association of investment professionals. There are currently more than 90,000 CFA charterholders working in 134 countries. To earn the CFA charter, candidates must: 1) pass three sequential, six-hour examinations; 2) have at least four years of qualified professional investment experience; 3) join CFA Institute as members; and 4) commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct.

High Ethical Standards

The CFA Institute Code of Ethics and Standards of Professional Conduct, enforced through an active professional conduct program, require CFA charterholders to: Place their clients' interests ahead of their own, Maintain independence and objectivity, Act with integrity, Maintain and improve their professional competence, Disclose conflicts of interest and legal matters.

Global Recognition

Passing the three CFA exams is a difficult feat that requires extensive study (average of 300 hours of study per level). Earning the CFA charter demonstrates mastery of many of the advanced skills needed for investment analysis and decision making in today's quickly evolving global financial industry. As a result, employers and clients are increasingly seeking CFA charterholders—often making the charter a prerequisite for employment. Additionally, regulatory bodies in 22 countries and territories recognize the CFA charter as a proxy for meeting certain licensing requirements, and more than 125 colleges and universities around the world have incorporated a majority of the CFA Program curriculum into their own finance courses.

Comprehensive and Current Knowledge

The CFA Program curriculum provides a comprehensive framework of knowledge for investment decision making and is firmly grounded in the knowledge and skills used every day in the investment profession. The three levels of the CFA Program test a proficiency with a wide range of fundamental and advanced investment topics, including ethical and professional standards, fixed-income and equity analysis, alternative and derivative investments, economics, financial reporting standards, portfolio management, and wealth planning. The CFA Program curriculum is updated yearly to ensure that candidates learn the most relevant and practical new tools, ideas, and investment and wealth management skills to reflect the dynamic and complex nature of the profession. To learn more about the CFA charter, **visit** www.cfainstitute.org.

Disciplinary Information

None

Other Business Activities

Not Applicable

Additional Compensation

Not Applicable

Supervision

Hillary Sunderland is Chief Investment Officer for Beacon Wealth and although licensed, does not currently have clients. She is supervised by Beacon Wealth's CCO Richard S. Laymon, Jr.. His phone number is (540) 345-3891. ***Requirements for State-Registered Advisers***

Arbitration Claims or Bankruptcy petition status: Not Applicable

Michael R. Sunderland Brochure Supplement

Born: 1977

Educational Background and Business Experience

Educational History: BS in Mathematics, James Madison University, Harrisonburg, VA

Business Background for Preceding 5 years:

11/2017 – Present, Beacon Wealth Consultants Inc., Investment Adviser Representative

1/2016 – 10/2017, 21:5 Financial Network, Co-Owner

Disciplinary Information

None

Other Business Activities

None

Additional Compensation

Our representatives may receive the following forms of additional compensation as a result of providing advisory services to clients. They may receive non-cash compensation from product sponsors. Such compensation may not be tied to the sales of any products. Compensation may include such items as gifts valued at less than \$100 annually, an occasional dinner or ticket to a sporting event, or reimbursement in connection with educational meetings or marketing or advertising initiatives. Product sponsors may also pay for education or training events that they may attend. This practice could give our representatives an incentive to recommend investment products based on the compensation received, rather than on the client's needs. However, our representatives are aware of their fiduciary duty and know that they must put the needs of clients ahead of their own. Our Chief Compliance Officer, Richard S. Laymon, Jr., monitors any non-cash compensation received from product sponsors with the intention of detecting any potential conflicts.

Supervision

Our representatives' advisory activities are supervised by a supervisor that is responsible for review of transactions, account suitability, and written correspondence including email, among other activities.

Our representatives are supervised by Richard S. Laymon, Jr.. His phone number is (540) 345-3891.

Requirements for State-Registered Advisers - Arbitration Claims or Bankruptcy petition status

Not Applicable