



Client Relationship Summary  
Beacon Capital Management (CRD #156228)  
Form ADV Part 3 June 30, 2020  
615-224-9794

Our firm, Beacon Capital Management, is a registered investment adviser with the U.S. Securities and Exchange Commission. 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 <https://www.investor.gov/>, which also provides educational materials about broker-dealers, investment advisers and investing.

<b>What investment services and advice we provide?</b>
<b>Services:</b> We offer investment advisory services to retail investors, 401K plans, foundations, trusts and small businesses. We ask questions to identify your goals and investing objectives to provide services and investment plans that fit your specific situation.
<b>Accounts, Investments and Monitoring:</b> We provide services to individual, joint, small business, retirement, trust and estate accounts. We primarily use equities, exchange-traded funds, bonds, debt securities with a derivative component in constructing portfolios. We do not make available or offer advice with respect to only proprietary products or a limited menu of products or types of investments. As part of our services, we monitor portfolios and securities in accounts on a regular and continuous basis. We also meet with you at least annually, or more frequently, depending on your needs.
<b>Investment Authority:</b> We provide our services on a discretionary basis. We execute investment recommendations in accordance with your investment objectives without your prior approval of each specific transaction. Our engagement will continue until you notify us otherwise in writing. We also offer the opportunity to have a courtesy account. This allows you to view your holdings in the client portal and for us to perform trades on your behalf when directed to do so. These accounts will not be actively managed or monitored and we will not make recommendations on the strategy for these accounts. Transactions made in these account(s) may not be able to be aggregated with other client's orders under this type of authority and therefore you may not receive the same price as other clients.
<b>Account Minimums &amp; Other Requirements:</b> We do not require an account or relationship size minimum in order for you to open /maintain an account or establish a relationship.
<b>Additional Information:</b> For more detailed information on our relationship and services, please see Item 4 – Advisory Services, Item 13 – Review of Accounts and Item 7 – Types of Clients of our Form ADV Part 2A available via our firm's Investment Adviser Public Disclosure Page at <a href="#">Investment Adviser Public Disclosure Page</a> .
<b>Conversation Starters:</b> Given my situation, should I choose an investment advisory service? Why or why not? How does Beacon choose investments for my account? What is your relevant experience, including education, licenses, and other qualifications?

<b>Fees, Costs, Conflicts, and Standard of Conduct</b>
<b>Asset- Based Fees:</b> Our asset-based fee for investment managers ranges from 0.25% to 2% annually based on a tiered schedule. This fee is collected on a monthly or quarterly basis, in arrears, calculated as a percentage of the value of the cash and investments in your account(s) that we manage. This presents a conflict of interest as we are financially incentivized to encourage you to place more assets in your advisory account as you will ultimately pay more in advisory fees.
<b>Hourly Fees:</b> Our hourly fees for financial planning, one-time advice, one-time retirement analysis, or other one-time investment analysis is based on the complexity and time required to perform the service. The rates are based on the service requested and can be up to \$250.00 per hour. We collect fees in a single installment. Hourly fees are negotiable based on the nature and complexity of the services to be provided and the overall relationship with us. We provide you with an estimate for total hours and overall costs prior to engaging us for these services.
<b>Fixed Fees:</b> Our fixed project-based fees for financial planning range from \$300 to \$3,500. We collect fees in a single installment. Fixed fees are negotiable based on the nature and complexity of the services to be provided and the overall relationship with us. We provide you with an estimate of the total cost prior to engaging us for these services.

**Other Fees & Costs:** In addition to our advisory fee, you will also be responsible for custody fees, account administrative fees, fees and expenses related to mutual funds and exchange-traded funds and applicable securities transaction fees.

**Additional Information:** You will pay fees and costs whether you make or lose money on your investments. Fee 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. For more detailed information on your fees, please see Item 5- Fees and Compensation of our Form ADV Part2A available via our firm's [Investment Adviser Public Disclosure Page](#).

**Conversation Starters:** How do fees and costs affect my investments? If I give you \$10,000 to invest, how much will go to fees and costs?

### **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 interests 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 you. Here is an example to help you understand what this means.

We will recommend that you open your account with a specific custodian, where we maintain an institutional relationship and receive economic benefits. The receipt of economic benefits presents a conflict of interest and can influence our recommendation of the custodian to you. However, you ultimately decide where to open your accounts. Choosing a different custodian may result in the loss of quality of service and/or ability to obtain favorable prices.

**Additional Information:** For more detailed information, please see Item 1- Financial Industry Activities and Affiliations, Item 12- Brokerage Practices and Items 14- Client Referrals and other Compensation of our Form ADV Part 2A available via our firm's [Investment Adviser Public Disclosure Page](#).

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

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

Our financial professionals are also licensed insurance agents and, in this capacity, are permitted to received fees and commissions in connection with the sale of insurance products. Financial professionals are compensated based on an agreed-upon annual salary, are eligible to receive a discretionary bonus, and receive separate, yet customary, compensation for insurance product sales.

## **Disciplinary History**

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

Yes. You can visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

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

## **Additional Information**

You can find additional information about our investment advisory services by viewing our Form ADV Part2A available via our firm's [Investment Adviser Public Disclosure Page](#) or by visiting [www.beaconcm.com](http://www.beaconcm.com). You can request up to date information and a copy of our client relationship summary by contacting us at [info@beaconcm.com](mailto:info@beaconcm.com) or (615) 224-9794.

**Conversation Starters:** Who can I talk to if I have concerns about how this person is treating me? Who is my contact person at the company? Is he or she a representative of an investment advisor?