



**Firm Brochure**  
Part ADV 2A

**Last Updated January 1, 2019**

This brochure to be updated and offered to clients on at least an annual basis.

**Item 2      Material Changes**

None

**Item 3 Table of Contents**

<b><u>Item</u></b>	<b><u>Page</u></b>
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 .....	5
Item 6 – Performance-Based Fees and Side-By-Side Management.....	5
Item 7 – Types of Clients.....	5
Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss .....	6
Item 9 – Disciplinary Information.....	6
Item 10 – Privacy Policy .....	6
Item 11 – Other Financial Industry Activities and Affiliations.....	7
Item 12 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading .....	7
Item 13 - Brokerage Practices .....	8
Item 14 – Review of Accounts.....	8
Item 15 – Client Referrals and Other Compensation .....	9
Item 16 – Custody .....	9
Item 17 – Investment Discretion .....	9
Item 18 – Voting Client Securities .....	9
Item 19 –Financial Information .....	10
Item 20 –Requirements for State-Registered Advisers .....	10

## Item 4 Advisory Business

### A. Firm History

Tarheel Advisors, LLC was founded in December of 2008. Our current principals are:

Walter Hinson 50%

Ryan Glover 50%

### B. Advisory Services

**Wealth Management** – The primary advisory business of Tarheel Advisors, LLC is discretionary wealth management. Client assets may be invested in the following securities:

Stocks	Corporate Bonds
Cash	Money Markets
CDs	US Treasuries
Municipal Bonds	Mortgage Backed Bonds
Mutual Funds	Options

**Financial Planning** – Tarheel Advisors, LLC performs full service financial planning for clients. Typically, these services are provided to all Wealth Management clients.

**Retirement Plan Consulting** – Tarheel Advisors, LLC provides advisory services to sponsors of corporate retirement plans. These services include investment advisory services, participant enrollment meetings, ongoing plan reviews, and assistance in plan administration.

**Business Advisory and Consulting** – Tarheel Advisors, LLC provides business advisory and consulting that includes a wide array of services that are specific to individual businesses. These services include but are not limited to Business Strategy Development, Business Analysis, Financial Planning, Technology and Marketing Consulting, and Business Succession Planning.

**Retirement Planning Book and Classes** - Tarheel Advisors, LLC has published a retirement planning book and educational course. The course is titled “Preparing for Retirement” and is currently being taught to the general population at numerous locations in North Carolina. “Preparing for Retirement: A Comprehensive Guide to Financial Planning” is also available for purchase through numerous online book retailers.

### C. Tailored Advisory Services

All of our advisory services are tailored to meet the needs of individual clients.

**Item 5 Fees and Compensation**

**Management Fees:**

Pursuant to a signed investment advisory contract, the client will pay Tarheel Advisors, LLC a quarterly Management Fee, payable in arrears. This fee is based on a percentage of a three-month average account balance. The tiered rate is calculated for all of a client’s invested assets. For example, a client with \$2,000,000 would be charged 0.65% on their entire account balance.

**Individual Accounts**

<u>Assets</u>	<u>Annual Rate</u>
\$0 to \$1,000,000	0.75 %
\$1,000,000 to \$2,500,000	0.65 %
\$2,500,000 to \$5,000,000	0.55%
\$5,000,000 and above	0.45%
US Treasury Account	0.25%

**Corporate Retirement Plans**

<u>Assets</u>	<u>Annual Rate</u>
\$0 to \$250,000	0.75 %
\$250,000 to \$2,000,000	0.50 %
\$2,000,000 to \$5,000,000	0.35%
\$5,000,000 and above	0.25%

\*Under unusual circumstances these fees are subject to negotiation. Fees are subject to negotiation at the sole discretion of the advisor.

**Financial Planning Fees:**

Tarheel Advisors charges \$250/hour for a financial review and creation of a full financial plan. This service is performed for no additional fee for Wealth Management clients.

**Business Advisory and Consulting Fees:**

Tarheel Advisors charges for Business Advisory and Consulting Services on an hourly basis depending on the number of hours contracted and services rendered.

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

Currently Tarheel Advisors, LLC does not accept Performance-Based Fees of any type from clients.

**Item 7 Types of Clients**

Tarheel Advisors, LLC works with the following types of clients:

- Individuals
- Families
- Trusts
- Retirement Plans
- Corporations

Tarheel Advisors, LLC only takes on new clients who have over \$100,000 in investable assets or who are expected to have this amount of assets within the next 24 months of becoming an advisory client. The management of Tarheel Advisors, LLC reserves the right to waive this requirement under unusual circumstances.

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

A. Investments in securities always involve a risk of loss of principal. The advisors of Tarheel Advisors, LLC work to manage this risk for clients through proper investment diversification and risk management. Advisors work with clients to ascertain their investment goals and risk tolerance. Using this information, we build customized investment portfolios designed to maximize the chances of reaching these investment goals.

Tarheel Advisors, LLC uses several methods in security selection. These methods include:

Macro Economic Analysis – Review of global economic trends.

Micro Economic Analysis – Review of more localized economic trends.

Fundamental Analysis – Reviews of the profitability and business model of specific companies.

Technical Analysis – Reviews of the trading patterns of individual securities.

Arbitrage – Situations in which a security appears mispriced and may create short term trading profits.

B. All the trading strategies above involve the risk of principal to clients. There is no guarantee of accuracy for any Investment Analysis or Prediction given by Tarheel Advisors, LLC. Additionally, the use of Technical Analysis and Arbitrage trading strategies typically lead to increased trading frequency. Frequent trading can potentially affect investment performance through increased transaction and tax costs.

C. Tarheel Advisors, LLC does not primarily recommend one particular type of security. Clients are encouraged to take a diversified approach to their investment strategy.

## **Item 9 Disciplinary Information**

Neither Tarheel Advisors, LLC nor any of their employees or principals currently have any disciplinary, criminal, nor legal events to disclose.

## **Item 10 Privacy Policy**

In the course of providing advisory services, we may collect, retain, and use client information for the purpose of administering our operations, providing client service, and complying with legal and regulatory requirements. This information may come from sources such as account applications, investment policy statements, electronic or verbal correspondence from your brokerage, attorney, accountant or other advisor you may employ.

We do not sell, exchange, or disclose client information with outside organizations unless the third party is essential in administering our operations or except as required or permitted by law. To further safeguard client information digitally, we maintain password protected systems, updated anti-virus and anti-spyware software, and encrypted hardware and software firewalls.

**Item 11 Other Financial Industry Activities and Affiliations**

A. Currently no employee of Tarheel Advisors, LLC is acting as a registered representative of a broker-dealer nor do we have any application pending to do so.

B. Currently no employee of Tarheel Advisors, LLC is acting as a futures commission merchant, commodity pool operator, a commodity trading advisor, or an associated person of the foregoing entities.

C. Other Material Relationships to Our Advisory Business  
Tarheel Advisors, LLC has published “Preparing for Retirement: A Comprehensive Guide to Financial Planning” which they are marketing through Amazon Publishing Services.

D. Tarheel Advisors, LLC does not currently receive any type of compensation for referring clients to other financial advisors, CPAs, or attorneys.

E. Ryan Glover and Walter Hinson hold North Carolina insurance licenses.

F. Ryan Glover holds a North Carolina Real Estate Broker license.

**Item 12 Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

A. A copy of the Code of Ethics for Tarheel Advisors, LLC is available at any time upon request.

B. Tarheel Advisors, LLC does not currently act as principal in any client transaction. This means clients will never be sold securities from the inventory of Tarheel Advisors.

C & D. Employees and Principals may at times be invested in the same securities as clients. This has the potential for a conflict of interest as we will have the incentive to Front Run (sell shares before) clients. Tarheel Advisors, LLC’s code of ethics restricts employees and principals from such a practice. All personal trades must be placed at the same time or after a client trade allocation. Additionally, employee and principals are required to report securities holdings and transactions to the Chief Compliance Officer. These reports are reviewed on a regular basis for improper trading.

### **Item 13 Brokerage Practices**

#### **A. Factors in Selecting a Broker-Dealer for Client Transactions**

Tarheel Advisors, LLC takes into consideration the overall customer experience in selecting broker-dealers for client transactions. In evaluating this experience, we look at value added services provided, costs to the client, access to an array of securities and investment managers, and cost-effective trade execution.

Currently Tarheel Advisors does not receive referrals or any type of soft dollar benefits from broker-dealers. However, we do reserve the right to accept soft dollar benefits from broker-dealers or mutual fund companies at a later date. Should Tarheel Advisors accept these types of benefits they will create a potential conflict of interest between Tarheel Advisors and our clients.

The primary custodian for Tarheel Advisors is currently Charles Schwab Institutional. All client accounts are opened through Charles Schwab. In unusual circumstances client accounts may be custodied with other broker-dealers after client has granted their advisor Limited Trading Authority with the corresponding broker-dealer.

#### **B. Aggregate Sales or Purchases of Securities**

Tarheel Advisors, LLC may aggregate orders in a block trade or trades when securities are purchased or sold through the same broker-dealer for multiple (discretionary) accounts. If a block trade cannot be executed in full at the same price or time, the securities actually purchased or sold by the close of each business day must be allocated in a manner that is consistent with the initial pre-allocation or other written statement. This must be done in a way that does not consistently advantage or disadvantage particular client accounts. For example, a partial fill will generally be filled pro-rata among participating accounts.

Changes in allocation prior to final allocation may be made for good cause provided that all client accounts receive fair and equitable treatment. A written explanation of the reason for any material change in the allocation must be provided to and approved by the Chief Compliance Officer.

### **Item 14 Review of Accounts**

A. The personnel of Tarheel Advisors, LLC review client accounts and financial plans on a regular basis. The financial advisor for a client is responsible for performing these reviews and determining with clients how often these reviews are to be performed. Account executive summaries are sent to clients on a quarterly basis and financial plan updates are typically performed on an annual basis.

B. Clients are encouraged to inform their advisor of any changes in their life that materially affect their financial position. Substantial financial changes typically are a time for a financial review.

C. Tarheel Advisors, LLC currently uses Morningstar Office software to perform account reviews for clients. These reports include asset class reviews and account performance summaries. Quarterly executive summaries highlighting account performance and asset allocation are sent to all clients.



**Item 15 Client Referrals and Other Compensation**

Tarheel Advisors, LLC currently does not provide any type of compensation for client referrals to third parties.

**Item 16 Custody**

Tarheel Advisors, LLC does not currently accept custody or possession of client assets. All client assets are held at SIPC insured brokerage firms that will send client account statements out on at least a quarterly basis. Additionally, Tarheel Advisors utilizes in house software for creating performance reporting for clients.

Clients are encouraged to compare data from Tarheel Advisors, LLC to data provided from their qualified custodian for accuracy. While Tarheel Advisors, LLC makes every effort possible to ensure data accuracy on client reports, there is potential for inaccuracies and custodian statements should be relied on for primary data.

**Item 17 Investment Discretion**

Tarheel Advisors, LLC does accept investment discretionary authority from clients. Clients can limit this discretion to individual types of securities (example: only purchasing bonds). For Tarheel Advisors, LLC to accept this authority clients must complete and sign a brokerage limited power of attorney form in addition to the Tarheel Advisors, LLC Advisory Contract.

**Item 18 Voting Client Securities**

A. Tarheel Advisors, LLC currently does not have or accept to have authority to vote client securities.

B. Clients of Tarheel Advisors, LLC will receive voting proxies from the brokerage/custodian where their account is custodied. Clients may choose to receive these proxies via mail or email.

C. Tarheel Advisors, LLC does submit corporate reorganization instructions for clients if they have elected for their advisor to have such authority with the broker-dealer that has custody of client accounts.

**Item 19 Financial Information**

- A. Tarheel Advisors, LLC bills all clients at the end of each quarter for advisory services.
- B. Tarheel Advisors, LLC currently does not have any financial conditions that would potentially impair our ability to perform our contractual commitments to clients.
- C. Tarheel Advisors, LLC nor any of its principals have been subject of a bankruptcy petition any time in the last 10 years.

**Item 20 Requirements for State-Registered Advisers**

- A. Principal Executive Officers and Managers
- Name: Ryan V. Glover  
Education: UNC Chapel Hill, Bachelor of Arts in Economics  
Licenses: CFP®, NASD Series 65 license, NC Life/Health/Long Term Care, NC Real Estate License  
Industry Experience:  
Jan 2002-Dec 2006, Scottrade Inc., Stockbroker  
Dec 2006-Dec 2008, Merrill Lynch, Financial Advisor  
Jan 2009-Present, Tarheel Advisors, LLC, CIO and Principal  
Outside Business Activity: Rental Property, 100% owned by Ryan and Marie Glover.  
0 to 5 hours a week
- Name: Walter A. Hinson  
Education: UNC Chapel Hill, Bachelor of Science in Business Administration  
Licenses: CFP®, AIF®, NASD Series 65 license, NC Life/Health/Long Term Care  
Industry Experience:  
Feb 2002-Dec 2006, Scottrade Inc., Stockbroker  
Dec 2006-Dec 2008, Merrill Lynch, Financial Advisor  
Jan 2009-Present, Tarheel Advisors, LLC, CEO and Principal
- B. Business Activity other than Financial Planning and Investment Management.  
None
- C. Performance Based Compensation  
Tarheel Advisors, LLC does not currently accept Performance Based Compensation.
- D. Management Team Disclosures  
None
- E. Relationships to Issuers of Securities  
None