

## Item 1: Cover Page



### **Form ADV Part 2A – Firm Brochure**

50 Milk Street, 15th Floor

Boston, MA 02109

617-446-3841

Dated February 17, 2020

This Brochure provides information about the qualifications and business practices of Beyond Your Hammock LLC (CRD #16873). If you have any questions about the contents of this Brochure, please contact us at 617-446-3841. 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.

Beyond Your Hammock LLC is registered as an Investment Adviser with the Commonwealth of Massachusetts. Registration of an Investment Adviser does not imply any level of skill or training. Additional information about Beyond Your Hammock LLC is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **Item 2: Material Changes**

No material changes have been made since our previous filing of this brochure.

From time to time, we may amend this Disclosure Brochure to reflect changes in our business practices, changes in regulations, and routine annual updates as required by the securities regulators. Either this complete Disclosure Brochure or a Summary of Material Changes shall be provided to each Client annually and if a material change occurs in the business practices of Beyond Your Hammock LLC.

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## **Item 4: Advisory Business**

Beyond Your Hammock LLC is registered as an Investment Adviser with the Commonwealth of Massachusetts. The company was founded in August 2013. Eric Roberge is the principal owner of the Firm. As of December 31, 2019, BYH managed approximately \$20,365,007 in assets across 143 accounts on a discretionary basis and \$255,000 in assets across 3 accounts on a non-discretionary basis.

### **Comprehensive Financial Planning via the Financially Sound Program**

The most commonly-used service among our clients involves working one-on-one with a financial planner over an extended period of time. The monthly subscription fee allows clients to receive ongoing access to an advisor who will work with them to not only design their financial plan, but monitor the plan and recommend any changes on an ongoing basis to ensure it remains updated.

To start the Financially Sound program, a client will be taken through a process to establish their goals and values in their financial lives. They may be required to provide information to help complete the areas of analysis including net worth, cash flow, insurance, credit, employee benefits, retirement planning, insurance, investments, college planning, and estate planning.

The program provides a comprehensive process and a framework to use to organize a client's finances, prioritize their goals, and design an action plan to create and grow wealth. The plan will be monitored throughout the year and follow-up communications via in-person meeting, or phone, email, or video meeting will be made to the client to confirm that any agreed upon action steps have been carried out. The plan will be reviewed periodically to ensure accuracy and to make any changes, updates, or adjustments as necessary.

A true financial plan is not a one-time deliverable. It's not a giant stack of documents and spreadsheets to go through. Financial planning is an ongoing process that helps clients make well-informed, mindful decisions throughout life. The Financially Sound Program is designed to offer clients 5 meetings in the first year and 3 meetings per year in all following years. This meeting frequency is available to clients but not required, and some clients may choose to meet less often.

### **Limited Scope Financial Planning via the QuickStart Program**

The Financially Sound program provides ongoing guidance, support, advice, and accountability. The program does not come with a set end date for the client relationship, and is therefore intended to be large in scope. We understand that not all clients need such a comprehensive engagement, and accordingly provide project-based financial planning services on topics including retirement planning, risk management and insurance, college savings, cash flow, debt management, work benefits, managing credit scores and reports, and estate planning through our QuickStart Programs.

The QuickStart Programs are designed to help those who may not need the ongoing engagement provided with the Financially Sound program (where the intention is to work together over time) and/or who only have a few key questions about what to do next. The program provides 1 to 3

intensive meetings to create a plan of action for the client, although the client will independently implement the action plan after the conclusion of their last QuickStart Program meeting.

Each meeting is 90 to 120 minutes long, and provides time and space to gain clarity on the client's goals, needs, and priorities. It also allows the advisor to run more complex projections to identify the optimal strategies for the client to use. The intention is to have clients walk away from these 1 to 3 meetings with a better understanding of their finances and clarity on the actions they need to take next. The client and advisor will work together to select the specific areas to cover. These areas may include, but are not limited to, the following:

- **Retirement Planning:** Our retirement planning services include projections of your likelihood of achieving your financial goals, typically focusing on financial independence as the primary objective. For situations where projections show less than the desired results, we may make recommendations, including those that may impact the original projections by adjusting certain variables (i.e., working longer, saving more, spending less, taking more risk with investments). If you are near retirement or already retired, advice may be given on appropriate distribution strategies to minimize the likelihood of running out of money or having to adversely alter spending during your retirement years.
- **Insurance Review:** Review of existing policies to ensure proper coverage for life, health, disability, long-term care, liability, home and automobile. If no coverage currently exists, we may analyze the risks associated with having no coverage and suggest that coverage be put in place.
- **College Savings:** Includes projecting the amount that will be needed to achieve college or other post-secondary education funding goals, along with advice on ways for you to save the desired amount. Recommendations as to savings strategies are included.
- **Cash Flow and Debt Management:** We will conduct a review of your income and expenses to determine your current surplus or deficit along with advice on prioritizing how any surplus should be used or how to reduce expenses if they exceed your income. Advice may also be provided on which debts to pay off first based on factors such as the interest rate of the debt and any income tax ramifications. We may also recommend what we believe to be an appropriate cash reserve that should be considered for emergencies and other financial goals, along with a review of accounts (such as money market funds) for such reserves, plus strategies to save desired amounts.
- **Employee Benefits Optimization:** We will provide a review and analysis as to whether you, as an employee, are taking full advantage of your employee benefits. If you are a business owner, we will consider and/or recommend the various benefit programs that can be structured to meet both business and personal goals.

- **Credit Score Maximization:** We will review your credit report and make recommendations to maximize your scores for the potential current and future benefits of having a better credit score, such as lower interest rates on mortgages, personal loans, etc.
- **Estate Planning:** This usually includes an analysis of your current estate plan, which may include whether you have a will, powers of attorney, trusts and other related documents. Our advice may also include ways for you to minimize or avoid future estate taxes by implementing appropriate estate planning strategies such as the use of applicable trusts. We always recommend that you consult with a qualified attorney when you initiate, update, or complete estate planning activities. We may provide you with contact information for attorneys who specialize in estate planning when you wish to hire an attorney for such purposes.
- **Financial Goals:** We will help clients identify financial goals and develop a plan to reach them. We will identify what you plan to accomplish, what resources you will need to make it happen, how much time you will need to reach the goal, and how much you should budget for your goal.
- **Investment Analysis:** This may involve providing information on the types of investment vehicles available, employee stock options, investment analysis and strategies, asset selection and portfolio design, as well as assisting you in establishing your own investment account at a selected broker/dealer or custodian. The strategies and types of investments we may recommend are further discussed in Item 8 of this brochure.

## **Investment Supervisory Services**

We are in the business of managing individually tailored investment portfolios. Our firm provides continuous advice to a client regarding the investment of client funds based on the individual needs of the client. Through personal discussions in which goals and objectives based on a client's particular circumstances are established, we develop a client's personal investment policy or an investment plan with an asset allocation target and create and manage a portfolio based on that policy and allocation target. During our data-gathering process, we determine the client's individual objectives, time horizons, risk tolerance, and liquidity needs. We may also review and discuss a client's prior investment history, as well as family composition and background.

Account supervision is guided by the stated objectives of the client (i.e., maximum capital appreciation, growth, income, or growth and income), as well as tax considerations. Clients may impose reasonable restrictions on investing in certain securities, types of securities, or industry sectors. This service has no minimum account size requirements and is offered to all clients. Fees pertaining to this service are outlined in Item 5 of this brochure.

## **Investment Advisory Services**

We also offer investment advisory services by recommending clients, where appropriate, to third-party money managers (“Outside Managers”) for portfolio management services. We assist clients in selecting an appropriate allocation model, completing the Outside Manager’s investor profile questionnaire, interacting with the Outside Manager and reviewing the Outside Manager. Our review process and analysis of outside managers is further discussed in Item 8 of this Form ADV Part 2A. Additionally, we will meet with the client on a periodic basis to discuss changes in their personal or financial situation, suitability, and any new or revised restrictions to be applied to the account. Fees pertaining to this service are outlined in Item 5 of this brochure.

## **Employee Benefit Plan Services**

Our firm provides employee benefit plan services to employer plan sponsors on an ongoing basis. Generally, such services consist of assisting employer plan sponsors in establishing, monitoring and reviewing their company’s participant-directed retirement plan. As the needs of the plan sponsor dictate, areas of advising could include: investment options, plan structure, and participant education.

In providing employee benefit plan services, our firm does not provide any advisory services with respect to the following types of assets: employer securities, real estate (excluding real estate funds and publicly traded REITS), participant loans, non-publicly traded securities or assets, other illiquid investments, or brokerage window programs (collectively, “Excluded Assets”).

## **Educational Seminars and Speaking Engagements**

We may provide seminars on an “as announced” basis for groups seeking general advice on investments and other areas of personal finance. The content of these seminars will vary depending upon the needs of the attendees. These seminars are purely educational in nature and do not involve the sale of any investment products. Information presented will not be based on any individual’s person’s need, nor does BYH provide individualized investment advice to attendees during these seminars.

## **Client Tailored Services and Client Imposed Restrictions**

We offer the same suite of services to all of our clients. However, specific client financial plans and their implementation are dependent upon the client Investment Policy Statement which outlines each client’s current situation (income, tax levels, and risk tolerance levels) and is used to construct a client specific plan to aid in the selection of a portfolio that matches restrictions, needs, and targets.

## **Communication Standards**

Clients have access to their advisor and the BYH team in between meetings as urgent or timely matters arise. If a topic or issue comes up between meetings clients wish to discuss with their advisor, BYH asks clients to please email with a brief explanation of the topic. If urgent or timely, a 15-minute phone or video conference will be scheduled to provide necessary answers; otherwise the topic will be included in the client's next scheduled meeting.

BYH standard practice is to respond to all client emails and phone calls within 2 business days of receiving them. There may be periods of time where the advisor or BYH staff is away from the office and unable to respond to normal inquiries. During these times, clients will be notified in advance of their advisor's absence and given a specific date when they can expect to hear back from their advisor if they call or email during this time period. In the case of emergencies, the advisor will provide a phone number at which they can be reached for urgent matters.

BYH understands that scheduling issues do arise and welcomes clients to cancel meetings anytime and reschedule to a later date, although makes no guarantees of specific proximity to the original meeting time. (Because all clients tend to schedule meetings 3-4 months in advance, same-week availability may be limited.) Clients are asked to provide as much advance notice as possible so that their advisor can accommodate scheduling requests.

## **Wrap Fee Programs**

We do not participate in wrap fee programs.

## **Item 5: Fees and Compensation**

Please note, unless a client has received the firm's disclosure brochure at least 48 hours prior to signing the investment advisory contract, the investment advisory contract may be terminated by the client within five (5) business days of signing the contract without incurring any advisory fees. How we are paid depends on the type of advisory service we are performing. Please review the fee and compensation information below.

### **Limited Scope Financial Planning via the QuickStart Program**

Financial Planning can either be paid based off of an hourly rate of \$200.00 to \$300.00 per hour, depending on complexity, or a fixed fee. Also depending upon the complexity of the situation and the needs of the client, the fixed fee for these services will be determined on a case by case basis and the fee will be agreed upon before the start of any work. The fixed fee can range between \$500.00 - \$5,000.00. The fee may be negotiable in certain cases. If a fixed fee program is chosen, the entire fee is due at the beginning of the process, unless otherwise noted.



## Comprehensive Financial Planning via the Financially Sound Program

Comprehensive Financial Planning consists of an upfront charge between \$750.00 and \$3,000.00 and an ongoing fee that is paid monthly, in advance, at the rate of \$100.00 to \$500.00 per month. This service may be terminated with 30 days' notice. Since this fee is paid in advance, a rebate may be needed upon termination to account for any unearned fee.

## Investment Advisory Services

Our standard advisory fee is based on the market value of the assets under management and is calculated as follows:

Account Value	Annual Advisory Fee
First \$1,000,000	1.00%
Next \$1,000,000	0.80%
Next \$2,000,000	0.60%
Over \$4,000,000	Negotiable

The annual fees are negotiable in certain cases and are generally pro-rated and paid in advance on a quarterly basis. Accounts opened within a calendar quarter will be billed pro-rata for the balance of the quarter in which the account was opened in combination with the fees for the proceeding quarter. No increase in the annual fee shall be effective without agreement from the client by signing a new agreement or amendment to their current advisory agreement.

Advisory fees are directly debited from client accounts. Accounts initiated or terminated during a calendar quarter will be charged a pro-rated fee based on the amount of time remaining in the billing period. Upon termination of any account, any unearned fee will be returned to the client.

## Outside Managers

When Beyond Your Hammock LLC directs clients to Outside Managers, the Outside Manager will debit the client's account for the advisory fee, and will remit Beyond Your Hammock LLC's portion of the fee to Beyond Your Hammock LLC. The standard advisory fee is 0.90%, based on the market value of the account and is comprised of our fee, 0.70%, and the advisory fee of the Outside Manager, which is 0.20%. The annual fees are negotiable and are pro-rated and paid in arrears on a quarterly basis.

Accounts initiated or terminated during a calendar quarter will be charged a prorated fee based on the amount of time remaining in the billing period. Since fees are paid in arrears, no rebate will be necessary upon termination of the account.

## **Educational Seminars and Speaking Engagements**

Seminars are offered to organizations and the public on a variety of financial topics. Fees range from \$0 to \$50,000 per seminar. Fees of \$5,000 or less are due prior to the day of the seminar. For fees above \$5,000, half of the fees are due prior to the engagement; the other half are to be paid the day of, no later than the conclusion of the Seminar. The fee range is based on the content, amount of research conducted, number of hours of preparation needed, and the number of attendees. In the event of inclement weather or flight cancellation, the Speaker shall make all reasonable attempts to make alternative travel arrangements to arrive in time for the event. If travel proves impossible or the event is otherwise canceled, the Speaker's fee is waived. The Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred.

In the event that the Client decides to cancel or change the date of the event for any reason besides weather or similar unforeseen causes, the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred, and will provide payment for 50% of the Speaker's fee if the cancellation occurs within 30 days of the event. In the event that the Speaker must cancel due to health or similar unforeseen circumstances, the Speaker will make all attempts to find a reasonable alternative engagement date and will absorb any incremental additional costs for obtaining alternative travel arrangements. If an alternative date cannot be obtained, the Client will not be responsible for any travel costs already incurred by the Speaker or any portion of the Speaker's fee.

Eric Roberge is also a public speaker. Generally, fees for his speaking engagements range from \$0 to \$50,000 plus travel expenses, depending on sponsor, date, location, and program requested. Fees of \$5,000 or less are due prior to the day of the engagement. For fees above \$5,000, half of the fees are due prior to the event, and the other half are to be paid the day of, no later than the conclusion of the event. The fee range is based on the content, amount of research conducted, number of hours of preparation needed, and the number of attendees. The content is based on topics that are currently relevant in the financial planning environment.

In the event of inclement weather or a flight cancellation, the Speaker shall make all reasonable attempts to make alternative travel arrangements to arrive in time for the presentation. If travel proves impossible, or the event is otherwise canceled, the Speaker's fee is waived, but the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred. In the event that the Client decides to cancel or change the date of the event for any reason besides weather or similar unforeseen causes, the Client will still be responsible for reimbursement of any non-refundable travel expenses already incurred, and will provide payment for \_\_\_ % of the Speaker's fee if the cancellation occurs within 30 days of the event. In the event that the Speaker must cancel due to health or similar unforeseen circumstances, the Speaker will make all attempts to find a reasonable alternative engagement date and will absorb any incremental additional costs for obtaining alternative travel arrangements. If an alternative date cannot be obtained, the Client will not be responsible for any travel costs already incurred by the Speaker or any portion of the Speaker's fee.

## **Other Types of Fees and Expenses**

Our fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which may be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, and other third parties such as custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual fund and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus. Such charges, fees and commissions are exclusive of and in addition to our fee, and we shall not receive any portion of these commissions, fees, and costs. When selecting mutual funds that have multiple share classes, we will take into account the internal fees and expenses associated with each share class. It is our policy to purchase the lowest-cost share class available to us, absent circumstances that dictate otherwise.

Item 12 further describes the factors that we consider in selecting or recommending broker-dealers for client's transactions and determining the reasonableness of their compensation (e.g., commissions).

We do not accept compensation for the sale of securities or other investment products including asset-based sales charges or service fees from the sale of mutual funds.

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

We do not offer performance-based fees.

## **Item 7: Types of Clients**

We provide comprehensive financial planning and portfolio management services to individuals, high net worth individuals, corporations and other business entities. We do not have a minimum account size requirement.

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

### **Financial Planning and Investment Management**

We prefer that investment management clients retain the firm to complete a financial plan prior to transferring their investments to us. The financial modeling and planning process will help us and the client determine an asset allocation with return and risk characteristics that are consistent with the client's needs and goals. A portfolio can then be constructed that meets these criteria. While the asset allocation of a client's portfolio may adjust from time to time with changing market fundamentals, and the addition of new asset classes, these portfolios are invested for the long-term with a focus on broad diversification, mitigating cost, creating tax efficiency and ultimately put us in a position to reap the benefits of appropriate long-term market exposure.

The investment programs are not investment products. Clients may have different needs than others within the same investment program. Accordingly, not all clients in each investment program will have the same percentages of each underlying investment.

The investment programs that we recommend are based on the needs of the client as compared with the typical behavior of that security type or manager, current market conditions, the client's current financial situation (including assets that may be managed by another advisor), financial goals, and the timeline to meet those goals. Because we develop an investment strategy based on a client's personal situation and financial goals, client asset allocation guidelines may be similar to or different from another client.

We may periodically recommend changes to the investment programs and client portfolios to meet the guidelines of the asset allocation for the program or an individual client's objectives. It is important to remember that because market conditions can vary greatly, client asset allocation guidelines are not necessarily strict rules. Rather, we review accounts individually and may deviate from the guidelines as we deem necessary.

When we make changes to an investment program, these changes may not be made simultaneously to the accounts under the program, rather, some accounts may be modified before others. This may result in accounts being traded earlier inadvertently having an advantage over accounts traded later.

Additionally, as assets are transitioned from a client's prior advisors to us, clients may hold legacy securities. Legacy securities are those that a client owned prior to or separate from its Beyond Your Hammock portfolio. If a client transitions mutual fund shares to us that are not the lowest-cost share class, and we do not recommend disposing of the security altogether, we will attempt to convert such mutual fund share classes into the lowest-cost share classes the client is eligible for, taking into account any adverse tax consequences associated with such conversion.

Depending on a client's given circumstances, we may recommend that a client rollover retirement plan assets to an Individual Retirement Account (IRA) managed by us. As a result, we may earn fees on those accounts. This presents a conflict of interest, as we have a financial incentive to recommend that a client roll over retirement assets into an IRA we will manage. This conflict is disclosed to clients verbally and in this brochure. Clients are also advised that they are under no obligation to implement the recommendation to roll over retirement plan assets. We attempt to mitigate this conflict by requiring that all investment recommendations have a sound basis for the recommendation, and by requiring our advisors to acknowledge their fiduciary responsibility toward each client.

Additionally, part of our process includes, where appropriate, involving multiple generations in order to facilitate family financial planning. This can increase the financial education of the later generations and manage expectations. However, potential for conflicts of interest exist with the exchange of intergenerational information. We attempt to minimize these conflicts by treating each

household as its own fiduciary relationship. Information can only be shared across generations with each household's consent.

Some clients, because of their circumstances, do not need financial planning services. We will make our best effort to provide these clients with investment management services that meet their needs. We do this by understanding the client's circumstances, preferences, attitudes, experience, knowledge and temperament.

### **Passive Investment Management**

We primarily practice passive investment management. Passive investing involves building portfolios that are comprised of various distinct asset classes. The asset classes are weighted in a manner to achieve a desired relationship between correlation, risk and return. Funds that passively capture the returns of the desired asset classes are placed in the portfolio. The funds that are used to build passive portfolios are typically index mutual funds or exchange traded funds.

Passive investment management is characterized by low portfolio expenses (i.e. the funds inside the portfolio have low internal costs), minimal trading costs (due to infrequent trading activity), and relative tax efficiency (because the funds inside the portfolio are tax efficient and turnover inside the portfolio is minimal).

In contrast, active management involves a single manager or managers who employ some method, strategy or technique to construct a portfolio that is intended to generate returns that are greater than the broader market or a designated benchmark. Academic research indicates most active managers underperform the market.

### **Recommendation of Particular Types of Securities**

As disclosed under the Advisory Business section in this brochure, we primarily recommend mutual funds and exchange traded funds (ETFs). However, we may recommend other types of investments as appropriate. Each type of security has its own unique set of risks associated with it. Please see below for Material Risks Associated with Securities.

## **Material Risks Involved**

**All investing strategies we offer involve risk and may result in a loss of your original investment which you should be prepared to bear.** Many of these risks apply equally to stocks, bonds, commodities and any other investment or security. Material risks associated with our investment strategies are listed below.

**Market Risk:** Market risk involves the possibility that an investment's current market value will fall because of a general market decline, reducing the value of the investment regardless of the operational success of the issuer's operations or its financial condition.

**Strategy Risk:** The Adviser's investment strategies and/or investment techniques may not work as intended.

**Small and Medium Cap Company Risk:** Securities of companies with small and medium market capitalizations are often more volatile and less liquid than investments in larger companies. Small and medium cap companies may face a greater risk of business failure, which could increase the volatility of the client's portfolio.

**Turnover Risk:** At times, the strategy may have a portfolio turnover rate that is higher than other strategies. A high portfolio turnover would result in correspondingly greater brokerage commission expenses and may result in the distribution of additional capital gains for tax purposes. These factors may negatively affect the account's performance.

**Limited markets:** Certain securities may be less liquid (harder to sell or buy) and their prices may at times be more volatile than at other times. Under certain market conditions we may be unable to sell or liquidate investments at prices we consider reasonable or favorable, or find buyers at any price.

**Concentration Risk:** Certain investment strategies focus on particular asset-classes, industries, sectors or types of investment. From time to time, these strategies may be subject to greater risks of adverse developments in such areas of focus than a strategy that is more broadly diversified across a wider variety of investments.

**Interest Rate Risk:** Bond (fixed income) prices generally fall when interest rates rise, and the value may fall below par value or the principal investment. The opposite is also generally true: bond prices generally rise when interest rates fall. In general, fixed income securities with longer maturities are more sensitive to these price changes. Most other investments are also sensitive to the level and direction of interest rates.

**Legal or Legislative Risk:** Legislative changes or Court rulings may impact the value of investments, or the securities' claim on the issuer's assets and finances.

**Inflation:** Inflation may erode the buying-power of your investment portfolio, even if the dollar value of your investments remains the same.

### **Risks Associated with Securities**

Apart from the general risks outlined above which apply to all types of investments, specific securities may have other risks.

**Common stocks** may go up and down in price quite dramatically, and in the event of an issuer's bankruptcy or restructuring could lose all value. A slower-growth or recessionary economic environment could have an adverse effect on the price of all stocks.

**Bank Obligations** including bonds and certificates of deposit may be vulnerable to setbacks or panics in the banking industry. Banks and other financial institutions are greatly affected by interest rates and may be adversely affected by downturns in the U.S. and foreign economies or changes in banking regulations.

**Options and other derivatives** carry many unique risks, including time-sensitivity, and can result in the complete loss of principal.

**Real-Estate linked investments** may be especially illiquid and subject to specific geographic risk.

**Oil and Gas Interests** may lose value due to changes in commodity prices, costs associated with the transport of oil/gas, seasonal factors or technological advances that impact the demand for oil and gas.

**Mutual Funds and ETFs:** Mutual funds and exchange traded funds (ETFs) are professionally managed collective investment systems that pool money from many investors and invest in stocks, bonds, short term money market instruments, other mutual funds, other securities or any combination thereof. Each fund will have a manager that trades the fund's investments in accordance with the fund's investment objective. While mutual funds and ETFs generally provide diversification, risks can be significantly increased if the fund is concentrated in a particular sector of the market, primarily invests in small cap or speculative companies, uses leverage (i.e., borrows money) to a significant degree, or concentrates in a particular type of security (i.e., equities) rather than balancing the fund with different types of securities. Exchange traded funds differ from mutual funds since they can be bought and sold throughout the day like stock, and their price can fluctuate throughout the day. The returns on mutual funds and ETFs can be reduced by the costs to manage the funds. Also, while some mutual funds are "no load" and charge no fee to buy into, or sell out of the fund, other types of mutual funds do charge such fees which can also reduce returns.

## **Item 9: Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of Beyond Your Hammock LLC or the integrity of our management. We have no information applicable to this Item.

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

Mr. Roberge currently does not participate in other financial industry activities and is not affiliated with other financial firms.

### **Recommendations or Selections of Other Investment Advisers**

As referenced in Item 4 of this brochure, Beyond Your Hammock LLC recommends clients to Outside Managers to manage their accounts. In the event that we recommend an Outside Manager, please note that we do not share in their advisory fee. Our fee is separate and in addition to their compensation (as noted in Item 5) and will be described to you prior to engagement. You are not obligated, contractually or otherwise, to use the services of any Outside Manager we recommend. Additionally, Beyond Your Hammock LLC will only recommend an Outside Manager who is properly licensed or registered as an investment adviser.

## **Item 11: Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

We have adopted a Code of Ethics for all supervised persons of the firm describing its high standard of business conduct, and fiduciary duty to its clients. The Code of Ethics includes provisions relating to the confidentiality of client information, a prohibition on insider trading, a prohibition on rumor mongering, restrictions on the acceptance of significant gifts and the reporting of certain gifts and business entertainment items, and personal securities trading procedures, among other things. All members of the firm must acknowledge the terms of the Code of Ethics annually, or as amended.

All our employees are required to follow our Code of Ethics which places the interests of advisory clients first. The Code of Ethics is designed to assure that the personal securities transactions, activities and interests of our employees will not interfere with making decisions in the best interest of advisory clients. Under the Code certain classes of securities have been designated as exempt transactions, based upon a determination that these would not materially interfere with the best interest of our clients. In addition, the Code requires pre-clearance of many transactions, and restricts trading in close proximity to client trading activity. Employee trading is continually monitored under the Code of Ethics, and to reasonably prevent conflicts of interest between our firm and its clients.

It is our policy that the firm will not affect any principal or agency cross securities transactions for client accounts. We will also not cross trades between client accounts. Our clients or prospective clients may request a copy of the firm's Code of Ethics by contacting Eric Roberge.

## **Item 12: Brokerage Practices**

### **Factors Used to Select Custodians and/or Broker/Dealers**

Beyond Your Hammock LLC does not have any affiliation with custodians and/or Broker/Dealers. Specific custodian recommendations are made to clients based on their need for such services. We recommend custodians based on the reputation and services provided by the firm.

### **Our Custodians and Brokers-Dealers: TD Ameritrade, Betterment Securities**

BYH does not maintain custody of client assets; though BYH may be deemed to have custody if a client grants BYH authority to debit fees directly from their account (see Item 15 below). Assets will be held with a qualified custodian, which is typically a bank or broker-dealer. BYH recommends that investment accounts be held in custody by TD Ameritrade Institutional, a division of TD Ameritrade, member FINRA/SIPC, an unaffiliated SEC-registered broker-dealer and FINRA member, and, to a lesser extent Betterment for Advisors (MTG, LLC dba Betterment Securities ("Betterment Securities"), a registered broker-dealer, member SIPC), a digital wealth management platform serving independent investment advisory firms by providing automated portfolio management tools.

TD Ameritrade



TD Ameritrade offers enhanced services to independent investment advisors. These services include custody of securities, trade execution platforms, clearance and settlement of transactions, and access to research not available to the general public. TD Ameritrade is independently owned and is wholly independent from BYH. It is expected that most, if not all, transactions in a given client account will be cleared through the custodian of that account in its capacity as a broker-dealer.

BYH recommends TD Ameritrade to its clients based on a variety of factors. These include, but are not limited to costs. TD Ameritrade has what can be considered discounted commission rates. However, in choosing a broker-dealer or custodian to recommend, we are most concerned with the value the client receives for the cost paid, not just the cost. TD Ameritrade adds value beyond commission cost. Other factors that may be considered in determining overall value include speed and accuracy of execution, financial strength, knowledge and experience of staff, research and service. TD Ameritrade also has arrangements with many exchange traded funds and mutual funds that enable us to purchase these exchange traded funds and mutual funds for client accounts at reduced transaction charges (as opposed to other broker-dealers). BYH re-evaluates the use of TD Ameritrade at least annually to determine if they are still the best value for our clients.

BYH participates in the institutional advisor program (the "Program") offered by TD Ameritrade Institutional. TD Ameritrade Institutional is a division of TD Ameritrade Inc., member FINRA/SIPC ("TD Ameritrade"), an unaffiliated SEC-registered broker-dealer and FINRA member. TD Ameritrade offers to independent investment advisors services which include custody of securities, trade execution, clearance and settlement of transactions. BYH receives some benefits from TD Ameritrade through its participation in the Program.

As disclosed above, BYH participates in TD Ameritrade's institutional customer program and BYH may recommend TD Ameritrade to Clients for custody and brokerage services. There is no direct link between BYH's participation in the program and the investment advice it gives to its Clients, although BYH receives economic benefits through its participation in the program that are typically not available to TD Ameritrade retail investors. These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate Client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving BYH participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to Client accounts); the ability to have advisory fees deducted directly from Client accounts; access to an electronic communications network for Client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to BYH by third party vendors.

TD Ameritrade may also have paid for business consulting and professional services received by BYH's related persons. Some of the products and services made available by TD Ameritrade through the program may benefit BYH but may not benefit its Client accounts. These products or services may assist BYH in managing and administering Client accounts, including accounts not maintained

at TD Ameritrade. Other services made available by TD Ameritrade are intended to help BYH manage and further develop its business enterprise. The benefits received by BYH or its personnel through participation in the program do not depend on the amount of brokerage transactions directed to TD Ameritrade. As part of its fiduciary duties to clients, BYH endeavors at all times to put the interests of its clients first. Clients should be aware, however, that the receipt of economic benefits by BYH or its related persons in and of itself creates a potential conflict of interest and may indirectly influence the BYH's choice of TD Ameritrade for custody and brokerage services.

Generally, in addition to a broker's ability to provide "best execution," BYH may also consider the value of "research" or additional brokerage products and services a broker-dealer has provided or may be willing to provide. This is known as paying for those services or products with "soft dollars." Because many of the services or products could be considered to provide a benefit to BYH, and because the "soft dollars" used to acquire them are client assets, BYH could be considered to have a conflict of interest in allocating client brokerage business: BYH could receive valuable benefits by selecting a particular broker or dealer to execute client transactions and the transaction compensation charged by that broker or dealer might not be the lowest compensation BYH might otherwise be able to negotiate. In addition, BYH could have an incentive to cause clients to engage in more securities transactions than would otherwise be optimal in order to generate brokerage compensation with which to acquire products and services.

BYH's use of soft dollars is intended to comply with the requirements of Section 28(e) of the Securities Exchange Act of 1934. Section 28(e) provides a "safe harbor" for investment managers who use commissions or transaction fees paid by their advised accounts to obtain investment research services that provide lawful and appropriate assistance to the manager in performing investment decision-making responsibilities. As required by Section 28(e), BYH will make a good faith determination that the amount of commission or other fees paid is reasonable in relation to the value of the brokerage and research services provided. That is, before placing orders with a particular broker, we generally determine, considering all the factors described below, that the compensation to be paid to TD Ameritrade is reasonable in relation to the value of all the brokerage and research products and services provided by TD Ameritrade. In making this determination, we typically consider not only the particular transaction or transactions, and not only the value of brokerage and research services and products to a particular client, but also the value of those services and products in our performance of our overall responsibilities to all of our clients. In some cases, the commissions or other transaction fees charged by a particular broker-dealer for a particular transaction or set of transactions may be greater than the amounts another broker-dealer who did not provide research services or products might charge.

We do not consider whether TD Ameritrade or any other broker-dealer/custodian, refers clients to BYH as part of our evaluation of these broker-dealers.

## Betterment for Advisors

We may recommend that our clients use Betterment as the qualified custodian. In these cases, Betterment serves as sub-advisor to our Clients. Betterment utilizes algorithms in the course of providing its automated portfolio management services. We are independently owned and operated and are not affiliated with Betterment Securities. Betterment Securities will hold your assets in a brokerage account and buy and sell securities when we and/or you instruct them to. While we may recommend that you use Betterment Securities as custodian/broker, you will decide whether to do so and will open your account with Betterment Securities by entering into an account agreement directly with them. We do not open the account for you, although we may assist you in doing so. If you do not wish to place your assets with Betterment Securities, then we cannot manage your account on Betterment for Advisors (defined below).

The specific services provided by Betterment for Advisors and Betterment Securities include:

- **Goal-Based Investment Management:** Betterment's goal-based investment platform allows advisors and Clients to establish and implement multiple distinct investment goals for each Client and facilitates advisors' creation of different investment portfolios tailored to achieve each goal;
- **Portfolio Construction Tools:** Advisors and Clients have access to a diversified portfolio of low-cost, index-tracking exchange-traded funds, and are able to select specific strategies and appropriate allocation models for each investment goal;
- **Automated Investment Management Services:** Betterment's software automates back-office tasks such as trading, portfolio management, tax loss harvesting and account rebalancing;
- **Trading and Custody Services:** Betterment Securities handles execution of securities transactions and maintains custody of Client assets;
- **Website and Mobile Application:** Betterment for Advisors' website and mobile application provide a platform for account access and monitoring, delivery of account documentation and notices, and facilitation of communication between advisors and Clients; and
- **Advisor Dashboard:** Advisors have access to a dashboard for purposes of monitoring and managing Client accounts.

For our clients' accounts that Betterment Securities maintains, Betterment Securities generally does not charge us separately for custody services, but is compensated as part of the Betterment for Advisors (defined below) platform fee, which is a percentage of the dollar amount of assets in the account in lieu of commissions. This fee is equal to 0.20% of the Client's account balance (for amounts invested via the Betterment for Advisors platform), charged quarterly in arrears, for the services provided by Betterment and Betterment Securities. These fees cover all services provided by Betterment and Betterment Securities, including advisory services, custody of assets, execution and clearing of transactions, and account reporting. Betterment collects these fees directly from Clients pursuant to the terms of the sub-advisory agreement between Betterment and each Client. We have determined that having Betterment Securities execute trades is consistent with our duty to seek "best execution" of your trades. Best execution means the most favorable terms for a

transaction based on all relevant factors, including those listed above (see “Factors Used to Select Custodians and/or Broker-Dealers”).

Betterment Securities serves as broker dealer to Betterment for Advisors, an investment and advice platform serving independent investment advisory firms like us. Betterment for Advisors also makes available various support services which may not be available to Betterment’s retail customers. Some of those services help us manage or administer our clients’ accounts, while others help us manage and grow our business. Betterment for Advisors’ support services are generally available on an unsolicited basis (we don’t have to request them) and at no charge to us. Following is a more detailed description of Betterment for Advisors’ support services:

1. **SERVICES THAT BENEFIT YOU.** Betterment for Advisors includes access to a range of investment products, execution of securities transactions, and custody of client assets through Betterment Securities. Betterment Securities’ services described in this paragraph generally benefit you and your account.
2. **SERVICES THAT MAY NOT DIRECTLY BENEFIT YOU.** Betterment for Advisors 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 clients’ accounts, such as software and technology that may:
  - a. Assist with back-office functions, recordkeeping, and client reporting of our clients’ accounts.
  - b. Provide access to client account data (such as duplicate trade confirmations and account statements).
  - c. Provide pricing and other market data.
3. **SERVICES THAT GENERALLY BENEFIT ONLY US.** By using Betterment for Advisors, we will be offered other services intended to help us manage and further develop our business enterprise. These services include:
  - a. Educational conferences and events.
  - b. Consulting on technology, compliance, legal, and business needs.
  - c. Publications and conferences on practice management and business succession.

The availability of these services from Betterment for Advisors benefits us because we do not have to produce or purchase them. In addition, we don’t have to pay for Betterment Securities’ services. These services may be contingent upon us committing a certain amount of business to Betterment Securities in assets in custody. We may have an incentive to recommend that you maintain your account with Betterment Securities, based on our interest in receiving Betterment for Advisors and Betterment Securities’ 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 Betterment Securities as custodian and broker is in the best interests of our clients. Our selection is primarily

supported by the scope, quality, and price of Betterment Securities' services and not Betterment for Advisors and Betterment Securities' services that benefit only us.

By using Betterment for Advisors, we may be offered services intended to help us manage and further develop our business enterprise, such as certain back-office services that benefit us but may not directly benefit our clients, invitations to educational conferences and events, and assistance with business or compliance needs. As such, we may have an incentive to recommend that clients invest through the Betterment for Advisors platform based on BYH's interest in receiving Betterment's and Betterment Securities' services that benefit our business. This is a potential conflict of interest. Betterment also has a "retail" offering whereby it offers advisory services directly to clients. Investors who are clients of Betterment's retail offering do not receive the additional services that BYH provides over and above the services offered via the Betterment for Advisors platform. Betterment Retail clients also do not pay any fees to the advisor, and instead pay only the wrap fees charged by Betterment for its services to retail clients.

The Betterment for Advisors offering has certain limitations that potential Clients should consider. Currently, the only available investments on the Betterment for Advisors platform are exchange-traded funds. BYH's ability to customize portfolios is limited to adjustments between stock and bond exchange-traded funds preselected by Betterment. Clients are not able to access or invest in securities other than exchange-traded funds using the Betterment for Advisors platform. If it is determined that investments other than in exchange-traded funds are suitable and/or necessary to achieve a Client's investment goals, BYH will make investments outside of the Betterment for Advisors platform. Such investments will be considered in light of individual Client needs. In addition, when using the Betterment for Advisors platform, advisors and Clients are subject to the trading policies and procedures established by Betterment. These policies and procedures may limit BYH's ability to control, among other things, the timing of the execution of certain trades within Client accounts.

## **Aggregating (Block) Trading for Multiple Client Accounts**

Generally, we combine multiple orders for shares of the same securities purchased for advisory accounts we manage (this practice is commonly referred to as "block trading"). We will then distribute a portion of the shares to participating accounts in a fair and equitable manner. The distribution of the shares purchased is typically proportionate to the size of the account, but it is not based on account performance or the amount or structure of management fees. Subject to our discretion, regarding particular circumstances and market conditions, when we combine orders, each participating account pays an average price per share for all transactions and pays a proportionate share of all transaction costs. Accounts owned by our firm or persons associated with our firm may participate in block trading with your accounts; however, they will not be given preferential treatment. Outside Managers used by Beyond Your Hammock LLC may block client trades at their discretion. Their specific practices are further discussed in their ADV Part 2A, Item 12.

### **Item 13: Review of Accounts**

Client accounts with the Investment Supervisory Service and Investment Advisory Service will be reviewed regularly on a quarterly basis by Mr. Roberge. During the regular review the account's performance is compared against like-managed accounts to identify any unacceptable performance deviation. Additionally, reasonable client imposed restrictions will be reviewed to confirm that they are being enforced. Events that may trigger a special review would be unusual performance, addition or deletions of client imposed restrictions, excessive draw-down, volatility in performance, or buy and sell decisions from the firm or per client's needs.

Clients will receive trade confirmations from the broker(s) for each transaction in their accounts as well as monthly or quarterly statements and annual tax reporting statements from their custodian showing all activity in the accounts, such as receipt of dividends and interest.

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

We receive a non-economic benefit from Betterment for Advisors and Betterment Securities in the form of the support products and services it makes available to us and other independent investment advisors whose clients maintain their accounts at Betterment Securities. These products and services, how they benefit us, and the related conflicts of interest are described above (see Item 12—Brokerage Practices). The availability to us of Betterment for Advisors and Betterment Securities' products and services is not based on us giving particular investment advice, such as buying particular securities for our clients.

We receive a non-economic benefit from TD Ameritrade in the form of the support products and services it makes available to us and other independent investment advisors whose clients maintain their accounts at TD Ameritrade. These products and services, how they benefit us, and the related conflicts of interest are described above (see Item 12—Brokerage Practices). The availability to us of TD Ameritrade's products and services is not based on us giving particular investment advice, such as buying particular securities for our clients.

### **Item 15: Custody**

BYH deducts fees from client accounts, but would not have custody of client funds otherwise. Clients will receive statements directly from TD Ameritrade, and copies of all trade confirmations directly from TD Ameritrade. Clients whose fees are directly debited will provide written authorization to debit advisory fees from their accounts held by a qualified custodian chosen by the client. Clients should receive at least quarterly statements from the broker dealer, bank or other qualified custodian that holds and maintains client's investment assets showing all transaction in the account, including the fee. We urge you to carefully review such statements and compare such official custodial records to the account statements or reports that we may provide to you. Our

statements or reports may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

## **Item 16: Investment Discretion**

For those client accounts where we provide ongoing money management or investment advice with ongoing supervision, we maintain limited power of attorney over client accounts with respect to securities to be bought and sold and the amount of securities to be bought and sold. Investment discretion is explained to clients in detail when an advisory relationship has commenced. At the start of the advisory relationship, the client will execute a Limited Power of Attorney which will grant our firm discretion over the account. Additionally, the discretionary relationship will be outlined in the advisory contract and signed by the client.

## **Item 17: Voting Client Securities**

We do not vote Client proxies. Therefore, Clients maintain exclusive responsibility for: (1) voting proxies, and (2) acting on corporate actions pertaining to the Client's investment assets. The Client shall instruct the Client's qualified custodian to forward to the Client copies of all proxies and shareholder communications relating to the Client's investment assets. If the client would like our opinion on a particular proxy vote, they may contact us at the number listed on the cover of this brochure.

In most cases, you will receive proxy materials directly from the account custodian. However, in the event we were to receive any written or electronic proxy materials, we would forward them directly to you by mail, unless you have authorized our firm to contact you by electronic mail, in which case, we would forward you any electronic solicitation to vote proxies.

## **Item 18: Financial Information**

Registered investment advisers are required in this Item to provide you with certain financial information or disclosures about our financial condition. We have no financial commitment that impairs our ability to meet contractual and fiduciary commitments to clients, and we have not been the subject of a bankruptcy proceeding. We do not have custody of client funds or securities or require or solicit prepayment of more than \$500 in fees per client six months in advance.

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

**Eric Roberge, CFP®**

Born: 1979

## Educational Background

- 2002 – B.S. in Finance and Accounting, Babson College

## Business Experience

- 2013 – Present, Beyond Your Hammock LLC, Managing Member and CCO
- 2013 – 2013, Breakwater Asset Management – Financial Planner
- 2009 – 2013, Commonwealth Financial Network – Registered Representative
- 2009 – 2013, Safe Harbor Retirement Planning – Registered Representative
- 2009 – 2009, SII Investments – Investment Representative
- 2008 – 2009, Investors Capital Corp – Registered Representative
- 2007 – 2008, DiVirgilio Financial Group – Associate
- 2004 – 2007, JP Morgan Chase – Assistant Treasurer
- 2002 – 2004, State Street Corp – Portfolio Accountant

## Professional Designations, Licensing & Exams

- **CFP (Certified Financial Planner)®**: CFP certificants must have a minimum of three years' workplace experience in financial planning and develop their theoretical and practical financial planning knowledge by completing a comprehensive course of study approved by CFP Board. They must pass a comprehensive two-day, 10-hour CFP® Certification Examination that tests their ability to apply financial planning knowledge in an integrated format. As a final step to certification, CFP practitioners agree to abide by a strict code of professional conduct.

## Other Business Activities

Mr. Roberge is often requested as an expert speaker at various universities, associations and corporations. This activity accounts for approximately 10% of his time.

## Performance Based Fees

Beyond Your Hammock LLC does not offer performance-based fees.

## Material Disciplinary Disclosures

No management person at Beyond Your Hammock LLC has ever been involved in an arbitration claim of any kind or been found liable in a civil, self-regulatory organization, or administrative proceeding.



## **Material Relationships That Management Persons Have With Issuers of Securities**

Beyond Your Hammock LLC, nor Eric Roberge, have any relationship or arrangement with issuers of securities.

## **Additional Compensation**

Eric Roberge does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Beyond Your Hammock LLC.

## **Supervision**

Eric Roberge, as Managing Member and Chief Compliance Officer of Beyond Your Hammock LLC, is responsible for supervision. He may be contacted at the phone number on this brochure supplement.

## **Requirements for State Registered Advisers**

Eric Roberge has NOT been involved in an arbitration, civil proceeding, self-regulatory proceeding, administrative proceeding, or a bankruptcy petition.

**Item 1: Cover Page**



**Form ADV Part 2B – Firm Brochure Supplement**

**ERIC ROBERGE, CFP®**

50 Milk Street, 15th Floor

Boston, MA 02109

617-446-3841

Dated February 17, 2020

This Brochure Supplement provides information about Eric Roberge (CRD#5481409) that supplements the Beyond Your Hammock LLC (CRD #16873) Brochure. You should have received a copy of that Brochure. If you have any questions, please contact us at 617-446-3841. The information in this Supplement has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Beyond Your Hammock LLC is registered as an Investment Adviser with the Commonwealth of Massachusetts. Registration of an Investment Adviser does not imply any level of skill or training. Additional information about Beyond Your Hammock LLC and Eric Roberge is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

**Item 2: Educational Background and Business Experience**

**Eric Roberge, CFP®**

**Born: 1979**

**EDUCATION:**

Babson College  
Bachelor of Science, Finance

**BUSINESS EXPERIENCE:**

- 2013 – Present, Beyond Your Hammock LLC, Investment Adviser Representative, CCO
- 2013 – 2013, Breakwater Asset Management – Financial Planner
- 2009 – 2013, Commonwealth Financial Network – Registered Representative
- 2009 – 2013, Safe Harbor Retirement Planning – Registered Representative
- 2009 – 2009, SII Investments – Investment Representative
- 2008 – 2009, Investors Capital Corp – Registered Representative
- 2007 – 2008, DiVirgilio Financial Group – Associate
- 2004 – 2007, JP Morgan Chase – Assistant Treasurer
- 2002 – 2004, State Street Corp – Portfolio Accountant

**PROFESSIONAL DESIGNATIONS:**

**CERTIFIED FINANCIAL PLANNER™ (CFP®)**

The CERTIFIED FINANCIAL PLANNER™ and CFP® 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 62,000 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:

- 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;

- 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;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- 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:

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; and

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.

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

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Mr. Roberge.

### **Item 4: Other Business Activities**

Mr. Roberge is often requested as an expert speaker at various universities, associations and corporations. This activity accounts for approximately 10% of his time.

### **Item 5: Additional Compensation**

Please see response to Item 4, above.

**Item 6: Supervision**

Mr. Roberge is a principal of the firm, and also the firm's Chief Compliance Officer. He has no direct supervisor. However, all employees of Beyond Your Hammock, LLC are required to follow the supervisory guidelines and procedures manual which is designed to ensure compliance with securities laws.

**Item 7: State Requirements**

A. Mr. Roberge has not been involved in any of the events listed below.

1. An award or otherwise being found liable in an arbitration claim alleging damages in excess of \$2,500, involving any of the following:

- a) an investment or an investment-related business or activity;
- b) fraud, false statement(s), or omissions;
- c) theft, embezzlement, or other wrongful taking of property;
- d) bribery, forgery, counterfeiting, or extortion; or
- e) dishonest, unfair, or unethical practices.

2. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:

- a) an investment or an investment-related business or activity;
- b) fraud, false statement(s), or omissions;
- c) theft, embezzlement, or other wrongful taking of property;
- d) bribery, forgery, counterfeiting, or extortion; or
- e) dishonest, unfair, or unethical practices.

B. Mr. Roberge has not been the subject of a bankruptcy petition at any time.



**Privacy Policy**

Effective: February 17, 2020

**Our Commitment to You**

Beyond Your Hammock, LLC (“BYH” or the “Advisor” and also referred to as “we”, “our” and “us”) is committed to safeguarding the use of personal information of our Clients (also referred to as “you” and “your”) that we obtain as your Investment Advisor, as described here in our Privacy Policy (“Policy”).

Our relationship with you is our most important asset. We understand that you have entrusted us with your private information, and we do everything that we can to maintain that trust. BYH (also referred to as “we”, “our” and “us”) protects the security and confidentiality of the personal information we have and implements controls to ensure that such information is used for proper business purposes in connection with the management or servicing of our relationship with you.

BYH will never sell your non-public personal information to anyone. Nor do we provide such information to others except for discrete and reasonable business purposes in connection with the servicing and management of our relationship with you, as discussed below. Details of our approach to privacy and how your personal non-public information is collected and used are set forth in this Policy.

**Why You Need to Know**

Registered Investment Advisors (“RIAs”) must share some of your personal information in the course of servicing your account. Federal and State laws give you the right to limit some of this sharing and require RIAs to disclose how we collect, share, and protect your personal information.

**Information We Collect from You**

Driver’s license number	Date of birth
Social security or taxpayer identification number	Assets and liabilities
Name, address and phone number[s]	Income and expenses
E-mail address[s]	Investment activity
Account information (including other institutions)	Investment experience and goals

**Information We Collect from Other Sources**

Custody, brokerage and advisory agreements	Account applications and forms
Other advisory agreements and legal documents	Investment questionnaires and suitability documents
Transactional information with us or others	Other information needed to service account

**Protecting Your Information**

To safeguard your personal information from unauthorized access and use we maintain physical, procedural and electronic security measures. These include such safeguards as secure passwords, encrypted file storage and a secure office environment. Our technology vendors provide security and access control over personal information and have policies over the transmission of data. Our associates are trained on their responsibilities to protect Client’s personal information. We require third parties that assist in providing our services to you to protect the personal information they receive from us.



### Sharing Your Information

An RIA shares Client personal information to effectively implement its services. In the section below, we list the primary reasons we may share your personal information.

Basis For Sharing	Do we share?	Can you limit?
<p><b>Servicing our Clients</b></p> <p>With the consent of the Client, the Advisor may share non-public personal information with non-affiliated third parties (such as broker-dealers, custodians, other financial institutions and service providers) as necessary to provide the agreed upon services to the Client. Sharing will occur only as consistent with applicable laws and regulations in the State in which the Client resides. Please see additional rules for Massachusetts below. The Advisor may share personal information with the above-referenced parties for account opening, processing transactions, account maintenance; and other Client service activities. The Advisor may share the following types of information with the above-referenced parties:</p> <ul style="list-style-type: none"> <li>Name, address and phone number[s]</li> <li>E-mail address[s]</li> <li>Driver's license number</li> <li>Social security or taxpayer identification number</li> <li>Date of birth</li> <li>Assets and liabilities</li> <li>Income and expenses</li> <li>Investment activity</li> <li>Investment experience and goals</li> </ul> <p>The Client may also request that the Advisor share non-public personal information with other individuals and businesses. Prior to such sharing, the Advisor will require an executed Information Sharing Authorization from the Client for each authorized party. The Client may rescind these authorizations at any time.</p> <p><b>The Client may limit sharing of the above-referenced information. However, limiting the sharing of this information could also limit the Advisor's ability to perform the services outlined in the Client's agreement with the Advisor.</b></p>	Yes	Yes
<p><b>Response to Regulatory Inquiries</b></p> <p>The Advisor may be required by securities regulators to provide non-public personal information in connection with audits and other inquiries.</p>	Yes	No
<p><b>Marketing Purposes</b></p> <p>BYH does not disclose, and does not intend to disclose, personal information with non-affiliated third parties to offer you services. Certain laws may give us the right to share your personal information with financial institutions where you are a customer and where BYH or the client has a formal agreement with the financial institution. <b>We</b> will only share information for purposes of servicing your accounts, not for marketing purposes.</p>	No	N/A
<p><b>Information About Former Clients</b></p> <p>BYH does not disclose and does not intend to disclose, non-public personal information to non-affiliated third parties with respect to persons who are no longer our Clients, except for inquiries by securities regulators as noted above.</p>	No	N/A







**Massachusetts Clients**

In response to Massachusetts law, the Client must “opt-in” to share non-public personal information with non-affiliated third parties before any personal information is disclosed. Client opt-in is obtained through the Client’s execution of authorization forms provided by the third parties, by executing an Information Sharing Authorization Form, or by other written consent by the Client, as appropriate and consistent with applicable laws and regulations.

**Changes to Our Privacy Policy**

We will send you a copy of this Policy annually for as long as you maintain an ongoing relationship with us. Periodically we may revise this Policy and will provide you with a revised Policy if the changes materially alter the previous Privacy Policy. We will not, however, revise our Privacy Policy to permit the sharing of non-public personal information other than as described in this notice unless we first notify you and provide you with an opportunity to prevent the information sharing.

**Any Questions?**

You may ask questions or voice any concerns, as well as obtain a copy of our current Privacy Policy by contacting us at 617-446-3841 or via email at [team@beyondyourhammock.com](mailto:team@beyondyourhammock.com)



### Table of Fees for Services

Carefully read Item 4 and Item 5 of Form ADV Part 2A (“Brochure”) for more details of Beyond Your Hammock, LLC’s advisory services and fees, respectively. Fees below are charged when clients request the services listed. Fees below may not apply to all clients. Fees may be negotiable. Different fees may represent alternative payment options for similar services or combinations of services. Speak with Beyond Your Hammock, LLC about what services are appropriate for you and the fees that will apply.

Fees Charged by Investment Adviser	Fee Amount	Frequency Fee Is Charged	Services
Assets Under Management Fee	First \$1,000,000--1% Next \$1,000,000--0.80% Next \$2,000,000--0.60% Over \$4,000,000---negotiable	Quarterly, in advance	Portfolio management for individuals, and businesses
Hourly Fee	\$0	n/a	n/a
Subscription Fee	\$100-\$500	Monthly	Financial planning services
Fixed Fee	\$750-\$3000	Upon engagement	n/a
Commissions to the Adviser	\$0	n/a	n/a
Performance-Based Fee	\$0	n/a	n/a
Other	0.95% of assets advised on	Quarterly in advance	Corporate planning: 3(21) ERISA services
Other	\$0 to \$50,000 per seminar	Upon engagement	Corporate planning: Institutional educational seminars/workshops
Fees Charged by Third Parties	Fee Amount	Frequency Fee Is Charged	Services
Third Party Money Managers	\$0	n/a	n/a
Robo-Adviser Fee	0.2%	Quarterly in arrears	Portfolio management for individuals
<i>Fees may not apply to all clients; talk with your Adviser about fees and costs applicable to you.</i>			

### Additional fees and costs to discuss with your Adviser

Additional Fees/Cost	Yes/No	Paid To
Brokerage Fees	Yes	TD Ameritrade, Inc.
Commissions	No	N/A
Custodian Fees	Yes	TD Ameritrade, Inc.
Mark-ups	No	N/A
Mutual Fund/ETF Fees and Expenses	Yes	Each exchange-traded fund (ETF) and mutual fund manager has their own underlying investment fee and expense which is charged directly to the net asset value of the security. More information regarding such fees is available in the security prospectus.