## **DISCLOSURE BROCHURE**

## **Better Things Financial Partners LLC**

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This brochure provides information about the qualifications and business practices of Better Things Financial Partners LLC. Being registered as a registered investment adviser does not imply a certain level of skill or training. If you have any questions about the contents of this brochure, please contact us at 803-622-3868. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission, or by any state securities authority.

Additional information about Better Things Financial Partners LLC. (CRD #172601) is available on the SEC's website at www.adviserinfo.sec.gov

OCTOBER 10, 2014

## **Item 2: Material Changes**

### **Annual Update**

The Material Changes section of this brochure will be updated annually or when material changes occur since the previous release of the Firm Brochure.

### **Material Changes since the Last Update**

**Initial Filing** 

### **Full Brochure Available**

This Firm Brochure being delivered is the complete brochure for the Firm.

## **Item 3: Table of Contents**

### Form ADV - Part 2A - Firm Brochure

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### **Item 4: Advisory Business**

### Firm Description

Better Things Financial Partners LLC ("BTFP") was founded in 2014. Charles Scott Estes is the 100% owner.

BTFP is a fee based financial planning and investment management firm.

Investment advice is provided, with the client making the final decision on investment selection. BTFP does not act as a custodian of client assets.

An evaluation of each client's initial situation is provided to the client, often in the form of a net worth statement, risk analysis or similar document. Periodic reviews are also communicated to provide reminders of the specific courses of action that need to be taken. More frequent reviews occur but are not necessarily communicated to the client unless immediate changes are recommended.

Other professionals (e.g., lawyers, accountants, tax preparers, insurance agents, etc.) are engaged directly by the client on an as-needed basis and may charge fees of their own. Conflicts of interest will be disclosed to the client in the event they should occur.

### **Types of Advisory Services**

BTFP provides investment supervisory services, also known as asset management services and furnishes financial planning and investment advice through consultations.

#### ASSET MANAGEMENT

BTFP offers non-discretionary direct asset management services to advisory clients. BTFP will determine the securities to be bought or sold and the amount of the securities to be bought or sold. However, BTFP will obtain prior client approval before executing any transactions. BTFP will offer clients ongoing portfolio management services through determining individual investment goals, time horizons, objectives, and risk tolerance. Investment strategies, investment selection, assets allocation, portfolio monitoring and the overall investment program will be based on the above factors.

### FINANCIAL PLANNING AND CONSULTING

BTFP offers financial planning and consulting services to all clients. Clients will compensate BTFP as described in detail under "Fees and Compensation" section of this brochure. Services include but are not limited to a thorough review of all applicable topics including Wills, Estate Plan/Trusts, Investments, Taxes, and Insurance. If a conflict of interest exists between the interests of the investment advisor and the interests of the client, the client is under no obligation to act upon the investment advisor's recommendation. If the client elects to act on any of the recommendations, the client is under no obligation to effect the transaction through BTFP.

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

The goals and objectives for each client are documented in our client files. Investment strategies are created that reflect the stated goals and objective. Clients may impose restrictions on investing in certain securities or types of securities.

Agreements may not be assigned without written client consent.

### **Wrap Fee Programs**

BTFP does not sponsor any wrap fee programs.

### **Client Assets under Management**

As this is the initial filing, BTFP has no client assets under management.

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

### **Method of Compensation and Fee Schedule**

BTFP bases its fees on a percentage of assets under management and negotiable fixed fees.

### **ASSET MANAGEMENT**

BTFP offers non-discretionary direct asset management services to advisory clients. The fees for these services will be based on a percentage of Assets Under Management as follows:

Assets Under Management	Annual Fee	Quarterly Fee
Up to \$500,000	1.5%	.375%
\$500,000 to \$1,000,000	1.25%	.4375%
Over \$1,00,000	1.00%	.25%

The annual Fee may be negotiable. Accounts within the same household may be combined for a reduced fee. Fees are billed Quarterly in arrears based on the amount of assets managed as of the last business day of the previous quarter. Quarterly advisory fees deducted from the clients' account by the custodian will be reflected in a provided fee invoice as fees are withdrawn. Lower fees for comparable services may be available from other sources. Clients may terminate their account within five (5) business days of signing the Investment Advisory Agreement for a full refund. Clients may terminate advisory services with thirty (30) days written notice. BTFP will be entitled to a pro rata fee for the days service was provided in the final Quarterly. Client shall be given thirty (30) days prior written notice of any increase in fees, and client will acknowledge, in writing, any agreement of increase in said fees.

### FINANCIAL PLANNING and CONSULTING

BTFP charges a negotiable fixed fee for financial planning and consulting with the maximum fee of \$5,000. The payments are received in two installments; half at the commencement of the plan, with the balance due upon completion. Services are completed and delivered inside of ninety (90) days. Client may cancel within five (5) business days of signing Agreement for a full refund. If the client cancels after five (5) business days, any unearned fees will be refunded to the client, or any unpaid earned fees will be due to BTFP.

### **Client Payment of Fees**

Investment management fees are billed Quarterly in arrears. Payment in full is expected upon invoice presentation. Fees are usually deducted from a designated client account to facilitate billing. The client must consent in advance to direct debiting of their investment account.

Fees for financial plans are billed one hour in advance with the balance due upon plan delivery.

### **Additional Client Fees Charged**

Custodians may charge transaction fees on purchases or sales of certain mutual funds, equities, and exchange-traded funds. These charges may include Mutual Fund transactions fees, postage and handling and miscellaneous fees (fee levied to recover costs associated with fees assessed by self-regulatory organizations). These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

BTFP, in its sole discretion, may waive its minimum fee and/or charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

For more details on the brokerage practices, see Item 12 of this brochure.

### **Prepayment of Client Fees**

Fees for financial plans are billed 50% in advance with the balance due upon plan delivery.

If the client cancels after five (5) days, any unearned fees will be refunded to the client, any unpaid, earned fees will be due BTFP.

### **External Compensation for the Sale of Securities to Clients**

BTFP does not receive any external compensation for the sale of securities to clients, nor do any of the investment advisor representatives of BTFP.

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

### **Sharing of Capital Gains**

Fees are <u>not</u> based on a share of the capital gains or capital appreciation of managed securities.

BTFP does not use a performance-based fee structure because of the conflict of interest. Performance-based compensation may create an incentive for the adviser to recommend an investment that may carry a higher degree of risk to the client.

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

### **Description**

BTFP generally provides investment advice mainly to individuals.

Client relationships vary in scope and length of service.

#### **Account Minimums**

BTFP does not requires a minimum to open an account.

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

### **Methods of Analysis**

Security analysis methods may include fundamental analysis, and asset allocation. Investing in securities involves risk of loss that clients should be prepared to bear. Past performance is not a guarantee of future returns.

Fundamental analysis involves evaluating a stock using real data such as company revenues, earnings, return on equity, and profits margins to determine underlying value and potential growth. Asset allocation is an investment strategy that aims to balance risk and reward by apportioning a portfolio's assets according to an individual's goals, risk tolerance and investment horizon.

When creating a financial plan, BTFP utilizes fundamental analysis to provide review of insurance policies for economic value and income replacement. Technical analysis is used to review mutual funds and individual stocks. The main sources of information include Morningstar, client documents such as tax returns and insurance policies.

In developing a financial plan for a client, BTFP's analysis may include cash flow analysis, investment planning, risk management, tax planning and estate planning. Based on the information gathered, a detailed strategy is tailored to the client's specific situation.

The main sources of information include financial newspapers and magazines, annual reports, prospectuses, and filings with the Securities and Exchange Commission.

### **Investment Strategy**

The investment strategy for a specific client is based upon the objectives stated by the client during consultations. The client may change these objectives at any time. Each client executes an Investment Policy Statement or Risk Tolerance that documents their objectives and their desired investment strategy.

### **Security Specific Material Risks**

All investment programs have certain risks that are borne by the investor. Fundamental analysis may involve interest rate risk, market risk, business risk, and financial risk. Risks involved in technical analysis are inflation risk, reinvestment risk, and market risk. Cyclical analysis involves inflation risk, market risk, and currency risk.

Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks and should discuss these risks with BTFP:

- *Interest-rate Risk*: Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- *Market Risk*: The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.

- *Inflation Risk*: When any type of inflation is present, a dollar today will buy more than a dollar next year, because purchasing power is eroding at the rate of inflation.
- *Currency Risk*: Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- Reinvestment Risk: This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate). This primarily relates to fixed income securities.
- Business Risk: These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it, a lengthy process, before they can generate a profit. They carry a higher risk of profitability than an electric company which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.
- *Liquidity Risk*: Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid, while real estate properties are not.
- *Financial Risk*: Excessive borrowing to finance a business' operations increases the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

### **Item 9: Disciplinary Information**

### **Criminal or Civil Actions**

The firm and its management have not been involved in any criminal or civil action.

### **Administrative Enforcement Proceedings**

The firm and its management have not been involved in administrative enforcement proceedings.

### **Self Regulatory Organization Enforcement Proceedings**

The firm and its management have not been involved in legal or disciplinary events related to past or present investment clients.

## Item 10: Other Financial Industry Activities and Affiliations

### **Broker-Dealer or Representative Registration**

Neither BTFP nor any of its employees are registered representatives of a broker-dealer.

### **Futures or Commodity Registration**

Neither BTFP nor its employees are registered or has an application pending to register as a futures commission merchant, commodity pool operator, or a commodity trading advisor.

## Material Relationships Maintained by this Advisory Business and Conflicts of Interest

Managing Member Charles Estes is also a licensed insurance agent with Better Things Financial Partners LLC. Approximately 50% of his time is spent in this practice. From time to time, he will offer clients services from those activities.

This represents a conflict of interest because it gives an incentive to recommend products based on the commission amount received. This conflict is mitigated by the fact that Mr. Estes has a fiduciary responsibility to place the best interest of the client first and the clients are not required to purchase any products. Clients have the option to purchase these products through another insurance agent of their choosing.

## Recommendations or Selections of Other Investment Advisors and Conflicts of Interest

BTFP does not select or recommend other investment advisors.

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

### **Code of Ethics Description**

The employees of BTFP have committed to a Code of Ethics ("Code"). The purpose of our Code is to set forth standards of conduct expected of BTFP employees and addresses conflicts that may arise. The Code defines acceptable behavior for employees of BTFP. The Code reflects BTFP and its supervised persons' responsibility to act in the best interest of their client.

One area the Code addresses is when employees buy or sell securities for their personal accounts and how to mitigate any conflict of interest with our clients. We do not allow any employees to use non-public material information for their personal profit or to use internal research for their personal benefit in conflict with the benefit to our clients.

BTFP's policy prohibits any person from acting upon or otherwise misusing non-public or inside information. No advisory representative or other employee, officer or director of BTFP may recommend any transaction in a security or its derivative to advisory clients or engage in personal securities transactions for a security or its derivatives if the advisory representative possesses material, non-public information regarding the security.

BTFP's Code is based on the guiding principle that the interests of the client are our top priority. BTFP's officers, directors, advisors, and other employees have a fiduciary duty to our clients and must diligently perform that duty to maintain the complete trust and confidence of our clients. When a conflict arises, it is our obligation to put the client's interests over the interests of either employees or the company.

The Code applies to "access" persons. "Access" persons are employees who have access to non-public information regarding any clients' purchase or sale of securities, or non-public information regarding the portfolio holdings of any reportable fund, who are involved in making securities recommendations to clients, or who have access to such recommendations that are non-public.

The firm will provide a copy of the Code of Ethics to any client or prospective client upon request.

## **Investment Recommendations Involving a Material Financial Interest and Conflict of Interest**

BTFP and its employees do not recommend to clients securities in which we have a material financial interest.

## Advisory Firm Purchase of Same Securities Recommended to Clients and Conflicts of Interest

BTFP and its employees may buy or sell securities that are also held by clients. In order to mitigate conflicts of interest such as front running, employees are required to disclose all reportable securities transactions as well as provide BTFP with copies of their brokerage statements.

The Chief Compliance Officer and sole investment adviser of BTFP is Charles Estes. He reviews all employee trades each quarter. The personal trading reviews ensure that the personal trading of employees does not affect the markets and that clients of the firm receive preferential treatment over employee transactions.

## Client Securities Recommendations or Trades and Concurrent Advisory Firm Securities Transactions and Conflicts of Interest

BTFP does not maintain a firm proprietary trading account and does not have a material financial interest in any securities being recommended and therefore no conflicts of interest exist. However, employees may buy or sell securities at the same time they buy or sell securities for clients. In order to mitigate conflicts of interest such as front running, employees are required to disclose all reportable securities transactions as well as provide BTFP with copies of their brokerage statements.

### **Item 12: Brokerage Practices**

### Factors Used to Select Broker-Dealers for Client Transactions

BTFP may recommend the use of a particular broker-dealer or may utilize a broker-dealer of the client's choosing. BTFP will select appropriate brokers based on a number of factors including but not limited to their relatively low transaction fees and reporting ability. BTFP relies on its broker to provide its execution services at the best prices available. Lower fees for comparable services may be available from other sources. Clients pay for any and all custodial fees in addition to the advisory fee charged by BTFP.

#### • Directed Brokerage

In circumstances where a client directs BTFP to use a certain broker-dealer, BTFP still has a fiduciary duty to its clients. The following may apply with Directed

Brokerage: BTFP's inability to negotiate commissions, to obtain volume discounts, there may be a disparity in commission charges among clients and conflicts of interest arising from brokerage firm referrals.

### • Best Execution

Investment advisors who manage or supervise client portfolios on a discretionary basis have a fiduciary obligation of best execution. BTFP does not exercise discretion.

### • Soft Dollar Arrangements

The Securities and Exchange Commission defines soft dollar practices as arrangement under which products or services other than execution services are obtained by BTFP from or through a broker-dealer in exchange for directing client transactions to the broker-dealer. As permitted by Section 28(e) of the Securities Exchange Act of 1934, BTFP receives economic benefits as a result of commissions generated from securities transactions by the broker-dealer from the accounts of BTFP. These benefits include both proprietary research from the broker and other research written by third parties.

A conflict of interest exists when BTFP receives soft dollars. This conflict is mitigated by the fact that BTFP has a fiduciary responsibility to act in the best interest of its clients and the services received are beneficial to all clients.

### **Aggregating Securities Transactions for Client Accounts**

BTFP does not aggregate orders.

### Item 13: Review of Accounts

## Schedule for Periodic Review of Client Accounts or Financial Plans and Advisory Persons Involved

Account reviews are performed Quarterly by Charles Estes, Chief Compliance Officer. Account reviews are performed more frequently when market conditions dictate. Financial Plans are considered complete when recommendations are delivered to the client and a review is done only upon request of client.

### Review of Client Accounts on Non-Periodic Basis

Other conditions that may trigger a review of clients' accounts are changes in the tax laws, new investment information, and changes in a client's own situation.

### **Content of Client Provided Reports and Frequency**

Clients receive account statements no less than Quarterly for managed accounts. Account statements are issued by the Advisor's custodian. Client receives confirmations of each transaction in account from Custodian and an additional statement during any month in which a transaction occurs.

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

## **Economic benefits Provided to the Advisory Firm from External Sources and Conflicts of Interest**

BTFP does not receive any economic benefits from external sources.

### **Advisory Firm Payments for Client Referrals**

BTFP does not compensate for client referrals.

### **Item 15: Custody**

#### **Account Statements**

All assets are held at qualified custodians, which means the custodians provide account statements directly to clients at their address of record at least Quarterly. Clients are urged to compare the account statements received directly from their custodians to the performance reports prepared by BTFP.

BTFP is deemed to have constructive custody solely because advisory fees are directly deducted from client's accounts by the custodian on behalf of BTFP.

### **Item 16: Investment Discretion**

### **Discretionary Authority for Trading**

BTFP accepts non-discretionary authority to manage securities accounts on behalf of clients. BTFP will determine the securities to be bought or sold and the amount of the securities to be bought or sold. However, BTFP will obtain prior client approval before executing any transactions.

The client approves the custodian to be used and the commission rates paid to the custodian. BTFP does not receive any portion of the transaction fees or commissions paid by the client to the custodian on certain trades.

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

#### **Proxy Votes**

BTFP does not vote proxies on securities. Clients are expected to vote their own proxies. The client will receive their proxies directly from the custodian of their account or from a transfer agent.

When assistance on voting proxies is requested, BTFP will provide recommendations to the client. If a conflict of interest exists, it will be disclosed to the client.

### **Item 18: Financial Information**

#### **Balance Sheet**

A balance sheet is not required to be provided because BTFP does not serve as a custodian for client funds or securities and BTFP does not require prepayment of fees of more than \$500 per client and six months or more in advance.

## Financial Conditions Reasonably Likely to Impair Advisory Firm's Ability to Meet Commitments to Clients

BTFP has no condition that is reasonably likely to impair our ability to meet contractual commitments to our clients.

### **Bankruptcy Petitions during the Past Ten Years**

Neither BTFP nor its management has had any bankruptcy petitions in the last ten years.

### **Item 19: Requirements for State Registered Advisors**

Education and business background, including any outside business activities and disclosable events for all management and supervised persons can be found in the Supplement to this Brochure (Part 2B of Form ADV Part 2).

Material Relationship Maintained by this Advisory Business or Management persons with Issuers of Securities

None to report

Item 1 Cover Page

## SUPERVISED PERSON BROCHURE

FORM ADV PART 2B

## **Charles Scott Estes**

## **Better Things Financial Partners LLC**

Office Address: 229 Wyndotte Court Lexington, SC 29072

Tel: 803-622-3868

esteschip@hotmail.com

This brochure supplement provides information about Charles Estes and supplements the Better Things Financial Partners LLC's brochure. You should have received a copy of that brochure. Please contact Charles Estes if you did not receive the brochure or if you have any questions about the contents of this supplement.

Additional information about Charles Estes (CRD #4803900) is available on the SEC's website at <a href="https://www.adviserinfo.sec.gov">www.adviserinfo.sec.gov</a>.

OCTOBER 10, 2014

### **Brochure Supplement (Part 2B of Form ADV)**

### **Supervised Person Brochure**

### **Principal Executive Officer**

#### **Charles Scott Estes**

• Year of birth: 1962

### Item 2 - Educational Background and Business Experience

### Educational Background:

Clemson University, Clemson, SC; BS, Engineering; 1985

### **Business Experience:**

- Better Things Financial Partners LLC.; Managing Member/Investment Advisor Representative/Insurance Agent; 07/2014 Present
- Independent Insurance Agent; 10/2012 Present
- NCFS Carolina; Representative; 05/2013 04/2014
- BB&T; Financial/Wealth Advisor; 07/2008 09/2012
- Bank of America Investments; Financial Advisor; 03/2007 06/2008
- New York Life Insurance Company; Registered Representative/Insurance Agent; 05/2004 – 03/2007

### **Item 3 - Disciplinary Information**

None to report

### **Item 4 - Other Business Activities**

Managing Member Charles Estes has a financial affiliated business as an insurance agent. From time to time, he will offer clients services from those activities, approximately 50% of his time is spent on these activities. As an insurance agent, he may receive separate yet typical compensation.

These practices represent conflicts of interest because it gives an incentive to recommend products based on the commission amount received. This conflict is mitigated by the fact that Mr. Estes has a fiduciary responsibility to place the best interest of the client first and the clients are not required to purchase any products. Clients have the option to purchase these products through another insurance agent of their choosing.

### **Item 5 - Additional Compensation**

Mr. Estes receives separate, yet typical commissions from insurance companies on the insurance products he sells, but he does not receive any performance based fees.

#### **Item 6 - Supervision**

Since Mr. Estes is the sole owner of Better Things Financial Partners LLC, he is solely responsible for all supervision and formulation and monitoring of investment advice

offered to clients. He will adhere to the policies and procedures as described in the firm's Compliance Manual.

## **Item 7 - Requirements for State-Registered Advisors**

Arbitration Claims: None

Self-Regulatory Organization or Administrative Proceeding: None

Bankruptcy Petition: None