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**December 14, 2020**

**Form ADV Part 2A**  
**Brochure**

**This brochure provides information about the qualifications and business practices of Retirement Planning Services, LLC. If you have any questions about the contents of this Brochure, please contact us at 865-220-9311 and/or [spencer.hall@ssnrep.com](mailto:spencer.hall@ssnrep.com). 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 Retirement Planning Services, LLC also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable Advisory Representative/CRD number for Retirement Planning Services, LLC is 289847.**

**Any references to Retirement Planning Services, LLC as a registered investment adviser or its related persons as registered Advisory Representatives does not imply a certain level of skill or training.**

**MATERIAL CHANGES**

**Item 2**

At least annually, this section will discuss only specific material changes that are made to the Brochure and provide you with a summary of such changes. Additionally, reference to the date of the last annual update to this Brochure will be provided.

Retirement Planning Services, LLC registered with the Securities and Exchange Commission, the SEC, based on assets under management as of 11/17/2020.

As a registered investment advisory firm with the SEC, Retirement Planning Services, LLC is providing clients with our Customer Relationship Summary disclosure, Part 3, Brochure Supplement.

Securities Service Network, LLC, merged into Securities America in September 2020. Retirement Planning Services, LLC transitioned to Securities America, Inc. a wholly owned subsidiary of Advisor Group as our broker/dealer on September 18, 2020.

A copy of our updated Brochure and Brochure Supplements is available to you free of charge and may be requested by contacting us at 865-220-9311 and/or [spencer.hall@ssnrep.com](mailto:spencer.hall@ssnrep.com).

Additional information about Retirement Planning Services, LLC is also available via the SEC's website [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The IARD number for Retirement Planning Services, LLC is 289847. The SEC's website also provides information about any persons affiliated with Retirement Planning Services, LLC who are registered, or are required to be registered, as Advisory Representatives of Retirement Planning Services, LLC.

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**ADVISORY BUSINESS**

**Item 4**

Retirement Planning Services, LLC (hereinafter referred to as “RPS”) is a financial planning and investment advisory firm offering wealth management services customized to your individual needs.

A. In 1985, Retirement Planning Services, LLC (RPS), was founded by Steven Hall. Spencer Hall joined his father, Steven, in the family business in 2010. RPS was registered as an Investment Adviser from 2004 until 2017. In 2012, Spencer became a Managing Partner of RPS along with Steven. In 2017, when Spencer was ready to take the lead in the business, Hall Retirement Planning Services, LLC was formed under the laws of the State of Tennessee as a continuation of the family business. On October 17, 2018, Hall Retirement Planning Services, LLC, CRD, changed its legal name back to Retirement Planning Services, LLC. Spencer Hall, CRD number 5821183 is the owner of the firm. Spencer Hall serves as President and an Advisory Representative of RPS. He has been in the financial services industry since 2010. Additional business information about Spencer is disclosed in the Supplemental Brochures attached to this Brochure.

B. RPS offers the following advisory services, with each service more fully described below:

- Financial Planning
- Consulting Services
- Asset Management Services
- Financial Education Seminars.

**Financial Planning Services**

Our mission is to educate and equip clients to make wise financial decisions that align their wealth with their values through exceptional financial planning and investment management. We initially meet with potential clients to determine if a working relationship would be a good fit. In the first meeting we listen to understand what services the potential client desires and what expectations the client has in considering working with our team. If we feel that we have the capacity to meet a potential client’s expectations and fulfill the services desired, we typically offer to mutually explore working together by taking up to two more meetings without charge.

We begin this exploratory process by verbally gathering information from you. We ask questions about your biographical and financial background and want to understand your personal and financial goals and your values. We gather additional financial information and history from you about your retirement goals, investment horizon, cash flow needs, education spending plans, savings tendencies, and other applicable financial information to provide the planning services you request. Through a series of questions and dialogue, we also work to understand your expectations, your tolerance for risk, the way that you have invested in the past, the assets you have accumulated, and how they are currently invested. We also ask that you bring statement copies of any investments you have to the meeting.

At the end of the third meeting together, if both our team and the potential client agree to continue the financial planning process, our team will walk you through a financial planning agreement and specify a fee for the financial plan, or if you are prepared to invest with our team, we may waive the financial planning fee and engage in an asset management agreement.

## Retirement Planning Services, LLC

We will work together with you to build a collaborative, written financial plan. This typically includes building a personal balance sheet, a series of hypothetical scenarios to understand cash-flow, retirement savings, and investment account value potential outcomes (given a variety of different assumptions), and determining an asset allocation with an appropriate amount of fixed income investments based on a net present value calculation, given your tolerance for risk. The financial plan includes an analysis of how to locate particular assets to help reduce the tax drag on your portfolio. We also offer to review your former year tax filing to assess if any investment changes in allocation (e.g. maintaining municipal bonds in after-tax accounts), investment vehicle (e.g. opening a health savings account), or distribution strategy (e.g. executing a qualified charitable distribution from an IRA) might be explored further. We may evaluate one or more years of prior 1040s and supporting documents to inform present tax-planning decisions and identify planning opportunities and areas of concern for the current and future periods. Because we have no Certified Public Accountants (CPAs) or Enrolled Agents (EAs) on our team, the client should not expect “tax advice” – meaning an opinion from a federally authorized tax practitioner who could prepare returns and defend the client in front of the Internal Revenue Service. Instead, any planning areas identified should be discussed with your CPA or EA.

If you are facing a pension election decision or Social Security benefit decision within the next two years, we will also typically collaborate on a series of hypothetical scenarios particular to those decisions that will equip you to see a range of possible outcomes.

We will also educate you on an evidence-based approach to managing investments and psychological pitfalls that snare many investors related to their investment behaviors. We will work with you to build a strategy for your distributions and assess if other strategies (e.g. Roth conversion) would be advisable and present the analysis of your situation along with potential steps to be taken to assist you to work toward your financial goals.

The Plan is based on your financial situation at the time and on the financial information you disclosed to our Advisory Representative. We will collaborate with you on the planning assumptions that will be made with respect to portfolio rates of return, inflation rates, cost of living adjustment changes for Social Security and pensions, and a variety of other variables. However, past performance is in no way an indication of future performance. RPS cannot offer any guarantees or promises that your financial goals and objectives will be met. If you, solely, engage us for a financial planning agreement, you will be responsible for all implementation of recommendations.

If you engage our team in helping you manage your assets after completing the financial plan, we offer to update the financial planning projections at least annually, but you must continue to review the plan and collaborate with us to update the plan based upon changes in your financial situation, goals, or objectives or changes in the economy. **If your financial situation or investment goals or objectives change, you must notify RPS promptly of the changes.** You are advised that the advice offered by RPS is limited and is not meant to be comprehensive. When appropriate to your specific needs or situation, you will need to seek the services of other professionals such as an insurance adviser, attorney and/or accountant.

### **Consulting Services**

RPS will analyze and make recommendations on a broad array of financial issues to both individuals and institutions. This consultation service may include portfolio asset allocation, recommendations regarding the selection of suitable options to include in a qualified retirement plan, and financial advice regarding personal and business situations.

### **Financial Education Seminars**

RPS provides educational seminars to local businesses, schools and organizations. Seminars are available from 1-hour lunch-and-learn sessions to a 3-hour Retirement Empowerment Workshop.

### **Asset Management Services**

RPS will collaborate with you to develop an asset allocation strategy consistent with your investment objectives, financial and tax status, risk tolerance and time horizon. Each asset allocation strategy consists of either an agreed on percentage mix of fixed income and equity investments or a target amount of fixed income investments to be maintained when the account is rebalanced near stock market highs. The fixed income allocation may include one or more of the following: (a) cash; (b) money market funds; (c) U.S. government securities; (d) foreign government bonds; (e) U.S. corporate debt; (f) foreign corporate debt; (g) municipal securities; (h) fixed income mutual funds; (i) fixed income ETFs and ETNs, and (j) any other appropriate fixed income investment. The equity portion of the allocation may include one or more of the following: (a) individual stocks that are exchange listed; (b) individual stocks that are traded over-the-counter; (c) individual stocks issued by foreign corporations; (d) equity, REIT and MLP mutual funds; (e) variable annuity sub-accounts (with fee-based providers like TIAA-CREF and Jefferson National) products; (f) equity, REIT and MLP ETFs and ETNs; and (g) any other appropriate equity investment. Recommended mutual funds may be no-load or load-waived. If you strongly desire to defer as much taxation as possible, your Advisory Representative may also recommend a no-commission, flat-fee variable annuity platform where investments can be located.

Once the basic asset allocation strategy is determined, and you approve the new target asset allocation, your existing assets may be liquidated (or transferred into the appropriate account) and invested into the chosen investment vehicles. Our team will walk you through the process of transferring resources (whether the transfer requires paperwork, telephone call(s), or other actions). Reallocation of your assets will trigger taxable events except where Individual Retirement Accounts, 401(k) Accounts, 403(b) Accounts, 457 Accounts or other qualified retirement plans or accounts are involved. As resources transfer into accounts that are managed by our team, we will implement the asset allocation strategy.

After we implement the initial portfolio allocation, with your written approval as indicated in the Advisory Agreement, we will manage your account on a continuous and ongoing basis, using our own discretion to determine any changes to the account. Unless otherwise expressly requested by you, RPS will manage the account and will make changes to the allocation as deemed appropriate by the firm and your Advisory Representative. You will receive a confirmation for all securities transactions in your account (buys and sells). RPS will determine the securities to be purchased and sold in the account and will alter the securities holdings from time to time, without prior consultation with you.

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When managing your account, and in an effort to better coordinate your tax planning and estate planning needs, our team may refer you to a select person or firm to assist with annual tax filing preparation and/or estate planning document preparation and updates. RPS may elect to pay on your behalf the cost of preparing and filing the annual, personal tax return. Retirement Planning Services, LLC may also elect to pay the cost of preparing and updating estate planning documents – Will, Living Will, Powers of Attorney, and Trust or Amendment to Trust. If you grant authorization, RPS and the select individual or firm providing the services will share your personal, non-public information.

In order to share your information with the select individual or firm providing tax or estate planning services, you must first provide us with written authorization by signing the addendum to our Asset Management Agreement. The tax preparer, CPA, Attorney, or individual designated are not employees of or affiliated with Retirement Planning Services, LLC. RPS receives no remuneration for such referrals.

C. We tailor the advisory services we offer to your individual needs. Your specific information is obtained during our in-person-interviews. The information gathered by RPS will assist the firm in providing you with the requested services and customize the services to your financial situation. Depending on the services you have requested, we will gather various financial information and history from you including, but not limited to:

- Retirement and financial goals
- Investment objectives
- Investment horizon
- Financial needs
- Cash flow analysis
- Cost-of-living needs
- Education needs
- Savings tendencies
- Other applicable financial information required by our Advisory Representative to provide the investment advisory services you have requested.

The software we currently subscribe to for assistance in planning includes Social Security Timing, Morningstar Direct, and Tax Clarity.

D. RPS does not participate in any wrap fee programs.

E. As of November 17, 2020, we have approximately \$110,204,585 of client assets under our discretionary management.

### **General Information**

Financial planning and investment advisory services offered by RPS and Advisory Representatives do not constitute legal or accounting advice. From time to time, we will suggest items to review with your CPA or attorney and investment actions to consider which may impact your tax situation, but we are not licensed to practice law, nor to represent clients before the IRS, nor serve as an accountant. We do not compose any estate planning documents (will, living will, power of attorney, trusts, etc.) for clients. You should coordinate and discuss the impact of financial advice with your

attorney and/or accountant. Our primary goal is to help our clients identify and pursue their financial goals, thereby enhancing the overall quality of their lives.

### **IRA Rollover Considerations**

As part of our consulting and advisory services, we provide you with recommendations and advice concerning your employer retirement plan or other qualified retirement account. When appropriate, we recommend that you withdraw the assets from your employer's retirement plan or other qualified retirement account and roll the assets over to an individual retirement account ("IRA") that we will manage. If you elect to roll the assets to an IRA under our management, we will charge you an asset-based fee as described in Item 5. This practice presents a conflict of interest because our investment advisory representative has an incentive to recommend a rollover to you for the purpose of generating fee based compensation rather than solely based on your needs. You are under no obligation, contractually or otherwise, to complete the rollover. Furthermore, if you do complete the rollover, you are under no obligation to have your IRA assets managed by us. You have the right to decide whether or not to complete the rollover and the right to consult with other financial professionals.

Some employers permit former employees to keep their retirement assets in their company plan. Also, current employees can sometimes move assets out of their company plan before they retire or change jobs. In determining whether to complete the rollover to an IRA, and to the extent the following options are available, you should consider the costs and benefits of each.

An employee will typically have four options:

1. Leave the funds in your employer's (former employer's) plan.
2. Roll over the funds to a new employer's retirement plan.
3. Cash out and take a taxable distribution from the plan.
4. Roll the funds into an IRA rollover account.

Each of these options has advantages and disadvantages. Before making a change, we encourage you to speak with your CPA and/or tax attorney.

Before rolling over your retirement funds to an IRA for us to manage, carefully consider the following. NOTE: This list is not exhaustive.

1. Determine whether the investment options in your employer's retirement plan address your needs or whether other types of investments are needed.
  - a. Employer retirement plans generally have a more limited investment menu than IRAs.
  - b. Employer retirement plans may have unique investment options not available to the public such as employer securities or previously closed funds.
2. Your current plan may have lower fees than our fees.
  - a. If you are interested in investing only in mutual funds, you should understand the cost structure of the share classes available in your employer's retirement plan and how the costs of those share classes compare with those available in an IRA.
  - b. You should understand the various products and services available through an IRA provider and their costs.
  - c. It is likely you will not be charged a management fee and will not receive ongoing asset management services unless you elect to have such services. If your plan offers

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management services, the fee associated with the service may be more or less than our asset management fee.

3. Our strategy may have higher risk than the option(s) provided to you in your plan.
4. Your current plan may offer financial advice, guidance, management, and/or portfolio options at no additional cost.
5. If you keep your assets titled in a 401k or retirement account, and you are still working, you could potentially delay your required minimum distribution beyond age 70.5 (70 ½).
6. Your 401k may offer more liability protection than a rollover IRA; each state may vary. Generally, federal law protects assets in qualified plans from creditors. Since 2005, IRA assets have been generally protected from creditors in bankruptcies; however, there can be exceptions. Consult an attorney if you are concerned about protecting your retirement plan assets from creditors.
7. You may be able to take out a loan on your 401k, but not from an IRA.
8. IRA assets can be accessed any time; however, prior to age 59 ½, distributions are subject to ordinary income tax and may also be subject to a 10% early distribution penalty unless they qualify for an exception such as disability, higher education expenses, or a home purchase.
9. If you own company stock in your plan, you may be able to liquidate those shares at a lower capital gains tax rate.
10. Your plan may allow you to hire us as the manager and keep the assets titled in the plan name.

It is important that you understand your options, their features and differences and decide whether a rollover is best for you. If you have questions, contact one of our Advisory Representatives at our main number listed on the cover page of this brochure.

### **FEES AND COMPENSATION**

### **Item 5**

#### **A. Financial Planning Services**

Fees for planning services are strictly for planning services. Therefore, you will pay fees and/or commissions for additional services obtained such as asset management or products purchased such as securities or insurance.

Planning fees are negotiated at the discretion of your Advisory Representative and are based on a maximum hourly rate of \$300 /hour for Advisory Representatives' time and \$100 for clerical services time. Your fees will be dependent on several factors including time spent with RPS, number of meetings, complexity of your situation, amount of research, services requested and/or staff resources. The fee is payable at the presentation of the financial plan or by as invoiced by RPS. We may waive our fee for clients that sign up for our asset management services. If you are unsatisfied with the plan or feel that you did not gain from the delivery of the plan, you may receive a full refund of compensation paid for the financial plan by notifying your Advisory Representative within seven days of the delivery of the final plan.

#### **Consulting Services**

Consulting fees are negotiated at the discretion of your Advisory Representative and are based on a flat rate or an hourly rate agreed upon prior to initiating services. Your specific rate will be stated in your agreement. The hourly rate ranges from \$200 to \$300/hour and the flat rate is determined on a case-by-case basis. Your fees will be dependent on several factors including time spent with RPS, number of meetings, complexity of your situation, amount of research, services requested and/or staff

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resources. Depending upon the scope of the service provided, a retainer may be required. Otherwise, you will be billed on completion of the service or as invoiced by RPS.

You are not obligated to implement planning advice through RPS or your Advisory Representative. If you do choose to implement the plan with our Advisory Representatives, they will receive commissions or other compensation in addition to the advisory fee you paid for the planning or consulting services. In addition, financial planning fees may be reduced or waived if you elect to participate in our asset management services.

### **Financial Education Seminars**

RPS provides educational seminars to local businesses, schools and organizations. Seminars are available from 1-hour lunch and learn sessions to a 6-hour series.

RPS offers educational seminars on an hourly fee basis. In addition to our fee, there will be a materials charge assessed per person. Fees are negotiable and are based on the length of the seminar, the location, and number of seminars contracted. The fee for educational seminars ranges from \$200 to \$500 per hour. The fee is payable one-half in advance of the scheduled seminar and the balance payable at the conclusion of the seminar, or as invoiced by RPS. Should a seminar be cancelled, you will receive a pro-rata refund of any pre-paid, unearned fees, less any cost expenditures incurred in preparation for the cancelled seminar.

### **Asset Management Services**

The maximum annual fee for participation in the asset management services program is 1.00% and is negotiable. Fees for this service are paid in arrears.

Your advisory fees will be deducted from your account when due. Money market shares will be liquidated to pay the fees and, if insufficient money market shares or cash are available, other investments will be liquidated to pay the fees. The investment(s) to be liquidated will be selected by your Advisory Representative. Authorization for the automatic deduction of fees from your account(s) is contained in our Advisory Agreement.

Fees are calculated on your account(s) in accordance with your client agreement on a quarterly basis. Unless otherwise negotiated, the fee is calculated based upon either:

- a. the average daily value of your account computed and payable in arrears during the preceding month or quarter; or,
- b. the fair market value of the assets in the account payable in arrears as of the end of the month or quarter

RPS's fee schedule is as follows:

<b>Account Size</b>	<b>Maximum Annual Fee</b>
First \$1,000,000	1.00%
Next \$2,000,000	0.70%
Next \$2,000,000	0.50%
Over \$5,000,000	0.30%

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*Note:* Annual asset management fee is based on an aggregate value of all accounts within the established household.

We sometimes make exceptions to our general fee schedule under certain circumstances (e.g., responsibilities involved; accounts or groups of accounts that are expected to have significant capital additions in the future; anticipated future earning capacity; related accounts; account composition; pre-existing client; account retention; pro bono activities; etc.). In such cases, lower fees or different payment arrangements can be negotiated with each client separately and will be described in the client's Investment Advisory Agreement.

Brokerage and/or custodial services will be provided by Securities America, a wholly owned subsidiary of Advisor Group in its capacity as a broker-dealer. The custodial platform used to hold advisory based securities assets contains a fee of up to 20 basis points. This fee is separate and segregate from the investment management fee paid for investment advisory services. However, the fee also contains breakpoints that will reduce in cost as more fees are added to the platform. This discount will benefit the Advisor and reduce the cost of the fees the advisor pays for custodial services. As such, there is a conflict of interest that incentivizes the Advisor to put more assets on the platform to retain lower costs for custodial services. The lower cost benefits of more assets on the platform are not shared as a benefit with clients. Therefore, the profit margin of the asset management fee retained by the advisor will grow as more assets are placed on the platform and more breakpoints are hit to reduce the costs. More information regarding brokerage practices is discussed below in Item 12 and Item 14.

You may be responsible for any and all transaction charges, including standard broker-dealer ticket charges and confirmation fees, wire transfer fees, and other fees which may be assessed to your account. You will pay separately for IRA custodial services and may be assessed inactivity fees. All fees paid to RPS for investment advisory services are separate from fees and expenses charged to owners of mutual fund shares or variable annuity contracts by the product sponsors. As a result, you may pay two management fees. Variable Annuities often carry higher internal expense ratios than mutual fund investments due to their insurance related features. If you opt for management of a variable annuity, you will be subject to higher annual fees than if only invested in the variable annuity, as fees paid to RPS are separate and segregate from the annuity expenses. Furthermore, you will have the same investment options and could possibly invest in a similar fashion without management services on their own. A complete explanation of the product-related fees and expenses is contained in the prospectus for the particular investment product.

B. Except for the direct debit of asset management services described above, we will provide you with an invoice that is payable upon receipt for our advisory services. If your advisory account is established or closed during the middle of a month, you will pay a pro-rated portion of the advisory fee based upon the number of days the account was under RPS' review and management.

C. In addition to the advisory fees above, you will pay transaction fees for securities transactions executed in your account in accordance with the custodian's transaction fee schedule. You may also pay fees for custodial services, account maintenance fees, and other fees associated with maintaining the account. These fees are not charged by RPS and are charged by the product, broker/dealer or account custodian. RPS does not share in any portion of these fees. Additionally, you may pay your

proportionate share of the fund's management and administrative fees and sales charges as well as the mutual fund adviser's fee of any mutual fund they purchase. These advisory fees are not shared with RPS and are compensation to the fund manager. More information is available in the mutual fund prospectus.

D. Generally, fees are billed as services are provided. However, depending upon the scope of consulting services requested, a retainer fee may be required.

RPS may change the above fee schedule upon 30-days prior written notice to you.

#### *Termination Provisions*

You may terminate advisory services obtained from RPS, without fee or penalty, with written notice to RPS within five (5) business days after entering into the advisory agreement with RPS. Thereafter, you may terminate advisory services with written notice to RPS. You will be responsible for any time spent by RPS in providing you advisory services or analyzing your situation. Any unearned, pre-paid fees will be refunded to you within thirty (30) days of receipt of the written termination request.

RPS may terminate the advisory agreement at any time upon 30-days written notice to the client.

E. Advisory Representatives of RPS are dually Registered Representatives of Securities America, a wholly owned subsidiary of AdvisorGroup (SAI), a registered Broker/Dealer, member of the Financial Regulatory Association (FINRA) and SIPC. In non-discretionary accounts that are not a part of RPS' fee-based service, Advisory Representatives of RPS who are Registered Representatives receive trail commissions (i.e. 12b-1 fees) for a period of time as a result of directing securities transactions through SAI. Load and no-load mutual funds pay annual distribution charges, sometimes referred to as 12b-1 fees. 12b-1 fees come from fund assets, therefore, indirectly from your assets. 12b-1 fees are initially paid to SAI and a portion passed to the Advisory Representative. The receipt of these fees represent an incentive for the Advisory Representative to recommend funds with 12b-1 fees over funds that have no fees or lower fees. As a result, there is a conflict of interest. In advisory accounts through RPS' fee-based service, all 12b-1 fees are rebated to the client, but the client pays for advisory fees. These practices present a conflict of interest and gives RPS or your Advisory Representative an incentive to recommend investment products based on the compensation received. These conflicts, which are disclosed in this brochure, are addressed through ongoing training, annual compliance meetings, and a review of all transactions by RPS's compliance staff.

As stated above, RPS recommends mutual funds that pay 12b-1 fees and no-load funds. You may be able to purchase the securities recommended by RPS directly or through other brokers or agents not affiliated with RPS.

In the event that your Advisory Representative will receive commission revenues from you in connection with investments purchased in advisory accounts, those commissions will be "fully disclosed" by your Advisory Representative, and/or product prospectus and/or through the distribution of the trade confirmation statement. If as a Registered Representative of SAI, your Advisory Representative earns a commission on the sale of a securities product, we must wait 1 year

before including that position in the calculation of your advisory fee. Advisory fees may not be reduced to offset these commissions. Illiquid assets (e.g. partnerships, illiquid REITs, savings accounts, CDs) are not included in the calculation of advisory fees. Neither RPS nor your Advisory Representative is compensated on the basis of a share of capital gains or capital appreciation of the funds or any portion of the fund invested by you. Lower fees for comparable services may be available from other sources.

**PERFORMANCE-BASED FEES AND SIDE-BY-SIDE MANAGEMENT      Item 6**

RPS does not charge performance-based fees and therefore does not engage in side-by-side management.

**TYPES OF CLIENTS      Item 7**

RPS's services are geared toward both high-net-worth individuals and non-high-net-worth individuals as well as charitable organizations, corporations, and other business entities.

**METHODS of ANALYSIS, INVESTMENT STRATEGIES and RISK of LOSS      Item 8**

A. RPS conducts economic analysis and attempts to analyze and determine the economic trends.

B. Investing in securities involves risk of loss, including the potential loss of the principal money you are investing. Therefore, your participation in our asset management services requires you to be prepared to bear the risk of loss as well as the fluctuating performance of your accounts. Market values of investments will fluctuate based on market conditions.

We do not represent, warrant or imply that the services or methods of analysis we use can or will predict future results, successfully identify market tops or bottoms or insulate you from losses due to major market corrections or crashes. Past performance is no indication of future performance. No guarantees can be offered that your goals or objectives will be achieved. Further, no promises or assumptions can be made that the advisory services offered by RPS or our Advisory Representatives will provide a better return than other investment strategies.

The primary risk factors applicable to our investment program generally include:

- **Market risk**—The price of a security, bond, mutual fund and/or exchange-traded 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 circumstances. For example, economic, political and social conditions may trigger market-related events.
- **Interest rate risk**—The chance that investment prices will change based on a move in interest rates (bond prices decline as interest rates rise). Relative to fixed income securities with near-term maturities, longer maturity bonds will have a larger change in price with a move in interest rates.
- **Inflation risk**—The risk that investment returns will be below the general increase in prices due to inflation.

- **Category or style risk**—The chance that one investment category or style may underperform or outperform other categories and styles.
- **Credit risk**—The chance that a bond issuer will fail to pay interest and principal in a timely manner.
- **Reinvestment risk**—The potential exposure 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.
- **Early redemption risk**—Some bonds have features that allow the bond issuer to repurchase or redeem the bond before maturity at a specific price. This risk is the chance that the borrower will do so; thus, expose the investor to a lower than expected return on that bond investment.
- **Systematic risk**—Also known as "market risk," this is the chance of a severe drop of an entire financial market (e.g., political or social upheaval, natural disaster, etc.).
- **Unsystematic risk**—Also known as "specific risk," this is the chance of a decline in the value of a particular asset (i.e., an individual stock declines while the overall stock market is not impacted).
- **Currency risk**—Also known as "exchange rate risk," this is the chance that foreign investments will be subject to fluctuations in the value of the dollar against the currency of the investment's country of origin.
- **Tax risk**—This is the chance that the taxing authority changes its tax rates or policies (e.g., rescind tax-exempt status of particular bonds).
- **Liquidity risk**—This is the risk whereby the ability to buy or sell a security becomes more difficult and, therefore, negatively impacts the price at which one is able to transact in the security.
- **Financial risk**—Excessive borrowing to finance the ongoing operations of a business 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 declining market value.
- **Sector risk**—This is the chance that major problems may impact a specific sector, or that returns from that sector may trail the returns of the overall equity market. Daily fluctuations in individual sectors can often be more extreme than fluctuations in the overall market.
- **Price volatility**—The price of a security, mutual fund and/or exchange-traded fund may fluctuate, even significantly, in a short period of time.

- **Exchange-traded fund pricing risk**—Exchange-traded fund shares may trade in the market at a premium or discount to their net asset (NAV) because of market supply and demand. The premiums and discounts for specific exchange-traded funds can vary, depending on the type of exchange-traded fund and time period.

C. Mutual funds are often used in client portfolios. The risks with mutual funds include the costs and expenses within the fund that can impact performance, change of managers and/or the fund straying from its stated investment objective. Open-ended mutual funds do not typically have a liquidity issue and the price does not fluctuate throughout the trading day. Mutual fund fees are described in the fund's prospectus, which the custodian mails directly to the client following any purchase of a mutual fund that is new to the client's account. In addition, a prospectus is available online at each mutual fund company's website. At the client's request, RPS will direct the client to the appropriate Web page to access the prospectus.

RPS may also use ETFs in our portfolios. The risks with ETFs include the fact that actively traded ETFs can create increased trading expenses and fees and the intraday trading opportunities created by ETFs may not fit into a long-term investor's strategy. ETFs are usually easy to buy and sell.

## **DISCIPLINARY INFORMATION**

### **Item 9**

There is no reportable disciplinary information required for RPS or its management persons that is material to your evaluation of RPS, its business or its management persons.

## **OTHER FINANCIAL INDUSTRY ACTIVITIES and AFFILIATIONS**

### **Item 10**

A. , B. RPS does not have a related person who is a: broker/dealer or other similar type of broker or dealer; investment company or other pooled investment vehicle, other investment adviser or financial planner; futures commission merchant or commodity pool operator; banking or thrift institution; accountant or accounting firm; lawyer or law firm; insurance company or agency; pension consultant; real estate broker or dealer; or sponsor or syndicator of a limited partnership.

C. As previously stated, Advisory Representatives are dually registered as Advisory Representatives of RPS and as Registered Representatives of SAI. You are under no obligation to purchase or sell securities through your Advisory Representative. However, if we developed a financial or retirement plan for you and you choose to implement the plan with our assistance, commissions will be earned in addition to any fees you paid for the other advisory services. In non-discretionary accounts that are not a part of RPS' fee-based service, commissions are earned, but no advisory fees are charged. In managed, discretionary accounts, advisory fees apply, but no commissions are earned. Commissions may be higher or lower at SAI than at other broker/dealers. Advisory Representatives have a conflict of interest in having you purchase securities and/or insurance related products through SAI in that the higher their production with SAI the greater potential for obtaining a higher pay-out on commissions earned.

Under the rules and regulations of the FINRA, SAI has an obligation to perform supervisory functions regarding certain activities engaged in by Advisory Representatives who are also Registered Representatives of SAI. SAI and RPS are not affiliated.

Advisory Representatives are licensed with various insurance companies. Commissions will be earned if you purchase insurance products through them. You are under no obligation to purchase insurance products or services through your Advisory Representative. Although insurance business is not a significant business to the Advisory Representatives, and they do not concentrate resources toward the business, because of the conflict of interest in having you purchase insurance products through them, this disclosure is provided to you. Clients have the right to decide whether or not to purchase insurance products and which insurance professionals to use.

RPS attempts to mitigate the conflicts of interest relating to the receipt of commissions by providing you with these disclosures. Further, you are encouraged to consult other professionals regarding the implementation of your financial or retirement plan. Furthermore, as a Registered Representative with SAI, Advisory Representatives are subject to a supervisory structure at SAI for all securities business.

RPS and its Advisory Representatives are not actively engaged in any other financial industry entity.

D. RPS does not recommend the services of a Third-Party Manager.

**CODE of ETHICS, PARTICIPATION or INTEREST in CLIENT TRANSACTIONS and  
PERSONAL TRADING** **Item 11**

**Code of Ethics**

A. RPS has a fiduciary duty to you to act in your best interest and always place your interests first and foremost. RPS takes seriously its compliance and regulatory obligations and requires all staff to comply with such rules and regulations as well as our policies and procedures. Further, we strive to handle your non-public information in such a way to protect information from falling into the hands of anyone who has no business reason to know such information. We provide you with our Privacy Policy which details our procedures for handling your personal information. RPS maintains a Code of Ethics for its Advisory Representatives, supervised persons, and office staff. The Code of Ethics contains provisions for standards of business conduct to comply with federal securities laws, personal securities reporting requirements, pre-approval procedures for certain transactions, code violations reporting requirements, and safeguarding of material non-public information about your transactions. Further, our Code of Ethics establishes our firm's expectation for business conduct. A copy of our Code of Ethics will be provided to you upon request.

B. Neither RPS nor its associated persons recommends to clients or buys or sells for client accounts any securities in which we have a material financial interest.

C. RPS and its associated persons may buy or sell securities identical to those securities recommended to you. Therefore, RPS and/or its associated persons may have an interest or position in certain securities that are also recommended and bought or sold to you. They will not put their interests before your interest. Neither RPS nor any associated person may trade ahead of you or trade in such a way to obtain a better price for themselves than for you or other clients.

D. RPS is required to maintain a list of all securities holdings for its associated persons and develop procedures to supervise the trading activities of associated persons who have knowledge of your

transactions and their related family accounts at least quarterly. Further, associated persons are prohibited from trading on non-public information or sharing such information.

You have the right to decline to implement any investment recommendation. RPS and its associated persons are required to conduct their securities and investment advisory business in accordance with all applicable Federal and State securities regulations.

## **BROKERAGE PRACTICES**

### **Item 12**

A. As previously stated, Advisory Representatives are Registered Representatives of SAI. As a result they are subject to FINRA Conduct Rule 3040 which may restrict them from conducting securities transactions away from SAI unless SAI provides them with written authorization.

You are advised that not all investment advisers require you to maintain accounts at a specific broker/dealer. You are advised you may maintain accounts at another broker/dealer. However, the services provided by RPS will be limited to only advice and will not include implementation. If you select another brokerage firm for custodial and/or brokerage services you will not be able to receive asset management services from RPS.

In initially selecting SAI, RPS conducted due diligence. Our evaluation and criteria included ability to service you, staying power as a company, industry reputation, ability to report to you and to us, trading platform, products and services available, technology resources, and educational resources.

Periodically, we will review alternative broker/dealers and custodians in the marketplace to ensure SAI and its custodians are meeting our duty to provide best execution for your accounts. The review will include a comparison to SAI which involves evaluating criteria such as overall expertise, cost competitiveness and financial condition. The quality of execution by SAI will be reviewed through trade journal evaluations. However, best execution does not simply mean the lowest transaction cost. Therefore, no single criteria will validate nor invalidate a custodian, but rather, all criteria taken together will be used in evaluating the current custodian.

Additionally, product sponsors such as annuity and investment companies and limited partnerships which are recommended to you may provide support to RPS and our Advisory Representatives. Such support includes research, educational information, and non-monetary support for due diligence trips. We receive a benefit because we do not have to pay for the research, products, or services.

You are advised there is an incentive for RPS and your Advisory Representative to recommend SAI over other Broker/Dealers based on the products and services that we will receive. Such incentives include receiving breakpoints related to placing assets on preferred asset management platforms. Platform fees of up to 20 basis points are charged to client accounts on SAI sponsored advisory platforms.

SAI has a wide range of approved securities products for which SAI performs due diligence prior to selection. As SAI Registered Representatives, we are required to adhere to these products when implementing securities transactions through SAI. Transaction costs charged for these products may be higher or lower than costs you may be able to obtain if transactions were implemented through another Broker/Dealer. SAI also provides our Advisory Representatives, and therefore RPS, with

back-office operational, technology, and other administrative support. Other services may include consulting, publications and conferences on practice management, information technology, business succession planning, regulatory compliance and marketing. Such services are intended to help us and our Advisory Representatives manage and further develop its business enterprise.

SAI and its clearing broker/dealer, National Financial Services, also make available to RPS other products and services that benefit RPS but may not directly benefit you. Some of these other products and services assist RPS with managing and administering your accounts. These include software and other technology that provide access to your account data (such as trade confirmation and account statements); facilitate trade execution; provide research, pricing information, and other market data; facilitate payment of RPS's fees from your accounts; and assist with back-office functions; recordkeeping and client reporting. Many of these services generally may be used to service all or a substantial number of our accounts.

We believe our recommendation of SAI and National Financial Services is appropriate based on the level of service provided and the appropriate fees charged.

In non-discretionary accounts that are not a part of RPS' fee-based service, Advisory Representatives as SAI Registered Representatives receive trail commissions (i.e., 12b-1 fees) for a period of time as a result of directing securities transactions through SAI. Load and no-load mutual funds pay annual distribution charges, sometimes referred to as 12b-1 fees. 12b-1 fees come from fund assets, therefore, indirectly from your assets. 12b-1 fees are initially paid to SAI and a portion passed to the Advisory Representative of record. The receipt of such fees represent an incentive for Advisory Representatives to recommend funds with 12b-1 fees over funds that have no fees or lower fees. As a result, there is a conflict of interest.

B. Due to the individual management of client accounts, we do not aggregate the purchase or sale of securities for various client accounts.

## **REVIEW of ACCOUNTS**

### **Item 13**

A. If you are participating in our Asset Management Services, you will have reviews at least annually or as agreed by you and your Advisory Representative. You may request more frequent reviews. You are advised that you must notify your Advisory Representative promptly of any changes to your financial goals, objectives or financial situation as such changes may require him to review the portfolio allocation and make recommendations for changes. Reviews will be conducted by Spencer Hall, President.

B. Your Advisory Representative will monitor for changes or shifts in the economy, changes to the management and structure of a mutual fund or company in which your assets are invested, and market shifts and corrections.

C. You will be provided statements at least quarterly direct from the account custodian. Additionally, you will receive confirmations of all transactions occurring direct from the account custodian.

If you are participating solely in Financial Planning Services, you will not receive regular account reviews. RPS recommends you have at least an annual review and update to any plans. However, the time and frequency of the reviews is solely your decision. Other than the initial plan or analysis, there will be no other reports issued.

**CLIENT REFERRALS and OTHER COMPENSATION**

**Item 14**

A. RPS does not receive any monetary assistance from product vendors. Some vendors provide non-monetary assistance by making available research that their firms have published or providing educational pieces for clients. We do not select products as a result of any monetary or non-monetary assistance. The selection of product that is most appropriate for the client is first and foremost. RPS's due diligence of a product does not take into consideration any assistance it may receive. Although the receipt of products or services is a benefit for you and us, it also presents a conflict of interest.

As discussed previously, our Advisory Representatives are Registered Representatives of SAI. This affiliation requires us to only offer you services and programs sponsored or approved by SAI. SAI offers our Advisory Representatives educational, training, and other programs if they meet certain sales production goals. This may include the payment or reimbursement of travel, meals, and lodging expenses for attendees. Payment/reimbursement of expenses is not contingent upon sales targets or contests, but rather on the total amount of production. This creates an incentive for us to manage your account and/or charge fees in ways that assist us in meeting these production goals.

The custodial platform used to hold advisory based securities assets contains a fee of up to 20 basis points. This fee is separate and segregate from the investment management fee paid for investment advisory services. However, the fee also contains breakpoints that will reduce in cost as more fees are added to the platform. This discount will benefit the Advisor and reduce the cost of the fees the advisor pays for custodial services. As such, there is a conflict of interest that incentivizes the Advisor to put more assets on the platform to retain lower costs for custodial services. The lower cost benefits of more assets on the platform are not shared as a benefit with clients. Therefore, the profit margin of the asset management fee retained by the advisor will grow as more assets are placed on the platform and more breakpoints are hit to reduce the costs.

As noted above, there are multiple conflicts of interest for Advisory Representatives to maintain clients' assets at SAI and to recommend products and services. There are conflicts of interest for Advisory Representatives to generate (i.e., sell products) and direct business through SAI. To mitigate these conflicts of interest, this disclosure has been provided to you. If you have any concerns about the recommendations provided by your Advisory Representative, you should discuss this with your Advisory Representative. As well, you are free to consult other financial professionals.

Although our securities sales are reviewed for suitability by an appointed supervisor, you should be aware of the incentives we have to sell certain securities products and are encouraged to ask us about any conflict presented.

RPS attempts to mitigate the conflict of interest by notifying you of the conflict. We inform you that you are free to consult other financial professionals. We are bound by our Code of Ethics to act in an ethical manner and our fiduciary responsibility to act in your best interest.

B. RPS does not directly or indirectly compensate any person or entity that is not a supervised person of our firm for client referrals.

## **CUSTODY**

### **Item 15**

RPS does not have physical custody of any client funds or securities. However, under government regulations, we are deemed to have constructive custody of your assets if you authorize us to instruct your custodian to deduct our advisory fees directly from your account. However, your custodian maintains the actual custody of your assets. You will receive account statements directly from your custodian at least quarterly. They will be sent to the email or postal mailing address you provided to them. You should carefully review those statements promptly when you receive them. As noted under Item 13C above, you should compare the portfolio allocation reports we provide you with your SAI statement. Please see Item 5 for more information regarding the deduction of advisory fees from client accounts.

## **INVESTMENT DISCRETION**

### **Item 16**

You may grant RPS authorization to manage your account on a discretionary basis. You will grant such authority to RPS by execution of the advisory agreement. You may terminate the discretionary authorization at any time by giving us written notice.

Additionally, you are advised that:

1. You may set parameters with respect to when account should be rebalanced and set trading restrictions or limitations;
2. Your written consent is required to establish any mutual fund, variable annuity, or brokerage account;
3. If you elect to implement recommendations through your Advisory Representative, we require the use of SAI, the broker/dealer with which our Advisory Representatives are registered for sales in commissionable mutual funds or variable annuities,

## **VOTING CLIENT SECURITIES**

### **Item 17**

RPS does not vote your securities. Unless you suppress proxies, securities proxies will be sent directly to you by the account custodian or transfer agent. You may contact your Advisory Representative about questions you may have and opinions on how to vote the proxies. However, the decision to vote and how you vote the proxies is solely up to you.

## **FINANCIAL INFORMATION**

### **Item 18**

A. RPS will not require you to prepay more than \$500 and 6 or more months in advance of receiving the advisory service; therefore, a balance sheet is not required to be attached.

B. RPS is financially stable. There is no financial condition that is likely to impair our ability to meet our contract actual commitment to you or any other client.

C. Neither RPS nor any of its Advisory Representatives has ever been the subject of a bankruptcy petition.

**REQUIREMENTS for STATE REGISTERED ADVISERS**

**Item 19**

A. Spencer Hall is President and Owner and. Information about their formal education, business background, and other businesses in which they are actively engaged can be found in the attached Brochure Supplement (ADV Part 2B).

B. RPS is not actively engaged in any business other than providing investment advice/financial planning.

C. Neither RPS nor any of its supervised persons charges performance-based fees.

D. Neither RPS nor any of its management personnel have been the subject of a reportable legal or disciplinary event including a civil, self-regulatory organization, or administrative proceeding.

E. Neither RPS nor any of its management personnel have any arrangement or relationship with any issuer of securities.

**Retirement Planning Services, LLC  
9729 Cogdill Road  
Suite 302  
Knoxville, TN 37932**

**Phone: 865-220-9311**

**Fax: 865-220-9316**

**Website: [www.seriousretirement.com](http://www.seriousretirement.com)**

**November 18, 2020**

**Form ADV Part 2B  
Brochure Supplement**

**Spencer Hall, CFP® CKA® RLP®**

**This brochure supplement provides information about Spencer Hall that supplements the Hall Retirement Planning Services, LLC brochure. You should have received a copy of that brochure. Please contact Spencer Hall at 865-220-9311 if you did not receive Retirement Planning Services, LLC's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Spencer Hall is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable CRD number for Spencer Hall is 5821183.**

**EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE****Item 2****Spencer Hall, CFP®***Year of Birth:* 1979*Education:*

<b>Name of School</b>	<b>Years Attended</b>	<b>Year Graduated</b>	<b>Degree</b>	<b>Major</b>
Auburn University	1998–2002	2002	BS	Materials Engineering
Gordon-Conwell Theological Seminary	2006–2010	2010	MDiv	
University of North Carolina	2008–2010	2010	MBA	
Bryant University		2017	Certification	CERTIFIED FINANCIAL PLANNER™ (CFP®)*
Indiana Wesleyan University	2020	2020	Certification	Certified Kingdom Advisor® (“CKA®”)
Seven Stages of Money Maturity workshop and Life Planning Advanced Training	2019-2020	2020	Certification	Registered Life Planner® (RLP®)

\***CERTIFIED FINANCIAL PLANNER™, CFP®** and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

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

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

- 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 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;

## Hall Retirement Planning Services, LLC

- Experience – Complete at least 3 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 to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every 2 years, including 2 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.

### **Certified Kingdom Advisor® (“CKA®”)**

Kingdom Advisors is a non-profit training organization for financial professionals who specialize in the planning differentiators that exist when you apply a Christian worldview to financial decision-making. The prerequisites for the designation/certification are that the advisor must hold one of the approved industry designations (CFP®, ChFC®, CPA, CPA/PFS, EA, CFA, CIMA®, AAMS, CLU®, JD) or 10 years of experience in the discipline in which applying for the CKA® designation. The disciplines include financial planning, investments, accounting, estate planning law, and insurance. The education prerequisites for the designation/certification is a 21.5-hour online course and a 200-question open-book exam with a minimum score of 80%. The educational prerequisite is a 3-credit hour equivalent certificate course offered by Indiana Wesleyan University. The course is offered in cohorts consisting of approximately 50 hours of student work over six months and a new proctored exam administered once a student completes the university-based CKA® Educational Program. All candidates must sign a "Statement of Faith," obtain a letter of reference from pastor or member of pastoral staff, pass a regulatory review, complete a signed statement of personal stewardship and submit two client references. The continuing education requirement to maintain the designation is 10 hours annually. Kingdom Advisors (KA) also requires all Certified Kingdom Advisor® designees to remain in substantial compliance with a set of ethical principles, rules, and standards in order to use or to continue to use the Certified Kingdom Advisor® designation. In order to oversee such compliance, KA has established procedures for reporting ethical violation, as well as a set of disciplinary procedures to oversee the investigation of potential violations of such principles.

### **Registered Life Planner®**

The Registered Life Planner® (RLP®) designation focuses on effective client communication to help clients discover their most essential goals and then align those goals with the client’s finances. To be eligible for the RLP® designation, recipients must complete a two day Seven Stages of Money Maturity workshop and five days of Life Planning Advanced Training, followed by a six-month mentorship and case study program. Every two years, RLP® professionals must complete 16 hours of continuing professional education.

## Hall Retirement Planning Services, LLC

### *Business Background:*

<b>Name of Employer</b>	<b>Type of Business</b>	<b>Title</b>	<b>Period of Employment</b>
Hall Retirement Planning Services, LLC	Financial Services Investment Adviser	President Advisory Representative	08/2017 to Present
Retirement Planning Services, LLC	Financial Services Investment Adviser	Managing Partner Advisory Representative Partner	02/2012 to Present 02/2011 to 08/2017 05/2010 to 02/2012
Securities Service Network, LLC	Broker/Dealer	Registered Representative	08/2010 to 09/2020
Securities America Inc.	Broker/Dealer	Registered Representative	09/2020 to Present
Retirement Planning Services, LLC	Financial Services Investment Adviser	MBA Intern	06/2009 to 08/2009
Campus Crusade for Christ	Christian Missions	Campus Director	06/2002 to 07/2006

### **DISCIPLINARY INFORMATION**

#### **Item 3**

Spencer Hall is not subject to legal or disciplinary events that are material to a client or prospective client's evaluation of him or the services offered by him.

### **OTHER BUSINESS ACTIVITIES**

#### **Item 4**

Spencer Hall is the President and an Advisory Representative for Hall Retirement Planning Services, LLC (hereinafter referred to as "Hall RPS"), In addition, Spencer is a Registered Representative of Securities America Inc., a wholly owned subsidiary of AdvisorGroup (SAI), an SEC-registered investment adviser and registered Broker/Dealer, member Financial Industry Regulatory Authority ("FINRA") and SIPC. Securities Service Network, LLC merged with Securities America Inc September 18, 2020. Clients are under no obligation to purchase or sell securities through Spencer. SAI and Hall RPS are not affiliated. As an independent contractor of SAI, Spencer spends approximately 5% of his time offering securities products on a commission basis with SAI.

Spencer may recommend clients implement recommendations through SAI in a non-discretionary account that is not a part of Hall RPS' fee-based service. If clients implement investment recommendations through SAI in a non-discretionary account that is not a part of Hall RPS' fee-based service, Spencer will receive a commission. In non-discretionary accounts that are not a part of Hall RPS' fee-based service, commissions are earned, but no advisory fees are charged. In managed, discretionary accounts, advisory fees apply, but no commissions are earned. This is a conflict of interest. Additionally, as further disclosed in Hall RPS's Disclosure Brochure under the Fees and Compensation and Brokerage Practices section, Spencer may receive trail compensation for investments directed through SAI. This practice gives Spencer an incentive to recommend investment products based on the compensation received.

## Hall Retirement Planning Services, LLC

As a Registered Representative of SAI, Spencer is subject to oversight by SAI over all his securities activities and certain outside business activities. Such oversight includes the review of Spencer's securities business to ensure he considers the client's best interests.

Additionally, Spencer is a licensed insurance agent. You are not obligated to purchase insurance or securities products through Spencer. However, if you implement insurance recommendations through him, he will receive commissions. The insurance business comprises approximately 5% of his time. The amount of income he receives from insurance business will fluctuate depending on the amount of sales. There may be other insurance products and services available through other insurance professionals at a lower cost than those products available through Spencer.

For additional information, refer to the section entitled Brokerage Practices (Item 12) in Hall RPS's Disclosure Brochure (Form ADV Part 2A).

### **ADDITIONAL COMPENSATION**

#### **Item 5**

In his role as a Registered Representative of SAI and Advisory Representative of Hall RPS, Spencer will earn commissions and advisory fees if the financial plan is implemented through him. This is a conflict of interest. The amount of compensation paid by SAI to Spencer will fluctuate based on overall production.

There are conflicts of interest for Spencer to generate (i.e., sell products) and direct business through SAI. To mitigate the above noted conflicts of interest, this disclosure has been provided to you. If you have any concerns about the recommendations provided by your Advisory Representative, you should discuss this with your Advisory Representative. As well, you are free to consult other financial professionals.

Please refer to our Brochure ADV Part 2A, Item 14, for more complete information about conflicts of interest. A current copy can be obtained by contacting us at the telephone number listed on the cover page of this document or by visiting the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

### **SUPERVISION**

#### **Item 6**

Spencer Hall, President and Chief Compliance Officer of Hall RPS, supervises and oversees all activities conducted through Hall RPS. The firm maintains policies and procedures to guide his activities and he adheres to a Code of Ethics. Spencer can be contacted at 865-220-9311.

Spencer reviews transactions conducted in clients' accounts. Additionally, all account information required to establish an account for a client must flow through Spencer. Spencer and Hall RPS have procedures in place to monitor outside business activities engaged in by associated persons, to oversee communications with the public, and to review personal trading activities of associated persons including any account over which associated persons have direct or indirect beneficial interest.

As stated in Hall RPS's Disclosure Brochure and as indicated above, SAI will also oversee the securities business of Spencer. Because Spencer is a dually registered agent of SAI and Hall RPS,

## Hall Retirement Planning Services, LLC

SAI has certain supervisory and administrative duties pursuant of the requirements of Conduct Rule 3040. Such review does not include the provision of investment advisory services to the clients of Hall RPS.

### **REQUIREMENTS FOR STATE REGISTERED ADVISERS**

### **Item 7**

Spencer Hall has not been involved in any arbitration claim or civil, self-regulatory organization, or administrative proceeding involving an investment or investment-related business or activity, fraud, false statement(s), or omissions, theft, embezzlement, or other wrongful taking of property, bribery, forgery, counterfeiting, or extortion, or dishonest, unfair, or unethical practices.

Additionally, he has not been the subject of a bankruptcy petition.