

Item 1 – Cover Page

BRIAN E. RANDOLPH

BETO FINANCIAL GROUP, LLC

*DOING BUSINESS AS*

BR WEALTH MANAGEMENT

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This Form ADV Part 2B (“brochure supplement”) provides information about Brian E. Randolph that supplements Beto Financial Group, LLC, *d/b/a* BR Wealth Management’s (“BRWM”) Form ADV Part 2A firm brochure (“firm brochure”). You should have received a copy of the firm brochure. Please contact BRWM at (208) 258-2540 if you did not receive a copy of the firm brochure or if you have any questions about the contents of this brochure supplement.

Additional information about Brian E. Randolph is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable IARD/CRD number for Brian E. Randolph is 4817385.

## Item 2 – Educational Background and Business Experience

### Name of Investment Advisor Representative and Year of Birth:

Brian E. Randolph (born 1975)

### Education:

University of Michigan, Bachelor of Science

Purdue University, Master of Arts

### Employment:

Managing Principal, Investment Advisor Representative, Beto Financial Group, LLC, 07/2020 – Present

Investment Advisor Representative, Wells Fargo Advisors Network LLC, 08/2011 – 06/2020

Registered Representative, Wells Fargo Advisors Network LLC, 08/2011 – 06/2020

### Exams and Designations:

A listing of industry examinations successfully completed by Mr. Randolph can be accessed at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) and <https://brokercheck.finra.org/>.

Mr. Randolph is and **Accredited Asset Management Specialist** (AAMS). The curriculum for this designation consists of a self-study course requiring approximately 100-120 hours of study to complete, and a final proctored exam. There are no prerequisites. Designation holders are required to complete 16 hours of continuing education every two years. It is designed to educate financial advisors in a variety of investment disciplines including, but not limited to, asset allocation, investment selection, insurance, investment tax considerations and small-business owner considerations; regulatory and ethical considerations also are emphasized. The AAMS designation is designed for financial advisors who take a long-term approach with their clients.

Mr. Randolph also holds the **Certified Divorce Financial Analyst®** (CDFA®) designation. CDFA® professionals must develop their theoretical and practical understanding and knowledge of the financial aspects of divorce by completing a comprehensive course of study approved by the Institute for Divorce Financial Analysis. CDFA® professionals must have two years minimum experience in a financial or legal capacity prior to earning the right to use the CDFA® certification mark.

## Item 3 – Disciplinary Information

Mr. Randolph is required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of BRWM and his qualifications to serve as an investment advisor representative of the firm. Mr. Randolph has no information to disclose under this item.

## Item 4 – Other Business Activities

In addition to his role as an investment advisor representative of BRWM, Mr. Randolph is also a registered representative of Private Client Services, LLC (“PCS”), an SEC registered broker-dealer and member FINRA/SIPC. While Mr. Randolph primarily maintains this relationship for purposes of collecting trailing

commissions on legacy sales of securities products to clients, it is possible that new securities business may be transacted with advisory clients for which he may receive commissions. For example, it is possible that certain clients may elect to enter into a separate commission-based arrangement with Mr. Randolph (but not BRWM firm directly) and PCS (a “Brokerage Arrangement”). You should understand that investments made exclusively under a Brokerage Relationship may be separate from the advisory services provided to you by BRWM, and therefore, the firm does not have a fiduciary duty over such recommendations.

The foregoing arrangements create a conflict of interest insofar as the payment of commissions to Mr. Randolph creates a financial incentive for him to sell securities to clients, rather than recommending the purchase of such securities solely based on the client’s best interests. Clients are advised that the fees paid to BRWM for investment advisory services are separate and distinct from the commissions that may be earned by Mr. Randolph for selling securities products through PCS to clients.

Mr. Randolph is also individually licensed as an insurance agent and may receive commissions on the sale of insurance products or services to clients and in certain instances, payments for the renewal of certain insurance products, in addition to advisory fees for advisory services. These payments vary by insurance product and company and may provide different incentives depending on the amount of the renewal payment.

The receipt of securities and/or insurance related commissions or fees by any individual associated with our firm presents a conflict of interest. As a fiduciary, Mr. Randolph must act primarily for the benefit of our investment advisory clients. As such, Mr. Randolph will only transact securities and/or insurance related business with clients when fully disclosed, suitable, and appropriate. Further, we must determine in good faith that any commissions or fees paid to our associated persons are appropriate. Clients are informed that they are under no obligation to use any individual associated with our firm for the purchase of any securities or insurance products or services. Clients may use any broker-dealer, broker-dealer registered representative, insurance firm or insurance agent they choose for purchase of these products and services. We encourage you to ask us about the conflicts of interest presented by the broker-dealer and insurance licensing of our associated persons.

#### **Item 5 – Additional Compensation**

As discussed above, Mr. Randolph is a registered representative and an insurance agent. In addition to the receipt of sales commissions and fees as described in Item 4, Mr. Randolph may also become eligible for certain sales bonuses (based on overall product or service sales or sales contests) or marketing payments. These additional compensation arrangements create a conflict of interest. As described above, as a fiduciary, Mr. Randolph must act primarily for the benefit of his investment advisory clients. As such, he will only transact securities and/or insurance related business with clients when fully disclosed, suitable, and appropriate. Clients are informed that they are under no obligation to use Mr. Randolph (or any individual associated with BRWM) for the purchase of any securities. Clients may use any broker-dealer or broker-dealer registered representative for purchase of securities.

#### **Item 6 – Supervision**

Mr. Randolph is a principal and the Chief Compliance Officer of BRWM and is responsible for the supervision of all investment advisor representatives of the firm. As such, he has no internal supervision placed over him. He is, however, bound by our firm’s Code of Ethics. A copy of the firm’s Code of Ethics will be provided to you upon request, and without charge.