

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2A Brochure**

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**Item 1 – Cover Page**

**Petersen Hastings Investment Management, Inc.**

**8203 West Quinault Avenue, Suite 101**

**Kennewick, WA 99336**

**(509) 735-0484**

**[www.PetersenHastings.com](http://www.PetersenHastings.com)**

**August 31, 2018**

This Brochure provides information about the qualifications and business practices of Petersen Hastings Investment Management, Inc. “Petersen Hastings.” If you have any questions about the contents of this Brochure, please contact us at (509) 735-0484 and/or [Info@PetersenHastings.com](mailto:Info@PetersenHastings.com). The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority.

Petersen Hastings registered with the SEC as an investment adviser. Registration of an investment adviser does not imply any level of skill or training. The oral and written communications we provide is for you to determine whether to hire or retain Petersen Hastings as your investment adviser.

Additional information about Petersen Hastings also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

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**Item 2 – Material Changes**

This Brochure is required to be updated at least annually or sooner when material changes to our business take place. In this regard, each year we will deliver to you, by no later than April 30<sup>th</sup>, either (i) a free updated Brochure that includes a summary of material changes to our business, or (ii) a summary of material changes accompanied by our offer to provide a free copy of our updated Brochure and directions regarding how you may obtain it.

Since our last Brochure dated May 4, 2018, we have not had any material changes to our business. You may request a free copy of our updated Brochure by contacting Blaine Carr, Chief Compliance Officer at (509) 735-0484 or [Info@PetersenHastings.com](mailto:Info@PetersenHastings.com). This Brochure is also available on our web site [www.PetersenHastings.com](http://www.PetersenHastings.com), free of charge.

Additional information about Petersen Hastings is available via the SEC's web site [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The SEC's web site also provides information about any persons affiliated with Petersen Hastings who are registered as investment adviser representatives of our firm.

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**Item 4 – Advisory Business**

**Firm Description**

Petersen Hastings Investment Management, Inc. (“Petersen Hastings,” “we,” “us,” “our”) was incorporated in 1962. We began managing investments for Qualified Retirement Plans in 1976 and registered with the SEC as an investment adviser in 1983.

**Principal Owners**

The principal owners are Jeffrey C. Petersen and Scott A. Sarber.

**Types of Advisory Services**

Petersen Hastings provides investment management services on a fee-only discretionary basis to individuals, pension and profit sharing plans, trusts, charitable organizations, and other institutions. In addition to investment management, we offer investment consultation, financial planning, retirement plan consulting services, and trust administration services.

We develop personalized investment portfolio recommendations by taking into account your personal circumstances, long-term goals, assets, financial objectives, time horizon, and risk tolerance. When we select investments for your portfolio, safety of principal and an adequate return are important considerations, in addition to transaction fees, expense ratios, management style, and investment philosophy of the investment. Clients may impose reasonable restrictions on the management of their accounts.

**Assets Under Management**

As of March 31, 2018, the Adviser’s total assets under management are as follows:

Discretionary Clients = \$684,008,569

Non-Discretionary Clients = \$0

**Item 5 – Fees and Compensation**

The specific manner in which fees are assessed is established in our Investment Advisory Agreement with you.

**Fee Schedule**

Petersen Hastings provides investment management services, according to the following account categories, for a fee calculated as a percentage of account assets under management.

Managed Accounts with Financial Planning

<u>Portfolio Value</u>	<u>Quarterly Rate</u>	<u>Annualized Rate</u>
First \$100,000	0.3750%	1.50%
Next \$100,000	0.3125%	1.25%
Next \$300,000	0.2500%	1.00%
Next \$500,000	0.2125%	0.85%
Next \$2,000,000	0.1875%	0.75%

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Managed Accounts with Financial Planning (continued)

Portfolio Value	Quarterly Rate	Annualized Rate
Next \$2,000,000	0.1500%	0.60%
Next \$5,000,000	0.1250%	0.50%
Above \$10,000,000	0.1000%	0.40%
Minimum Annual Fee	\$250.00	\$1,000.00

Retirement Plan and Charitable Foundation Accounts

Portfolio Value	Quarterly Rate	Annualized Rate
First \$1,000,000	0.2500%	1.00%
Next \$3,000,000	0.1500%	0.60%
Next \$6,000,000	0.1250%	0.50%
Next \$10,000,000	0.1000%	0.40%
Next \$20,000,000	0.0750%	0.30%
Next \$20,000,000	0.0625%	0.25%
Next \$20,000,000	0.0500%	0.20%
Next \$20,000,000	0.0375%	0.15%
Above \$100,000,000	0.0250%	0.10%
Minimum Annual Fee	\$625.00	\$2,500.00

**Hourly Rates**

Periodically, for advisory situations when time and resources cannot be clearly determined upfront, an hourly fee arrangement may be available. The hourly rates are \$150 for advisors and \$90 for staff. Hourly charges will continue only for necessary work beyond the initial notification date.

**Sub-Contractors**

We contract with BAM Advisor Services, LLC ("BAM") to provide sub-advisory services to certain clients' fixed income accounts. Sub-advisory services provided by BAM include portfolio monitoring and trading services for fixed income accounts and client web-assistance services. The sub-advisory fee charged by BAM is in addition to our fee. BAM's fee (not exceeding an annualized 0.20%) is based on the market value of the portion of the client's account(s) monitored by BAM.

**Fee Billing**

Our investment management fees typically are based upon the market values of all managed assets in your account(s) on the last business day of each calendar quarter. Fees are billed quarterly and payable in advance for the next three months of services. Management fees shall not be pro-rated for each capital contribution and withdrawal made during the applicable

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calendar quarter. You may elect to have our fees billed directly or authorize us to directly debit this fee from your account(s). Clients will receive a statement from their custodian at least quarterly indicating all transactions in their accounts, including the deduction of our advisory fee. Clients are encouraged to carefully review the advisory fee deducted from their accounts, as the custodian will not, and to report any issues promptly. Our fees may be negotiated in certain circumstances.

**Other Fees**

Our fees are exclusive of brokerage commissions, transaction fees, and other investment related costs and expenses. Some of these additional costs are described below. Please contact us for information about specific fee amounts charged by the financial institutions listed below.

*TD Ameritrade Institutional (a division of TD Ameritrade)* – Charges a flat annual maintenance fee on a quarterly basis. Omnibus trading charges are set by TD Ameritrade and allocated to client accounts based on the average month end account balances for the prior quarter. The total charges for the annual maintenance fee and the Omnibus trading fees are subject to annual minimum and maximums. TD Ameritrade charges a flat fee per transaction for equity securities. TD Ameritrade charges a percentage of the principal amount for bonds. Non-standard assets held in a TD Ameritrade account are subject to a flat annual fee. Bonds at TD Ameritrade receive wholesale pricing if purchased through BAM and are subject to an additional trade away flat fee on a per transaction basis.

*TD Ameritrade Trust* –TD Ameritrade Trust charges an annual asset based fee, subject to a minimum annual fee, to cover all mutual fund trades. This rate can be adjusted downward in some circumstances.

*Charles Schwab* – Charges a percentage fee, with maximum, per mutual fund trade. For equity securities, Charles Schwab charges a flat fee per transaction. Charles Schwab Institutional funds trade at no cost. Bonds at Charles Schwab receive wholesale pricing if purchased through BAM and are subject to a trade away flat fee on a per transaction basis.

*National Advisors Trust Company* – National Advisors Trust Company charges an annual tiered asset based fee. Additional transaction costs are charged to cover all mutual fund trades.

You may also incur certain other charges imposed by custodians, brokers, third party investments and other third parties, including managerial fees, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange-traded funds (“ETFs”) also charge their own fees and expenses, which are disclosed in the applicable fund’s prospectus. Such charges, fees and commissions are in addition to our fee. We do not receive any portion of these commissions, fees, and costs.

**Termination of the Advisory Agreement**

If the Investment Advisory Agreement is terminated and the date of the termination is after the first day of any calendar quarter, the fee for such partial calendar quarter will be pro-rated based on a 90-day quarter and promptly refunded to you.

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

We do not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the client's assets).

**Item 7 – Types of Clients**

We provide portfolio management services to individuals, high net worth individuals, corporate pension and profit-sharing plans, charitable organizations, corporations, trusts, and other types of U.S. businesses.

We generally require a minimum account size of \$50,000 for new clients. Our minimum account fees are set forth above in Item 5. We may waive account minimums in certain circumstances.

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

**Methods of Analysis**

Petersen Hastings employs a wide range of methods to manage portfolios and evaluate investments. We use academic research when making investment decisions. We primarily utilize an investment approach based on Modern Portfolio Theory. Modern Portfolio Theory refers to the process of reducing risk in a portfolio through systematic diversification across asset classes and within those particular asset classes. We adhere to the passive style of investing and, thus, recommend indexed and passive mutual funds. We generally do not recommend individual stocks or bonds in our asset allocation strategies and portfolio recommendations to clients. Keeping client's investment fees, expenses, and taxes under control are a top priority in our investment strategy.

We analyze mutual funds recommended to clients based on a fund's total operating expense ratio, portfolio turnover, investment objective, and investment restrictions and limitations. We typically recommend that clients invest in no-load funds, such as those managed by Dimensional Fund Advisors ("DFA") or Vanguard, that have low operating expenses, low portfolio turnover, below average capital gains distributions, and a fundamental investment objective of investing primarily in a particular asset class. DFA funds generally are available for investment only by clients of registered investment advisers, and all investments are subject to approval of the adviser. This means that you may not be able to make additional investments in DFA funds if you terminate your agreement with us, except through another adviser authorized by DFA.

When choosing investments, we analyze the following criteria:

- Whether the investment's performance closely tracks the desired asset classes.
- Whether the total internal investment expenses are reasonable (internal expenses include management fees, administrative expense, 12(b)1 fees, transaction, and estimated trading costs).
- Whether investment providers have a reasonable experience record, employ a qualified management team, embrace a highly disciplined investment philosophy, provide adequate information, and meet the custodial requirement to trade and hold.

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- Whether the investment is “no-load.” (We prefer no-load investments over those that charge commissions or sales charges.)

We routinely monitor the universe of investment vehicles through our Investment Committee. When alternative or superior investment funds become available, existing investments may be replaced.

**Principal Investment Strategies**

Asset allocation models recommended to clients typically are set forth in each client’s Investment Policy Statement. We primarily recommend low cost mutual funds because they can provide a diversified portfolio that is designed to limit the impact of large fluctuations in values of individual stocks and bonds. Mutual funds do not offer protection from market volatility. At times, different funds may be recommended to improve current client portfolios. Upon the request of a client, we may provide a limited review of client assets for which we do not have discretionary authority in the context of the overall plan. We invest for the long-term and do not engage in market timing.

We generally do not recommend individual stocks or bonds, but certain exceptions may be made in cases where the stocks or bonds were obtained before becoming a client or are requested by the client. We monitor individual stock exposure in the overall portfolio.

We may give advice and take action with respect to other clients that is different from the advice, timing, and nature of action taken with respect to your account. Timing, allocation, and types of investments are determined as part of each client’s overall financial plan.

We believe in diversified asset class exposure obtained primarily through a diversified mix of low cost mutual funds that represent desired asset classes. The mutual funds and ETFs that we recommend typically invest in some or all of the following types of securities:

**Primary Asset Classes**

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**Equity Investments**

**Sub-Asset Classes**

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US Large Capitalization Stocks  
US Small Capitalization Stocks  
International Large Capitalization Stocks  
International Small Capitalization Stocks  
Emerging Market Large Capitalization Stocks  
Emerging Market Small Capitalization Stocks  
Real Estate Investment Trusts (“REITs”)

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**Primary Asset Classes**

**Fixed Income Investments**

**Sub-Asset Classes**

US Corporate Bonds  
US Government Bonds  
Global Bonds  
Inflation Protected Bonds  
Mortgage Backed Securities  
Certificates of Deposit  
Tax-free Municipal Bonds  
Stable Value Funds  
Money Markets

**Principal Risks**

**Investing in securities involves risk of loss that clients should be prepared to bear.** Petersen Hastings cannot guarantee that it will achieve a client's investment objective. Client's returns will fluctuate, and you may lose money. Below are some more specific risks of investing:

- **Market Risk.** The prices of securities held by mutual funds in which clients invest may decline in response to certain events taking place around the world, including those directly involving the companies whose securities are owned by a mutual fund; conditions affecting the general economy; overall market changes; local, regional or global political, social or economic instability; and currency, interest rate and commodity price fluctuations. Investors should have a long-term perspective and be able to tolerate potentially sharp declines in market value.
- **Management Risk.** Our investment approach may fail to produce the intended results. If our perception of the performance of a specific asset class or fund is not realized in the expected time frame, the overall performance of the client's portfolio may suffer.
- **Equity Risk.** Equity securities tend to be more volatile than other investment choices. The value of an individual mutual fund or ETF can be more volatile than the market as a whole. This volatility affects the value of the client's overall portfolio. Small and mid-cap companies are subject to additional risks. Smaller companies may experience greater volatility, higher failure rates, more limited markets, product lines, financial resources, and less management experience than larger companies. Smaller companies may also have a lower trading volume, which may disproportionately affect their market price, tending to make them fall more in response to selling pressure than is the case with larger companies.
- **Fixed Income Risk.** The issuer of a fixed income security may not be able to make interest and principal payments when due. Generally, the lower the credit rating of a security, the greater the risk that the issuer will default on its obligation. If a rating agency gives a debt security a lower rating, the value of the debt security will decline because investors will demand a higher rate of return. As nominal interest rates rise, the value of fixed income securities is likely to decrease. A nominal interest rate is the sum of a real interest rate and an expected inflation rate.

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- **Investment Companies Risk.** We recommend open-end mutual funds and ETFs to implement a client's portfolio. These underlying funds may, in turn, invest in a broad range of equity and fixed income securities, including foreign securities and securities of issuers located in emerging markets. Underlying funds may also invest in equity securities of any market capitalization including micro-, small- and mid-cap companies, real estate, commodities-related assets, fixed income securities of any maturity or credit quality, including high-yield, high-risk debt securities, and they may engage in leveraged or derivative transactions. We have no control over the investment strategies, policies or decisions of the underlying funds and, in the event of dissatisfaction with such a fund, our only option would be to liquidate clients' investments in that fund.
- **REIT Risk.** To the extent that a client invests in REITs, it is subject to risks generally associated with investing in real estate, such as (i) possible declines in the value of real estate, (ii) adverse general and local economic conditions, (iii) possible lack of availability of mortgage funds, (iv) changes in interest rates, and (v) environmental problems. In addition, REITs are subject to certain other risks related specifically to their structure and focus such as: dependency upon management skills; limited diversification; the risks of locating and managing financing for projects; heavy cash flow dependency; possible default by borrowers; the costs and potential losses of self-liquidation of one or more holdings; the possibility of failing to maintain exemptions from securities registration; and, in many cases, relatively small market capitalization, which may result in less market liquidity and greater price volatility.
- **Foreign Securities Risk.** Funds in which clients invest may purchase in foreign securities. Foreign securities are subject to additional risks not typically associated with investments in domestic securities. These risks may include, among others, currency risk, country risks (political, diplomatic, regional conflicts, terrorism, war, social and economic instability, currency devaluations and policies that have the effect of limiting or restricting foreign investment or the movement of assets), different trading practices, less government supervision, less publicly available information, limited trading markets and greater volatility. To the extent that underlying funds invest in issuers located in emerging markets, the risk may be heightened by political changes, changes in taxation, or currency controls that could adversely affect the values of these investments. Emerging markets have been more volatile than the markets of developed countries with more mature economies.

### **Item 9 – Disciplinary Information**

Investment advisers are required to disclose all material legal or disciplinary events relevant to your evaluation of our firm or the integrity of our management. We have no information to disclose applicable to this Item.

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

#### **The Zero Alpha Group**

In September of 2000, Petersen Hastings became a member/owner of The Zero Alpha Group, LLC ("ZAG"), along with seven other registered investment advisers. ZAG openly advocates a 100% passive investment strategy. Group members share investment information, strategic

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plans, financial data, marketing brochures, software, and research related to passive investment management. Personal client information is never shared with other ZAG members. ZAG members are geographically dispersed across the globe.

**Petersen Hastings Private Trust**

Petersen Hastings Private Trust is a Trust Representative Office of National Advisors Trust Company (NATC), an independent, federally chartered savings bank that provides trust and custodial services. The name “Petersen Hastings Private Trust” is used pursuant to an agreement between Petersen Hastings and National Advisors Trust. To the extent a client determines to retain Petersen Hastings, the client will enter into a separate and distinct agreement with NATC for trust administration, distribution and custodial services and will pay a separate fee for such services. Any trust administration fees are in addition to the advisory fees paid for advisory services. Such trust administration fees are paid directly to NATC by the client, and Petersen Hastings does not share in these fees. NATC, one of the largest independent trust companies in the country, is owned by a diversified group of independent registered investment advisers. Petersen Hastings has a small ownership stake in National Advisors Holdings, parent company of NATC, which is the owner of Petersen Hastings Private Trust.

**Petersen Generational Solutions®**

Petersen Generational Solutions® is an independent software and consulting company that provides its PGS Generational Assessment® to Petersen Hastings for the use with clients to identify interfamily relational dynamics and provide tools to Petersen Hastings advisors to best facilitate guidance for generational success. The PGS Generational Assessment® is a product that is licensed to professionals that work with family businesses to assist them in the achievement of generational success of families. Petersen Generational Solutions® is owned by Petersen Hastings employees Jeffrey Petersen and Matthew Petersen. Both Jeffrey and Matthew do not receive compensation from Petersen Hastings for the relationship with Petersen Generational Solutions®. Jeffrey Petersen is both an owner of Petersen Hastings and Petersen Generation Solutions®. Petersen Hastings has no ownership in Petersen Generational Solutions®.

**Item 11 – Code of Ethics**

**Code of Ethics**

We have adopted a Code of Ethics for all our supervised persons pursuant to Section 204A-1 of the Investment Adviser Act of 1940, as amended (the “Advisers Act”). The Code of Ethics includes provisions relating to the confidentiality of client information, prohibition on insider trading, and rumor mongering, restrictions and disclosure on the giving or acceptance of significant gifts, and personal securities trading procedures. Our supervised persons must report certain personal securities transactions and also must review and acknowledge the terms of the Code of Ethics at least annually. You may obtain a copy of our Code of Ethics, free of charge, by contacting Blaine Carr.

**Participation or Interest in Client Transactions**

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Petersen Hastings generally does not recommend investments to clients in which Petersen Hastings or any of its principals has a financial interest. Prior to proposing any such investment to a client, Petersen Hastings or its related person shall disclose any participation or interest in the transaction to the client and obtain the approval of Petersen Hastings' Chief Compliance Officer in advance. No person associated with Petersen Hastings may prefer their own interest to that of an advisory client.

**Personal Trading**

Our employees and persons associated with us are subject to our Code of Ethics and must report their personal securities transactions to our Chief Compliance Officer for periodic review to the extent required under the Advisers Act. Our supervised persons may trade securities in their own accounts which are recommended to and/or purchased for clients. In addition, our Code of Ethics requires pre-clearance of many transactions, and restricts trading in close proximity to your trading activity. Petersen Hastings has also adopted an Insider Trading Policy that prohibits its investment advisory representatives from trading on material non-public information.

**Item 12 – Brokerage Practices**

**Brokerage Recommendations**

We may suggest that you establish custodial and/or brokerage accounts with certain custodians and/or brokerage firms. We typically recommend TD Ameritrade and Charles Schwab as custodian for client funds and securities, as well as TD Ameritrade Trust and Charles Schwab for ERISA plans, however, the selection of a custodian and/or brokerage firm is at your discretion.

Petersen Hastings does not permit clients to direct brokerage with the assets we manage.

**Best Execution**

As a fiduciary, Petersen Hastings has an obligation to obtain best execution of advisory clients' transactions under the circumstances of the particular transaction. However, "best execution" does not always mean the best price. A client may pay a commission that is higher than another qualified broker-dealer might charge to effect the same transaction if we determine, in good faith, that the commission is reasonable in relation to the value of the brokerage and research services received. In seeking best execution, the determinative factor is not the lowest possible cost, but whether the transaction represents the best qualitative execution, taking into consideration the full range of a broker-dealer's services, including among others, the value of research provided, execution capability, commission rates, and responsiveness.

Petersen Hastings seeks to execute client transactions in such a manner that the client's total cost or proceeds in each transaction is the most favorable under the circumstances. We have evaluated the full range of custodial and brokerage services provided by TD Ameritrade, TD Ameritrade Trust, and Charles Schwab applicable to its client transactions, primarily mutual funds, and ETF purchases and redemptions. These brokerage services include access to low cost, institutional funds, capital strength and financial stability, reliable and accurate communications, settlement processing, advanced use of automation, and good administrative capability. We consider these brokers to have reliable execution capabilities, relative to other comparable brokers. Based on these factors and our knowledge of the securities industry, Petersen Hastings believes that the commission rates of the recommended custodian and/or brokerage firm are competitive within the securities industry and that these broker-dealers

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provide the best price and execution to its clients compared to other broker-dealers that offer institutional advisory platforms. If a client establishes a brokerage/custodial account with any of these broker-dealers, we will place all orders on behalf of a client's portfolio through that broker-dealer, even though such client potentially could obtain a more favorable net price and execution from another broker-dealer in particular transactions or from a discount broker in general.

Commission rates and securities transaction fees charged to place your transactions are established by the independent custodian and/or brokerage firm. While we believe the recommended broker-dealer's transaction rates to be competitive, transactions may not always be executed at the lowest available commission rate. Lower commissions or better execution may be achieved elsewhere, for example, by executing equity trades through so-called "discount brokers," although you would not receive the benefits of our investment advice.

We participate in TD Ameritrade's and Charles Schwab's institutional customer programs. TDA Institutional is a division of TD Ameritrade member FINRA/SIPC/NFA. TD Ameritrade and Charles Schwab are independent and unaffiliated SEC-registered broker-dealers. TD Ameritrade and Charles Schwab offer independent investment advisers services which include custody of securities, trade execution, and clearance and settlement of transactions. We receive some benefits from TD Ameritrade and Charles Schwab through our participation in their programs. (Please see the disclosure under Item 14 below.)

### **iRebal Discounts**

We consider several factors when selecting or recommending which brokers and custodians will hold your accounts, including, but not limited to, execution capability, experience and financial stability, reputation, and the quality of services provided. In selecting TD Ameritrade as the broker and custodian for your accounts, we take into consideration our arrangement with TD Ameritrade regarding discounts for its automatic portfolio rebalancing service for advisers, known as "iRebal."

The standard iRebal annual license fee applicable to Petersen Hastings is \$26,000. This license fee is subject to specified reductions (and even complete waiver) for up to three years or more if specified amounts of client taxable assets exist on the TD Ameritrade platform or are committed to be placed on it. Non-taxable "plan assets" of plans subject to Title 1 of the Employee Retirement Income Security Act of 1974, amended, or of plans as defined in Section 4975 of the Internal Revenue Code (which include IRAs) are excluded from the maintenance and commitment levels described above.

If we do not maintain the relevant level of taxable assets on TD Ameritrade's platform, we may be required to make a fee payment to TD Ameritrade calculated on the basis of the shortfall.

Although we believe that the products and services offered by TD Ameritrade are competitive in the market place for similar services offered by other broker-dealers or custodians, the arrangement with TD Ameritrade, as to the iRebal service may affect our independent judgment in selecting or maintaining TD Ameritrade as the broker or custodian for your account(s).

### **Order Aggregation**

Certain accounts may trade in the same securities with your account(s) on an aggregated basis when consistent with our obligation of best execution. In such circumstances, these affiliated accounts and your account(s) will share commission costs equally and receive securities at a total

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average price. We will retain records of the trade order (specifying each participating account) and its allocation, which will be completed prior to the entry of the aggregated order. Completed orders will be allocated as specified in the initial trade order. Partially filled orders will be allocated on a pro rata basis. Any exceptions will be explained on the order.

### **Item 13 – Review of Accounts**

#### **Reviews**

Your account with us is established after your personal circumstances, investment objectives, and risk tolerances are determined. At an initial in-person meeting we typically review the asset classes and types of holdings with which you are comfortable, the need for liquidity, and the degree of investment discretion given to us. Periodically you are requested to update us with respect to any change in your investment objectives or financial circumstances.

Our Investment Committee periodically meets to review additions or deletions to its approved investment recommendations.

Every account will be reviewed at least quarterly by an investment adviser representative of Petersen Hastings. Additional reviews may be triggered by investment performance that deviates from the expected volatility or performance under current market conditions, or a broad-based change in the financial markets. Every account is reviewed for maintenance of appropriate cash balances and rebalancing on a bi-weekly basis as needed per the variance limits set by the Investment Committee, or by account allocation constraints or market conditions. Investment adviser representatives hold client meetings on a pre-scheduled and/or as needed basis.

Each Investment adviser representative may manage individual account clients and/or ERISA clients. The average number of individual account clients managed by an investment adviser representative is 84 while ERISA clients is 7.

#### **Reports**

We provide you with quarterly financial reports detailing security values, cash accounts, and performance statistics. Transactions are provided to you, on at least a quarterly basis, on the custodian account statements. More frequent reporting is available on a fee basis and special reports are available upon your request.

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

We do not currently, but may in the future, compensate people or firms for providing referrals to us.

We emphasize a "team approach" when providing investment advisory services to you. If you request or if we believe legal, accounting, or insurance services will benefit your financial plan, we will recommend an independent attorney, accountant, or insurance agent. We do not pay for client referrals or enter into arrangements with other professionals for client referrals. However, there may be a conflict of interest if we receive referrals from professionals that we have recommended. We will only refer outside professionals to you when we believe these services best suit your needs.

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As disclosed under Item 12 above, we participate in TD Ameritrade's and Charles Schwab's Institutional advisor program and we may recommend them to clients for custody and brokerage services. There is no direct link between our participation in these programs and the investment advice we give to you, although we receive economic benefits through our participation in these programs that are typically not available to TD Ameritrade or Charles Schwab retail investors. These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate copies of your statements and confirmations; research related products and tools; consulting services; access to a trading desk serving adviser participants; access to block trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to your account(s)); the ability to have advisory fees deducted directly from your account(s); access to an electronic communications network for order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology, and practice management products or services provided to us by third party vendors. TD Ameritrade or Charles Schwab may also have paid for business consulting and professional services received by our employees. Some of the products and services made available by TD Ameritrade or Charles Schwab through the program may benefit our firm but may not benefit your account(s). These products or services may assist us in managing and administering your account(s), including accounts not maintained at TD Ameritrade or Charles Schwab. Other services made available by TD Ameritrade or Charles Schwab are intended to help us manage and further develop our business enterprise. The benefits received by us or our employees through participation in the program do not depend on the amount of brokerage transactions directed to TD Ameritrade or Charles Schwab. As part of our fiduciary duty to you, we attempt at all times to put your interests first. You should be aware, however, that the receipt of economic benefits by us or our employees in and of itself creates a potential conflict of interest and may indirectly influence our recommendation of TD Ameritrade or Charles Schwab for custody and brokerage services.

Petersen Hastings is a shareholder of National Advisor Holdings, Inc. (NAH), a Delaware corporation organized in August of 1999. Petersen Hastings holds less than 1.0% in the aggregate of the outstanding stock of NAH. NAH has chartered an institution through the Office of Thrift Supervision known as National Advisers Trust Company (NATC). NATC provides custody, banking, and trust services to clients of registered investment advisory firms, such as Petersen Hastings, across the United States. Because Petersen Hastings has an interest in NAH, and therefore indirectly has an interest in NATC, a *conflict of interest* is present because the Petersen Hastings could have an economic incentive to recommend NATC's services. Petersen Hastings may, and does, recommend NATC to certain clients for custody and trustee when Petersen Hastings believes NATC's services may be appropriate for those clients. No client is under any obligation to use NATC's services.

### **Item 15 – Custody**

Petersen Hastings does not maintain physical custody of client assets. You will receive statements on at least a quarterly basis from the custodian that holds and maintains your investment assets. We urge you to carefully review such statements and compare their official custodial records to the reports provided by us and report any issues promptly. Our statements

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2A Brochure**

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

### **Item 16 – Investment Discretion**

#### **Discretionary Authority for Trading**

Pursuant to the terms of their Investment Advisory Agreement with us, clients typically grant Petersen Hastings discretionary authority over their accounts to determine the securities to be bought and sold, to place trades, to negotiate transaction costs on their behalf, where possible, and to periodically rebalance the clients' accounts back to the recommended allocations. Petersen Hastings has no obligation to supervise or direct investments held in client accounts that were not recommended, or that are not subject to review, by Petersen Hastings for a fee.

We observe your investment policies, limitations, and restrictions when selecting securities and determining amounts to allocate to these securities. For registered investment companies, our authority to trade securities may also be limited by certain federal securities and tax laws that require diversification of investments and favor the holding of investments once made.

Any investment restrictions you wish to impose on our management of your account must be provided to us in writing.

#### **Limited Power of Attorney**

Petersen Hastings will assist clients in opening an account with an independent custodian or broker-dealer or directly with a mutual fund company. Clients are required to grant a "Limited Power of Attorney" over their respective custodial accounts to Petersen Hastings for purposes of trading and fee deduction. Clients grant this authority in the brokerage account applications.

### **Item 17 – Voting Client Securities**

We vote all proxies relating to securities held in your account(s) with respect to which we have discretionary authority, including ERISA clients, unless otherwise directed by you. Pursuant to proxy voting guidance adopted by us, all proxies are voted in a manner that is consistent with your best interests. You may obtain a copy of our complete proxy voting policies and procedures, free of charge, upon request. You may also obtain information from us about how we voted any proxies on behalf of your account(s).

### **Item 18 – Financial Information**

We are not aware of any financial condition that is reasonably likely to impair our ability to meet contractual obligations to you.

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

Because Petersen Hastings is a federally registered investment adviser, this Item is not applicable.

Petersen Hastings Investment Management, Inc.  
ADV Part 2B Brochure Supplement

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Item 1- Cover Page

**Jeffrey Carlisle Petersen**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Jeffrey Carlisle Petersen that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Jeffrey Petersen is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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

**Jeffrey Carlisle Petersen, CFP® AIF®** (Born in 1958)

**Formal Education After High School**

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1990	Central Washington University B.S. degree in Business Administration (Finance)
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**Business Experience**

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1/16 to present	Vice President, Secretary, and Treasurer, Petersen Hastings Investment Management, Inc.
6/15	Accredited Investment Fiduciary®
1/07 to present	Chief Executive Officer, Petersen Hastings Investment Management, Inc.
1/07 to 12/12	President, Petersen Hastings Investment Management, Inc.
5/06	Certified Financial Planner™ Licensee
12/86 to present	Wealth Advisor, Petersen Hastings Investment Management, Inc.

**Professional Designations**

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**CFP® – Certified Financial Planner™**

Mr. Petersen received the CFP® (Certified Financial Planner™) designation in May 2006.

The CFP® certification is a voluntary certification issued by the Certified Financial Planner Board of Standards, Inc. 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.

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

- **Education** – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning.
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- **Experience** – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- **Ethics** – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® designation:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

**AIF® – Accredited Investment Fiduciary**

Mr. Petersen received the AIF® (Accredited Investment Fiduciary) designation in June 2015.

The AIF® certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF® designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF® designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Petersen. Mr. Petersen has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Petersen is actively engaged. Jeffrey Petersen is co-owner in Petersen Generational Solutions®, an independent software and consulting company that provides its PGS Generational Assessment® to Petersen Hastings for the use with clients to identify interfamily relational dynamics and provide tools to Petersen Hastings advisors to best facilitate guidance for generational success. The PGS Generational Assessment® is a product that is licensed to professionals that work with family businesses to assist them in the achievement of generational success of families. Jeff does not receive compensation from Petersen Hastings for the relationship with Petersen Generational Solutions®. Jeffrey Petersen is both an owner of Petersen Hastings and Petersen Generation Solutions®. Petersen Hastings has no ownership in Petersen Generational Solutions®.

**Item 5- Additional Compensation**

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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We are required to disclose any economic benefit that someone who is not a client provides to Mr. Petersen for providing advisory services. Mr. Petersen does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client’s written Investment Policy Statement.

Petersen Hastings’ investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings’ operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Petersen’s advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
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Item 1- Cover Page

**Scott Allen Sarber**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Scott Allen Sarber that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Scott Sarber is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
**Form ADV Part 2B Brochure Supplement**

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

**Scott Allen Sarber, CFP® AIF®** (Born in 1969)

**Formal Education After High School**

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1992 Eastern Washington University B.A. degree in Finance and Economics

**Business Experience**

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10/16 to present Senior Wealth Advisor, Petersen Hastings Investment Management, Inc.

10/15 Accredited Investment Fiduciary®

01/13 to present President, Petersen Hastings Investment Management, Inc.

09/06 Certified Financial Planner™ Licensee

1/07- 12/12 Vice President, Petersen Hastings Investment Management, Inc.

10/95 to 10/16 Wealth Advisor, Petersen Hastings Investment Management, Inc.

**Professional Designation**

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**CFP® – Certified Financial Planner™**

Mr. Sarber received the CFP® (Certified Financial Planner™) designation in September 2006.

The CFP® certification is a voluntary certification issued by the Certified Financial Planner Board of Standards, Inc. 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.

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

- **Education** – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning.
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- **Experience** – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- **Ethics** – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

**Petersen Hastings Investment Management, Inc.**  
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Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® designation:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

**AIF® – Accredited Investment Fiduciary**

Mr. Sarber received the AIF® (Accredited Investment Fiduciary) designation in October 2015.

The AIF® certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF® designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF® designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Sarber. Mr. Sarber has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Sarber is actively engaged. Mr. Sarber is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Sarber for providing advisory services. Mr. Sarber does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client's written Investment Policy Statement.

**Petersen Hastings Investment Management, Inc.**  
**Form ADV Part 2B Brochure Supplement**

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Petersen Hastings' investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings' operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Sarber's advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
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Item 1- Cover Page

**Matthew Lee Neff**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Matthew Lee Neff that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Matthew Neff is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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

**Matthew Lee Neff, CRPC<sup>®</sup>, AIF<sup>®</sup>** (Born in 1976)

**Formal Education After High School**

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1999 Washington State University, B.A. degree Business Administration  
(Accounting)

**Business Experience**

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10/16 to present Senior Wealth Advisor, Petersen Hastings Investment Management, Inc.  
01/13 to present Chief Operating Officer, Petersen Hastings Investment Management, Inc.  
12/11 Accredited Investment Fiduciary<sup>®</sup>  
1/07 to 12/12 Treasurer, Petersen Hastings Investment Management, Inc.  
08/03 Chartered Retirement Planning Counselor<sup>™</sup>  
11/00 to 10/16 Wealth Advisor, Petersen Hastings Investment Management, Inc.  
8/00 to 11/00 Trader, Petersen Hastings Investment Management, Inc.

**Professional Designations**

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**CRPC<sup>®</sup> - Chartered Retirement Planning Counselor<sup>™</sup>**

Issued by: The College for Financial Planning

Prerequisite: None

Exam: CRPC<sup>®</sup> Certification Examination

Continuing

Education 16 hours every 2-years

Requirement:

**AIF<sup>®</sup> – Accredited Investment Fiduciary**

Mr. Neff received the AIF<sup>®</sup> (Accredited Investment Fiduciary) designation in December, 2011.

The AIF<sup>®</sup> certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF<sup>®</sup> designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF<sup>®</sup> designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Neff. Mr. Neff has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Neff is actively engaged. Mr. Neff is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Neff for providing advisory services. Mr. Neff does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client’s written Investment Policy Statement.

Petersen Hastings’ investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings’ operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Neff’s advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Item 1- Cover Page

**Blaine Arthur Carr**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Blaine Arthur Carr that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Blaine Carr is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
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**Item 2- Educational Background and Business Experience**

**Blaine Arthur Carr, CPA, CFP<sup>®</sup>, AIF<sup>®</sup>** (Born in 1975)

**Formal Education After High School**

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1998                      Central Washington University, B.A. degree Accounting

**Business Experience**

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10/16 to present    Senior Wealth Advisor, Petersen Hastings Investment Management, Inc.  
1/13 to present    Chief Financial Officer, Petersen Hastings Investment Management, Inc.  
                          9/11    Accredited Investment Fiduciary<sup>®</sup>  
1/08 to present    Chief Compliance Officer, Petersen Hastings Investment Management, Inc.  
1/07 to 12/15    Secretary, Petersen Hastings Investment Management, Inc.  
                          05/06    Certified Financial Planner<sup>™</sup> Licensee  
8/04 to 10/16    Wealth Advisor, Petersen Hastings Investment Management, Inc.  
                          06/02-12/06    Business Manager, Petersen Hastings Investment Management, Inc.  
                          8/99    Certified Public Accountant Licensee

**Professional Designations**

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**CPA - Certified Public Accountant**

Issued by:    Washington State  
Prerequisite:    Candidate must meet the following requirements:

- At least 150 semester credits of college education, including:
  - A baccalaureate degree or higher
  - 24 semester credits in accounting subjects with 15 credits at the upper or graduate level
  - 24 semester credits in business administration subjects

Exam:    CPA Certification Examination  
Continuing Education    120 hours every 3-years  
Requirement:

**CFP<sup>®</sup> – Certified Financial Planner<sup>™</sup>**

Mr. Carr received the CFP<sup>®</sup> (Certified Financial Planner<sup>™</sup>) designation in May 2006.

The CFP<sup>®</sup> certification is a voluntary certification issued by the Certified Financial Planner Board of Standards, Inc. No federal or state law or regulation requires financial planners to hold CFP<sup>®</sup> 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.

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

**Petersen Hastings Investment Management, Inc.**  
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- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning.
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® designation:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

**AIF® – Accredited Investment Fiduciary**

Mr. Carr received the AIF® (Accredited Investment Fiduciary) designation in September 2011.

The AIF® certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF® designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF® designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Carr. Mr. Carr has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Petersen Hastings Investment Management, Inc.**  
**Form ADV Part 2B Brochure Supplement**

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**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Carr is actively engaged. Mr. Carr is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Carr for providing advisory services. Mr. Carr does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client's written Investment Policy Statement.

Petersen Hastings' investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings' operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Matthew Neff, Compliance Committee member, is responsible for supervising Mr. Carr's advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Neff by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
ADV Part 2B Brochure Supplement

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Item 1- Cover Page

**Joshua James Chittenden**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Joshua James Chittenden that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Joshua Chittenden is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**



**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP<sup>®</sup> professionals provide financial planning services at a fiduciary standard of care. This means CFP<sup>®</sup> professionals must provide financial planning services in the best interests of their clients.

**AIF<sup>®</sup> – Accredited Investment Fiduciary**

Mr. Chittenden received the AIF<sup>®</sup> (Accredited Investment Fiduciary) designation in October 2015.

The AIF<sup>®</sup> certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF<sup>®</sup> designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF<sup>®</sup> designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Chittenden. Mr. Chittenden has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Chittenden is actively engaged. Mr. Chittenden is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Chittenden for providing advisory services. Mr. Chittenden does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client's written Investment Policy Statement.

Petersen Hastings' investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and

**Petersen Hastings Investment Management, Inc.**  
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responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings' operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Chittenden's advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
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Item 1- Cover Page

**Matthew James Petersen**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Matthew James Petersen that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Matthew Petersen is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
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**Item 2- Educational Background and Business Experience**

**Matthew James Petersen, AIF<sup>®</sup> CTFA** (Born in 1987)

**Formal Education After High School**

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2009 University of Oregon, B.A. degree English Literature

**Business Experience**

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1/16 Certified Trust and Financial Advisor

6/15 Accredited Investment Fiduciary<sup>®</sup>

3/13 to present Wealth Advisor, Petersen Hastings Investment Management, Inc.

**Professional Designations**

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**AIF<sup>®</sup> – Accredited Investment Fiduciary**

Mr. Petersen received the AIF<sup>®</sup> (Accredited Investment Fiduciary) designation in June 2015.

The AIF<sup>®</sup> certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF<sup>®</sup> designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF<sup>®</sup> designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**CTFA – Certified Trust and Financial Advisor**

Mr. Petersen received the CTFA designation in January 2016.

Issued by: Institute of Certified Bankers, a subsidiary of the American Banking Association

Professional Experience and Education

Prerequisites:

- A minimum of three (3) years experience in wealth management **and** completion of one of the following ICB-approved wealth management training programs:
  - ABA National Trust School and ABA Graduate Trust School (Level 1 & 2),
  - ABA Wealth Management and Trust Online Training Courses; and ABA CTFA Online Review Course
  - Other ICB-approved wealth management training programs:
    - Cannon Financial Institute Trust Schools

**Petersen Hastings Investment Management, Inc.**  
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- Campbell University's Trust & Investment Management Program,

*or*

- Five (5) years experience in wealth management and a bachelor's degree,

*or*

- Ten (10) years experience in wealth management

Ethics Statement - Each candidate must sign ICB's Professional Code of Ethics statement.

Exam - Pass the comprehensive CTFA Certification Examination. The exam is administered in 4 hours and covers the areas of Fiduciary & Trust Activities, Financial Planning, Tax Law & Planning, Investment Management, and Ethics.

Continuing Education - 45 hours every 3 years.

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

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Petersen. Mr. Petersen has not been involved in any such events and therefore we have no information applicable to this Item to report.

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

We are required to disclose certain information about certain outside business activities in which Mr. Petersen is actively engaged. Matthew Petersen is co-owner in Petersen Generational Solutions®, an independent software and consulting company that provides its PGS Generational Assessment® to Petersen Hastings for the use with clients to identify interfamily relational dynamics and provide tools to Petersen Hastings advisors to best facilitate guidance for generational success. The PGS Generational Assessment® is a product that is licensed to professionals that work with family businesses to assist them in the achievement of generational success of families. Matthew does not receive compensation from Petersen Hastings for the relationship with Petersen Generational Solutions®. Petersen Hastings has no ownership in Petersen Generational Solutions®.

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

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Petersen for providing advisory services. Mr. Petersen does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

### **Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client's written Investment Policy Statement.

**Petersen Hastings Investment Management, Inc.**  
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Petersen Hastings' investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings' operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Petersen's advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

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Item 1- Cover Page

**Donna Joan Yakawich**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Donna Joan Yakawich that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Donna Yakawich is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
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**Item 2- Educational Background and Business Experience**

**Donna Joan Yakawich, CPA AIF<sup>®</sup>** (Born in 1967)

**Formal Education After High School**

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1990 Montana State University, B.A. degree Accounting

**Business Experience**

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10/16 to present Wealth Advisor, Petersen Hastings Investment Management, Inc.  
10/15 Accredited Investment Fiduciary<sup>®</sup>  
10/13 to 10/16 Wealth Planner, Petersen Hastings Investment Management, Inc.  
2/95 & 9/95 Certified Public Accountant Licensee

**Professional Designations**

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**CPA - Certified Public Accountant**

Issued by: Montana State 2/95 (inactive)  
Issued by: Washington State 9/95 (active)  
Prerequisite: Candidate must meet the following requirements:

- At least 150 semester credits of college education, including:
  - A baccalaureate degree or higher
  - 24 semester credits in accounting subjects with 15 credits at the upper or graduate level
  - 24 semester credits in business administration subjects

Exam: CPA Certification Examination  
Continuing Education 120 hours every 3-years  
Requirement:

**AIF<sup>®</sup> – Accredited Investment Fiduciary**

Mrs. Yakawich received the AIF<sup>®</sup> (Accredited Investment Fiduciary) designation in October 2015.

The AIF<sup>®</sup> certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF<sup>®</sup> designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF<sup>®</sup> designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Petersen Hastings Investment Management, Inc.**  
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**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mrs. Yakawich. Mrs. Yakawich has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mrs. Yakawich is actively engaged. Mrs. Yakawich is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mrs. Yakawich for providing advisory services. Mrs. Yakawich does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client's written Investment Policy Statement.

Petersen Hastings' investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings' operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mrs. Yakawich's advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
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Item 1- Cover Page

**Benjamin Clark Tanke**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Benjamin Clark Tanke that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Benjamin Tanke is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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

**Benjamin Clark Tanke, AIF®** (Born in 1969)

**Formal Education After High School**

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1992 Washington State University, B.A. degree in Business Administration

**Business Experience**

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12/16	Accredited Investment Fiduciary®
08/16 to present	Associate Retirement Plan Advisor, Petersen Hastings Investment Management, Inc.
12/06 to 10/15	Financial Advisor, Sterling Investment Group/Umpqua Investments
6/04 to 7/06	Financial Consultant, WM Financial Services
1/99 to 6/04	Financial Advisor, Piper Jaffray

**Professional Designations**

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**AIF® – Accredited Investment Fiduciary**

Mr. Tanke received the AIF® (Accredited Investment Fiduciary) designation in December 2016.

The AIF® certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF® designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF® designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Tanke. Mr. Tanke has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Tanke is actively engaged. Mr. Tanke is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Tanke for providing advisory services. Mr. Tanke does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client’s written Investment Policy Statement.

Petersen Hastings’ investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings’ operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Tanke’s advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

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Item 1- Cover Page

**Cory Tim Briggs**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Cory Tim Briggs that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Cory Briggs is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
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**Item 2- Educational Background and Business Experience**

**Cory Tim Briggs** (Born in 1986)

**Formal Education After High School**

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2015	Washington State University, M.B.A. degree in Finance
2009	Central Washington University, B.S. degree in Business Administration

**Business Experience**

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3/17	Accredited Investment Fiduciary <sup>®</sup>
12/16 to present	Associate Wealth Advisor, Petersen Hastings Investment Management, Inc.
08/14 to 2/16	Equity Fund Analyst, The Vanguard Group
10/13 to 08/14	High Net Worth Registered Representative, The Vanguard Group

**Professional Designations**

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**AIF<sup>®</sup> – Accredited Investment Fiduciary**

Mr. Briggs received the AIF<sup>®</sup> (Accredited Investment Fiduciary) designation in March 2017.

The AIF<sup>®</sup> certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF<sup>®</sup> designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF<sup>®</sup> designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Briggs. Mr. Briggs has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Briggs is actively engaged. Mr. Briggs is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Briggs for providing advisory services. Mr. Briggs does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing

**Petersen Hastings Investment Management, Inc.**  
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investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client's written Investment Policy Statement.

Petersen Hastings' investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings' operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Briggs's advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
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Item 1- Cover Page

**Bailey James Rivas**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Bailey James Rivas that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Bailey Rivas is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
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**Item 2- Educational Background and Business Experience**

**Bailey James Rivas** (Born in 1994)

**Formal Education After High School**

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2017                      Seattle Pacific University, B.S. degree in Business Administration

**Business Experience**

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12/17    Accredited Investment Fiduciary<sup>®</sup>

6/17 to present    Associate Wealth Advisor, Petersen Hastings Investment Management, Inc.

06/14 to 6/16    Licensed Agent, Christopher Togawa Insurance Agency

**Professional Designations**

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**AIF<sup>®</sup> – Accredited Investment Fiduciary**

Mr. Rivas received the AIF<sup>®</sup> (Accredited Investment Fiduciary) designation in December 2017.

The AIF<sup>®</sup> certification is a voluntary certification. There are requirements in place to demonstrate to the public that AIF<sup>®</sup> designees are proactive in understanding their fiduciary responsibilities and being leaders in the fiduciary community.

Individuals who become certified must complete the following ongoing education requirements in order to maintain the right to continue to use the AIF<sup>®</sup> designation:

- Continuing Education – Complete 6 hours of continuing education hours every year.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Rivas. Mr. Rivas has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Rivas is actively engaged. Mr. Rivas is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Rivas for providing advisory services. Mr. Rivas does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing

**Petersen Hastings Investment Management, Inc.**  
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investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client's written Investment Policy Statement.

Petersen Hastings' investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings' operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Rivas's advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Item 1- Cover Page

**Jason Warren Plemons**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Jason Warren Plemons that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Jason Plemons is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
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**Item 2- Educational Background and Business Experience**

**Jason Warren Plemons, CFP<sup>®</sup>** (Born in 1976)

**Formal Education After High School**

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2001                      Kansas State University, B.S. degree Political Science

**Business Experience**

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8/18 to present      Associate Advisor, Petersen Hastings Investment Management, Inc.

6/08 to 2/17          Financial Advisor, Waddell & Reed, Inc.

11/12                  Certified Financial Planner<sup>™</sup> Licensee

7/06 to 6/08          Financial Consultant, US Bancorp Investments, Inc.

11/02 to 7/06          Personal Banker, US Bank, N.A.

8/01 to 11/02          Financial Advisor, Waddell & Reed, Inc.

**Professional Designations**

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**CFP<sup>®</sup> – Certified Financial Planner<sup>™</sup>**

Mr. Plemons received the CFP<sup>®</sup> (Certified Financial Planner<sup>™</sup>) designation in November 2012.

The CFP<sup>®</sup> certification is a voluntary certification issued by the Certified Financial Planner Board of Standards, Inc. No federal or state law or regulation requires financial planners to hold CFP<sup>®</sup> 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.

To attain the right to use the CFP<sup>®</sup> 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<sup>®</sup> Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- **Experience** – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- **Ethics** – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP<sup>®</sup> professionals.

**Petersen Hastings Investment Management, Inc.**  
**Form ADV Part 2B Brochure Supplement**

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Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® designation:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Plemons. Mr. Plemons has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Plemons is actively engaged. Mr. Plemons is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Plemons for providing advisory services. Mr. Plemons does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client's written Investment Policy Statement.

Petersen Hastings' investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings' operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Plemons's advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Petersen Hastings Investment Management, Inc.**  
**Form ADV Part 2B Brochure Supplement**

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**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
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Item 1- Cover Page

**Diane Elizabeth Gaines**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Diane Elizabeth Gaines that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Diane Gaines is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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

**Diane Elizabeth Gaines** (Born in 1978)

**Formal Education After High School**

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2006 Columbia Basin College, Associate of Arts and Science degree

**Business Experience**

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1/11 to present Operations Manager, Petersen Hastings Investment Management, Inc.

2/01 to present Portfolio Administrator, Petersen Hastings Investment Management, Inc.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Ms. Gaines. Ms. Gaines has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Ms. Gaines is actively engaged. Ms. Gaines is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Ms. Gaines for providing advisory services. Ms. Gaines does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client’s written Investment Policy Statement.

Petersen Hastings’ investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings’ operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Ms. Gaines’ advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
ADV Part 2B Brochure Supplement

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Item 1- Cover Page

**Kevin Edward McVicker**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Kevin Edward McVicker that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Kevin McVicker is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
**ADV Part 2B Brochure Supplement**

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

**Kevin Edward McVicker** (Born in 1984)

**Formal Education After High School**

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2008 Washington State University, Bachelor of Arts degree (Finance)

**Business Experience**

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3/16 to present Portfolio Analyst, Petersen Hastings Investment Management, Inc.

11/08 to 5/11 Financial Advisor, Waddell & Reed.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. McVicker. Mr. McVicker has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. McVicker is actively engaged. Mr. McVicker is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. McVicker for providing advisory services. Mr. McVicker does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client’s written Investment Policy Statement.

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Mr. Blaine Carr, CCO, is responsible for supervising Mr. McVicker’s advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.

Petersen Hastings Investment Management, Inc.  
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Item 1- Cover Page

**Roger Ivan Hastings**

**Petersen Hastings Investment Management, Inc.**

8203 West Quinault Avenue, Suite 101

Kennewick, WA 99336

(509) 735-0484

August 31, 2018

**This Brochure Supplement provides information about Roger Ivan Hastings that supplements the Petersen Hastings Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Petersen Hastings at (509) 735-0484 if you did not receive our Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Roger Hastings is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Petersen Hastings Investment Management, Inc.**  
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**Item 2- Educational Background and Business Experience**

**Roger Ivan Hastings, CFP®** (Born in 1939)

**Formal Education After High School**

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1963 Washington State University B.A. degree in Economics

**Business Experience**

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1/14 to present Wealth Advisor Emeritus, Petersen Hastings Investment Management, Inc.

09/04 Certified Financial Planner™ Licensee

5/76 to 12/13 Wealth Advisor, Petersen Hastings Investment Management, Inc. (formerly, Benefits Northwest)

**Professional Designation**

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**CFP® - Certified Financial Planner™**

Mr. Hastings received the CFP® (Certified Financial Planner™) designation in September 1994.

The CFP® certification is a voluntary certification issued by the Certified Financial Planner Board of Standards, Inc. 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.

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

- **Education** – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning.
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- **Experience** – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- **Ethics** – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® designation:

**Petersen Hastings Investment Management, Inc.**  
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- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

**Item 3- Disciplinary Information**

We are required to disclose all material facts regarding any legal or disciplinary events that would be related to your evaluation of Mr. Hastings. Mr. Hastings has not been involved in any such events and therefore we have no information applicable to this Item to report.

**Item 4- Other Business Activities**

We are required to disclose certain information about certain outside business activities in which Mr. Hastings is actively engaged. Mr. Hastings is not engaged in any such activities and therefore we have no information applicable to this Item to report.

**Item 5- Additional Compensation**

We are required to disclose any economic benefit that someone who is not a client provides to Mr. Hastings for providing advisory services. Mr. Hastings does not receive any such economic benefits and therefore we have no information applicable to this Item to report.

**Item 6 – Supervision**

The Petersen Hastings Investment Management, Inc. Investment Committee consults with and advises the officers and management of Petersen Hastings in establishing and managing investment strategies for client accounts in accordance with applicable laws, controlling documents, and the client’s written Investment Policy Statement.

Petersen Hastings’ investment adviser representatives and employees are required to adhere to the Petersen Hastings Compliance Manual in the performance of their daily activities and responsibilities to Petersen Hastings and you. Our Compliance Manual includes an overview of the various federal and state statutes and regulations governing Petersen Hastings’ operations and our policies and procedures, which are designed to comply with applicable regulations and to facilitate the timeliness and quality of our compliance activities.

Mr. Blaine Carr, CCO, is responsible for supervising Mr. Hasting’s advisory activities on behalf of Petersen Hastings pursuant to its written compliance policies and procedures. If you have any questions or concerns about your account, you are asked to contact Mr. Carr by calling (509) 735-0484.

**Item 7- Requirements for State-Registered Advisers**

This Item is not applicable to us because we are registered with the U.S. Securities and Exchange Commission.