



IAPD Report

JOEL LEONARD HOCHMAN

CRD# 1251759

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Please contact FINRA with any concerns.



IAPD Information About Representatives

IAPD offers information on all current-and many former representatives. Investors are strongly encouraged to use IAPD to check the background of representatives before deciding to conduct, or continue to conduct, business with them.

What is included in a IAPD report?

IAPD reports for individual representatives include information such as employment history, professional qualifications, disciplinary actions, criminal convictions, civil judgments and arbitration awards.

It is important to note that the information contained in an IAPD report may include pending actions or allegations that may be contested, unresolved or unproven. In the end, these actions or allegations may be resolved in favor of the representative, or concluded through a negotiated settlement with no admission or finding of wrongdoing.

Where did this information come from?

The information contained in IAPD comes from the Investment Adviser Registration Depository (IARD) and FINRA's Central Registration Depository, or CRD, (see more on CRD below) and is a combination of:

- information the states require representatives and firms to submit as part of the registration and licensing process, and
- information that state regulators report regarding disciplinary actions or allegations against representatives.

How current is this information?

Generally, representatives are required to update their professional and disciplinary information in IARD within 30 days.

Need help interpreting this report?

For help understanding how to read this report, please consult NASAA's IAPD Tips page <http://www.nasaa.org/IAPD/IARReports.cfm>

What if I want to check the background of an Individual Broker or Brokerage Firm?

To check the background of an Individual Broker or Brokerage firm, you can search for the firm or individual in IAPD. If your search is successful, click on the link provided to view the available licensing and registration information in FINRA's BrokerCheck website.

Are there other resources I can use to check the background of investment professionals?

It is recommended that you learn as much as possible about an individual representative or Investment Adviser firm before deciding to work with them. Your state securities regulator can help you research individuals and certain firms doing business in your state. The contact information for state securities regulators can be found on the website of the North American Securities Administrators Association <http://www.nasaa.org>



Report Summary

JOEL LEONARD HOCHMAN (CRD# 1251759)

The report summary provides an overview of the representative's professional background and conduct. The information contained in this report has been provided by the representative, investment adviser and/or securities firms, and/or securities regulators as part of the states' investment adviser registration and licensing process. The information contained in this report was last updated by the representative, a previous employing firm, or a securities regulator on **11/13/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	MAI CAPITAL MANAGEMENT, LLC	CRD# 109807	12/23/2021

QUALIFICATIONS

This representative is currently registered in **0** SRO(s) and **2** jurisdiction(s).

Is this representative currently Inactive or Suspended with any regulator? **No**

Note: Not all jurisdictions require IAR registration or may have an exemption from registration. Additional information including this individual's qualification examinations and professional designations is available in the Detailed Report.

REGISTRATION HISTORY

This representative was previously registered with the following firm(s):

	FIRM	CRD#	LOCATION	REGISTRATION DATES
IA	HOCHMAN COLE INVESTMENT ADVISORS, INC.	141396	NORTHBROOK, IL	10/17/2006 - 12/09/2021
B	CETERA FINANCIAL SPECIALISTS LLC	10358	DEERFIELD, IL	02/24/2004 - 12/06/2021
IA	CETERA INVESTMENT ADVISERS LLC	105644	DEERFIELD, IL	02/24/2004 - 12/06/2021

For additional registration and employment history details as reported by the individual, refer to the Registration and Employment History section of the Detailed Report.

DISCLOSURE INFORMATION

Disclosure events include certain criminal charges and convictions, formal investigations and disciplinary actions initiated by regulators, customer disputes and arbitrations, and financial disclosures such as bankruptcies and unpaid judgments or liens.

Are there events disclosed about this representative? **Yes**

The following types of events are disclosed about this representative:

Type	Count
Customer Dispute	1



Qualifications

REGISTRATIONS

This section provides the SRO, states and U.S. territories in which the representative is currently registered and licensed, the category of each registration, and the date on which the registration becomes effective. This section also provides, for each firm with which the representative is currently employed, the address of each location where the representative works. This individual is currently registered with **2** jurisdiction(s) and **0** SRO(s) through his or her employer(s).

Employment 1 of 1

Firm Name: **MAI CAPITAL MANAGEMENT, LLC**
Main Address: 6050 OAK TREE BLVD
SUITE 500
CLEVELAND, OH 44131
Firm ID#: 109807

Regulator	Registration	Status	Date
IA Arizona	Investment Adviser Representative	Approved	12/22/2025
IA Illinois	Investment Adviser Representative	Approved	12/23/2021

Branch Office Locations

MAI CAPITAL MANAGEMENT, LLC
2201 Waukegan Road
Suite 175
Bannockburn, IL 60015





Qualifications

PASSED INDUSTRY EXAMS




This section includes all industry exams that the representative has passed. Under limited circumstances, a representative may attain registration after receiving an exam waiver based on a combination of exams the representative has passed and qualifying work experience. Likewise a new exam requirement may be grandfathered based on a representative's specific qualifying work experience. Exam waivers and grandfathering are not included below.

This individual has passed 2 principal/supervisory exams, 3 general industry/product exams, and 2 state securities law exams.



Principal/Supervisory Exams

Exam	Category	Date
 Financial and Operations Principal Examination (S27)	Series 27	04/12/1990
 General Securities Principal Examination (S24)	Series 24	11/14/1984

General Industry/Product Exams

Exam	Category	Date
 Operations Professional Examination (S99TO)	Series 99TO	01/02/2023
 Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
 General Securities Representative Examination (S7)	Series 7	03/17/1984

State Securities Law Exams

Exam	Category	Date
 Uniform Investment Adviser Law Examination (S65)	Series 65	01/27/1998
 Uniform Securities Agent State Law Examination (S63)	Series 63	05/07/1984

PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **1** professional designation(s).

Certified Financial Planner

This representative holds or did hold **1** professional designation(s) that may have been used to qualify as an Investment Advisor representative. Please check with the appropriate designation authority for verification that the designation is still in effect. The contact information for these professional designation authorities can be found on the website for the North American Securities



Administrators Association at <http://www.nasaa.org>



Registration & Employment History

PREVIOUSLY REGISTERED WITH THE FOLLOWING FIRMS

This representative held registrations with the following firms:

	Registration Dates	Firm Name	ID#	Branch Location
IA	10/17/2006 - 12/09/2021	HOCHMAN COLE INVESTMENT ADVISORS, INC.	CRD# 141396	NORTHBROOK, IL
B	02/24/2004 - 12/06/2021	CETERA FINANCIAL SPECIALISTS LLC	CRD# 10358	DEERFIELD, IL
IA	02/24/2004 - 12/06/2021	CETERA INVESTMENT ADVISERS LLC	CRD# 105644	DEERFIELD, IL
IA	02/09/1998 - 04/01/2008	GENWORTH FINANCIAL PLANNING CORPORATION	CRD# 105560	NORTHBROOK, IL
B	08/18/1987 - 09/15/2004	HOCHMAN & BAKER SECURITIES, INC.	CRD# 19949	STAMFORD, CT
B	10/16/1986 - 10/05/1987	TERRA SECURITIES CORPORATION	CRD# 10358	
B	10/03/1984 - 10/10/1986	PBS SECURITIES, INC.	CRD# 15343	
B	03/22/1984 - 10/26/1984	PRIVATE LEDGER FINANCIAL SERVICES, INCORPORATED	CRD# 6413	

EMPLOYMENT HISTORY

Below is the representative's employment history for up to the last 10 years.

Employment Dates	Employer Name	Position	Investment Related	Employer Location
12/2021 - Present	MAI Capital Management	Senior Wealth Advisor	Y	Bannockburn, IL, United States
01/2012 - 12/2021	INDEPENDENT CONSULTING	CONSULTANT	Y	DEERFIELD, IL, United States
09/2006 - 12/2021	HOCHMAN COLE INVESTMENT ADVISORS, INC.	PRESIDENT - OUTSIDE RIA	Y	DEERFIELD, IL, United States
02/2004 - 12/2021	CETERA FINANCIAL SPECIALISTS LLC	REGISTERED REPRESENTATIVE	Y	SCHAUMBURG, IL, United States
02/2004 - 12/2021	CETERA INVESTMENT ADVISERS LLC	INVESTMENT ADVISER REPRESENTATIVE	Y	NORTHBROOK, IL, United States



Registration & Employment History



OTHER BUSINESS ACTIVITIES

This section includes information, if any, as provided by the representative regarding other business activities the representative is currently engaged in either as a proprietor, partner, officer, director, employee, trustee, agent, or otherwise. This section does not include non-investment related activity that is exclusively charitable, civic, religious, or fraternal and is recognized as tax exempt.

1) RECEIVES REFERRAL COMMISSIONS ON HEALTH INSURANCE FOR PRIOR HEALTH BUSINESS, WRITTEN LIFE, DISABILITY AND LONG CARE INSURANCE. 2) INDEPENDENT CONSULTING; INV. RELATED; DEERFIELD, IL; CONSULTING ENGAGEMENTS THROUGH THE GERSON LEHRMAN GROUP; CONSULTANT; SINCE 01/2012; 1 HR/MONTH DURING SECURITIES TRADING HOURS 3) TRUSTEE ON ACCOUNTS FOR FAMILY, INVESTMENT RELATED, 1605 PROVENANCE WAY, NORTHBROOK, IL, 60062, TRUSTEE, START 05/16/2014, TRUSTEE FOR FAMILY TRUST.



Disclosure Summary

Disclosure Information

What you should know about reported disclosure events:

(1) Certain thresholds must be met before an event is reported to IARD, for example:

- A law enforcement agency must file formal charges before an Investment Adviser Representative is required to report a particular criminal event.;
- A customer dispute must involve allegations that an Investment Adviser Representative engaged in activity that violates certain rules or conduct governing the industry and that the activity resulted in damages of at least \$5,000.

(2) Disclosure events in IAPD reports come from different sources:

As mentioned in the "About IAPD" section on page 1 of this report, information contained in IAPD comes from Investment Adviser Representatives, firms and regulators. When more than one of these sources reports information for the same disclosure event, all versions of the event will appear in the IAPD report. The different versions will be separated by a solid line with the reporting source labeled.

(3) There are different statuses and dispositions for disclosure events:

- A disclosure event may have a status of *pending*, *on appeal*, or *final*.
 - A "pending" disclosure event involves allegations that have not been proven or formally adjudicated.
 - A disclosure event that is "on appeal" involves allegations that have been adjudicated but are currently being appealed.
 - A "final" disclosure event has been concluded and its resolution is not subject to change.
- A final disclosure event generally has a disposition of *adjudicated*, *settled* or *otherwise resolved*.
 - An "adjudicated" matter includes a disposition by (1) a court of law in a criminal or civil matter, or (2) an administrative panel in an action brought by a regulator that is contested by the party charged with some alleged wrongdoing.
 - A "settled" matter generally represents a disposition wherein the parties involved in a dispute reach an agreement to resolve the matter. Please note that Investment Adviser Representatives and firms may choose to settle customer disputes or regulatory matters for business or other reasons.
 - A "resolved" matter usually includes a disposition wherein no payment is made to the customer or there is no finding of wrongdoing on the part of the Investment Adviser Representative. Such matters generally involve customer disputes.

(4) You may wish to contact the Investment Adviser Representatives to obtain further information regarding any of the disclosure events contained in this IAPD report.



DISCLOSURE EVENT DETAILS

When evaluating this information, please keep in mind that some items may involve pending actions or allegations that may be contested and have not been resolved or proven. The event may, in the end, be withdrawn, dismissed, resolved in favor of the Investment Adviser Representative, or concluded through a negotiated settlement with no admission or finding of wrongdoing.

This report provides the information exactly as it was reported to the Investment Adviser Registration Depository. Some of the specific data fields contained in the report may be blank if the information was not provided.

The following types of events are disclosed about this representative:

Type	Count
Customer Dispute	1

Customer Dispute

This section provides information regarding a customer dispute that was reported to the Investment Adviser Registration Depository (IARD) by the Investment Adviser Representative (IAR), an investment adviser and/or securities firm, and/or a securities regulator. The event may include a consumer-initiated, investment-related complaint, arbitration proceeding or civil suit that contains allegations of sales practice violations against the individual.

The customer dispute may be pending or may have resulted in a civil judgment, arbitration award, monetary settlement, closure without action, withdrawal, dismissal, denial, or other outcome.

Disclosure 1 of 1

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	HOCHMAN & BAKER SECURITIES.
Allegations:	THE DETAILS OF THE ANNUITY AGREEMENT WERE NOT CLEARLY PRESENTED TO THE CLIENT AT THE TIME OF PURCHASE IN 1999.
Product Type:	Annuity-Variable
Alleged Damages:	\$5,000.00
Alleged Damages Amount Explanation (if amount not exact):	NO DAMAGE AMOUNT IS ALLEGED, GOOD FAITH DETERMINATION
Is this an oral complaint?	No
Is this a written complaint?	Yes
Is this an arbitration/CFTC reparation or civil litigation?	No

Customer Complaint Information

Date Complaint Received:	11/09/2010
Complaint Pending?	No
Status:	Denied
Status Date:	11/11/2010
Settlement Amount:	\$0.00



Individual Contribution Amount:

\$0.00

Broker Statement

COMMENT FROM JOEL HOCHMAN: IN MAY 1999, CLIENT, AGE 82, DESIRED TO DO A 1035 TAX FREE EXCHANGE FROM A FIXED ANNUITY TO A VARIABLE ANNUITY. AT THE TIME, ALL PRODUCT DETAILS AND OPTIONS WERE CLEARLY EXPLAINED. AT AGE 93, CLIENT DID NOT RECALL DETAILS OF MEETINGS AND IS UNHAPPY THAT HE HAD TO ANNUITIZE THE CONTRACT RESULTING IN A LOSS OF ESTATE VALUE. CLIENT CHOSE NOT TO DO A TAX FREE EXCHANGE TO ANOTHER ANNUITY WHICH WOULD NOT REQUIRE ANNUITIZATION OR SURRENDER FOR AN EXTENDED PERIOD OF TIME.



End of Report

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