



## IAPD Report

# JAMES JOHN SILBERNAGEL

CRD# 1503045

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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

### JAMES JOHN SILBERNAGEL (CRD# 1503045)

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 **11/24/2025**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
<b>IA</b>	CONCORDE ASSET MANAGEMENT, LLC	CRD# 140367	04/01/2019
<b>B</b>	CONCORDE INVESTMENT SERVICES, LLC	CRD# 151604	04/01/2019

### QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **23** 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
<b>IA</b>	WOODBURY FINANCIAL SERVICES, INC.	421	KEWASKUM, WI	08/11/2000 - 04/04/2019
<b>B</b>	WOODBURY FINANCIAL SERVICES, INC.	421	KEWASKUM, WI	08/04/1986 - 04/04/2019

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 **23** jurisdiction(s) and 1 SRO(s) through his or her employer(s).

### Employment 1 of 2

Firm Name: **CONCORDE ASSET MANAGEMENT, LLC**  
Main Address: 3909 RESEARCH PARK DRIVE  
SUITE 200  
ANN ARBOR, MI 48108  
Firm ID#: 140367

	Regulator	Registration	Status	Date
	Alabama	Investment Adviser Representative	Approved	09/13/2023
	California	Investment Adviser Representative	Approved	02/22/2023
	Colorado	Investment Adviser Representative	Approved	12/02/2020
	Florida	Investment Adviser Representative	Approved	01/20/2021
	Georgia	Investment Adviser Representative	Approved	02/20/2025
	Hawaii	Investment Adviser Representative	Approved	11/02/2023
	Illinois	Investment Adviser Representative	Approved	01/23/2020
	Kansas	Investment Adviser Representative	Approved	01/03/2024
	Michigan	Investment Adviser Representative	Approved	11/24/2025
	Minnesota	Investment Adviser Representative	Approved	04/04/2022
	Montana	Investment Adviser Representative	Approved	12/16/2020
	New York	Investment Adviser Representative	Approved	06/15/2021
	North Dakota	Investment Adviser Representative	Approved	10/22/2025



### Qualifications

Regulator	Registration	Status	Date
IA South Carolina	Investment Adviser Representative	Approved	02/12/2025
IA Texas	Investment Adviser Representative	Approved	04/04/2022
IA Wisconsin	Investment Adviser Representative	Approved	04/01/2019

### Branch Office Locations

#### CONCORDE ASSET MANAGEMENT, LLC

114 Main Street  
PO Box 427  
Kewaskum, WI 53040

### Employment 2 of 2

Firm Name: **CONCORDE INVESTMENT SERVICES, LLC**  
Main Address: 3909 RESEARCH PARK DRIVE  
SUITE 200  
ANN ARBOR, MI 48108  
Firm ID#: 151604

Regulator	Registration	Status	Date
B FINRA	General Securities Representative	Approved	04/01/2019
B FINRA	Invest. Co and Variable Contracts	Approved	04/01/2019
B Alabama	Agent	Approved	09/13/2023
B Arizona	Agent	Approved	04/01/2019
B Arkansas	Agent	Approved	04/01/2019
B California	Agent	Approved	04/01/2019
B Colorado	Agent	Approved	04/01/2019
B Florida	Agent	Approved	04/01/2019
B Georgia	Agent	Approved	02/19/2025



### Qualifications

Regulator	Registration	Status	Date
<b>B</b> Hawaii	Agent	Approved	04/01/2019
<b>B</b> Illinois	Agent	Approved	05/30/2019
<b>B</b> Indiana	Agent	Approved	04/22/2019
<b>B</b> Kansas	Agent	Approved	01/03/2024
<b>B</b> Kentucky	Agent	Approved	04/01/2019
<b>B</b> Michigan	Agent	Approved	04/01/2019
<b>B</b> Minnesota	Agent	Approved	04/02/2019
<b>B</b> Missouri	Agent	Approved	04/01/2019
<b>B</b> Montana	Agent	Approved	04/01/2019
<b>B</b> Nevada	Agent	Approved	04/01/2019
<b>B</b> New York	Agent	Approved	04/01/2019
<b>B</b> North Dakota	Agent	Approved	09/09/2025
<b>B</b> South Carolina	Agent	Approved	02/12/2025
<b>B</b> Tennessee	Agent	Approved	07/16/2021
<b>B</b> Texas	Agent	Approved	04/04/2022
<b>B</b> Wisconsin	Agent	Approved	04/01/2019

### Branch Office Locations

114 MAIN ST  
P.O. BX 427  
Kewaskum, WI 53040



## 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 0 principal/supervisory exams, 3 general industry/product exams, and 2 state securities law exams.**

#### Principal/Supervisory Exams

Exam	Category	Date
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No information reported.

#### General Industry/Product Exams

Exam	Category	Date
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<b>B</b> Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
<b>B</b> General Securities Representative Examination (S7)	Series 7	08/11/2000
<b>B</b> Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	08/01/1986

#### State Securities Law Exams

Exam	Category	Date
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<b>IA</b> <b>B</b> Uniform Combined State Law Examination (S66)	Series 66	08/02/2002
<b>B</b> Uniform Securities Agent State Law Examination (S63)	Series 63	07/25/1986

### 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	08/11/2000 - 04/04/2019	WOODBURY FINANCIAL SERVICES, INC.	CRD# 421	KEWASKUM, WI
B	08/04/1986 - 04/04/2019	WOODBURY FINANCIAL SERVICES, INC.	CRD# 421	KEWASKUM, WI

### 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
03/2019 - Present	Concorde Asset Management	Investment Advisor Representative	Y	Ann Arbor, MI, United States
03/2019 - Present	Concorde Investment Services	Registered Representative	Y	Ann Arbor, MI, United States
07/1997 - Present	THE SILBERNAGEL GROUP INC	President	Y	KEWASKUM, WI, United States
04/2001 - 03/2019	WOODBURY FINANCIAL SERVICES INC	REGISTERED REP	Y	KEWASKUM, WI, United States

### 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) The Silbernagel Group, Investment Related, 114Main St. Kewaskum, WI 53040, Consulting families of high school students and charging a flat fee / referring them to online tools to help with determining majors, filling out financial aid applications, college search engines, and preadmission testing prep. Consultant, Start Date: 04/12/2017, 10 hours during weekly during trading hours.

2) KEWASKUM PROPERTIES; NON INV REL; 114 MAIN ST, KEWASKUM WI 53040; 100% OWNER; STARTED 11/96; 5 HR/MO; 5HR/MO DST; MANAGE PROPERTY.

3) MORTGAGES; 1/1/2005; 0HR/MO; 0HR/MO; EDUCATING CLIENTS ON THE BASICS OF HOW REVERSE MORTGAGES WORK AND REFERRING TO A MORTGAGE BROKER.

4) REAL WEALTH RADIO LLC; NON INV REL; 114 MAIN ST, KEWASKUM WI 53040; 100% OWNER; START 08/2006; Hours involved 11-20 hours during business hours and 11-20 outside of business hours; MANAGER AND HOST OF A WEEKLY ONLINE RADIO SHOW, MARKETING TO REGISTERED REPRESENTATIVES AND INSURANCE AGENTS, CONFERENCE AND MEETING SPEAKER.

5) REAL WEALTH TAX & ACCOUNTING LLC; POSITION: Owner; NATURE: LLC; INVESTMENT RELATED: Hours involved 1-4 hours during business hours and 1-4 outside of business hours; START DATE: 07/01/2015; ADDRESS: 114 Main St, Kewaskum WI 53040; DESCRIPTION: 100% Owner, Manage staff of a tax practice.



## Registration & Employment History



### OTHER BUSINESS ACTIVITIES

6))Real Wealth Insurance/THE SILBERNAGEL GROUP INSURANCE, LLC; POSITION: OWNER; NATURE: NON INVESTMENT, NUMBER OF HOURS: 1-2 PER MONTH; START DATE: 07/01/1995; ADDRESS: 114 MAIN ST P O BOX 427, KEWASKUM WI 53040; DESCRIPTION: LIFE INSURANCE, DISABILITY, LTC, MEDICARE SUPPLEMENT, HEALTH INSURANCE, PART D, MANAGE BUSINESS AND STAFF.

7) ADVISOR BID; INVESTOR; NON INVESTMENT RELATED; 50 HRS PER YEAR; CONNECTING REGISTERED REPS AND IAR TO BUY AND SELL BUSINESSES AS WELL AS CONNECT REGISTERED REPS AND IARS TO BROKER DEALERS FOR TRANSITIONS. COMPENSATION IS SHARES RECEIVED IN THE ENTITY.

8) MAIN STREET PHILANTHROPY; Located in Carlsbad, CA, ADVISORY BOARD MEMBER; NON INVESTMENT RELATED; 20 HOURS PER YEAR; VOLUNTEER; NO CONTROL OF FUNDS; EDUCATE HIGH SCHOOL STUDENTS IN PHILANTHROPY.

9) Concorde Asset Management; Investment Related. Investment Advisory Representative. Started 03/2019. Hours involved 11-20 hours during business hours and 11-20 outside of business hours.

10) Real Wealth LTC Solutions LLC. Kewaskum, WI. Managing Member. Investment related. Start date 07/2019. Provide education and refer professional resources for advisors and their clients that are facing LTC. Train agents and provide BGA services and product contracts for LTC. 6-10 hours/month during trading hours.

11) Currence App, Investment related, 602 Main St, Unit A, Belmar NJ, 07719, User, this app makes clients aware of the opportunities this app can have and helping them budget for expenses as well as putting away for the future. responsibilities will be to help market this app not only with clients but with advisors. Start date 06/27/2023, 1-5 hours/month during non trading hours, 1-5 hours/month during trading hours.



## 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:** WOODBURY FINANCIAL SERVICES

**Allegations:** CLIENT COMPLAINED TO THE COMMISSIONER OF INSURANCE THAT VUL POLICY WRITTEN IN 2000 WAS A REPLACEMENT AND THAT A REPLACEMENT FORM WAS NOT GIVEN TO HIM. THE COMMISSIONER AGREED THAT THERE WAS A REPLACEMENT OF INSURANCE AND THAT THE CLIENT SHOULD BE GIVEN A REFUND OF ALL PREMIUMS PAID FOR THE VUL POLICY. THE ATTORNEY FOR THE E & O INSURANCE RESPONDED TO THE STATE BY STATING THE CLIENT DID NOT CANCEL THE EXISTING POLICY UNTIL AFTER THE NEW POLICY WAS IN FORCE & FULLY FUNDED. BY DEFINITION, THE FUNDS FROM THE CANCELLED POLICY WOULD HAVE HAD TO BE USED TOWARD THE NEW POLICY TO BE CONSIDERED A REPLACEMENT. SINCE NO FUNDS FROM THE CANCELLED POLICY WERE USED TO FUND THE NEW POLICY, THIS WAS NOT A REPLACEMENT. NO FURTHER ACTION WAS TAKEN BY THE COMMISSIONER. IT SHOULD BE NOTED THE POLICY THAT WAS CANCELLED WAS PAID ON AN ANNUAL BASIS (PREMIUM) AND WAS HELD IN THE CLIENTS ESTATE. THE NEW POLICY WAS A SINGLE PAY POLICY FUNDED BY OTHER ASSETS IN THE ESTATE AS PART OF CREDIT SHELTER PLANNING AFTER THE DEATH OF THE CLIENTS 1ST WIFE.

**Product Type:** Other

**Other Product Type(s):** VARIABLE UNIVERSAL LIFE

**Alleged Damages:** \$0.00

### Customer Complaint Information



**Date Complaint Received:** 06/28/2002  
**Complaint Pending?** No  
**Status:** Closed/No Action  
**Status Date:** 06/18/2004  
**Settlement Amount:** \$0.00  
**Individual Contribution Amount:** \$0.00

**Broker Statement**

THIS COMPLAINT WAS BASED ON AN ALLEGED INSURANCE LAW INFRACTION, NOT A SECURITIES LAW INFRACTION. IT WAS SUBMITTED TO THE COMMISSIONER OF INSURANCE, THE FORTIS INSURANCE ATTORNEY AND E&O ATTORNEY INVOLVED IN THE CASE DID NOT BELIEVE AN INFRACTION HAD OCCURRED AND CORRESPONDED WITH THE COMMISSIONER IN THIS REGARD. THE COMMISSIONER DID NOT RESPOND AND HAS APPARENTLY CLOSED THE FILE. THE CLIENT HAS NOT FOLLOWED THROUGH WITH ANY FURTHER COMMUNICATION. THE ATTORNEY HAS CLOSED THE FILE. NO SETTLEMENT OR RETRIBUTION WAS REWARDED. IT IS OUR BELIEF THAT NO INFRACTION WAS MADE AND THEREFORE THE COMPLAINT HAS BEEN DISMISSED.



## End of Report

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