



IAPD Report

RAYMOND RALPH RUSSO

CRD# 1616543

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When communicating online or investing with any professional, make sure you know who you're dealing with. [Imposters](#) might link to sites like BrokerCheck from [phishing](#) or similar scam websites, or through [social media](#), trying to steal your personal information or your money.

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

RAYMOND RALPH RUSSO (CRD# 1616543)

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 **12/04/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	VIRTUOSO WEALTH MANAGEMENT	CRD# 169518	01/06/2014

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	STERLING INVESTMENT ADVISOR, INC.	147357	MESA, AZ	10/21/2011 - 12/03/2013
IA	INDEPENDENT FINANCIAL GROUP, LLC	7717	PALM DESERT, CA	12/04/2009 - 08/10/2011
IA	INVESTMENT ADVISORS INTERNATIONAL, INC.	139233	SAN DIEGO, CA	08/29/2006 - 12/11/2009

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	2





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: **VIRTUOSO WEALTH MANAGEMENT**
Main Address: HENDERSON, NV
Firm ID#: 169518

	Regulator	Registration	Status	Date
	California	Investment Adviser Representative	Approved	01/06/2014
	Nevada	Investment Adviser Representative	Approved	06/24/2019

Branch Office Locations

VIRTUOSO WEALTH MANAGEMENT
HENDERSON, NV



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, 0 general industry/product exams, and 1 state securities law exam.

Principal/Supervisory Exams

Exam	Category	Date
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No information reported.


General Industry/Product Exams

Exam	Category	Date
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No information reported.

State Securities Law Exams

Exam	Category	Date
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 IA	Uniform Investment Adviser Law Examination (S65)	Series 65	01/03/2006
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PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **0** professional designation(s).

No information reported.



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	10/21/2011 - 12/03/2013	STERLING INVESTMENT ADVISOR, INC.	CRD# 147357	MESA, AZ
IA	12/04/2009 - 08/10/2011	INDEPENDENT FINANCIAL GROUP, LLC	CRD# 7717	PALM DESERT, CA
IA	08/29/2006 - 12/11/2009	INVESTMENT ADVISORS INTERNATIONAL, INC.	CRD# 139233	SAN DIEGO, CA
IA	04/12/2006 - 09/05/2006	INTERSECURITIES, INC.	CRD# 16164	PHILADELPHIA, PA

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
03/2014 - Present	KANNAWAY	OWNER	N	Henderson, NV, United States
11/2013 - Present	VIRTUOSO WEALTH MANAGEMENT	PRINCIPAL	Y	Henderson, NV, 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.

Mr. Russo is also a licensed insurance professional. From time to time, Mr. Russo will offer Clients insurance advice or products. Implementations of insurance recommendations are separate and apart from the services provided under the Advisor. Clients should be aware that these services pay a commission or other compensation and involve a potential conflict of interest. VWM always acts in the best interest of each Client; including the sale of commissionable products to a Client. Clients are in no way required to implement insurance recommendations through Mr. Russo. VWM will not charge an ongoing advisory fee on any assets where a commission is earned.

Since October 2023, Mr. Russo has sold his book, "Secrets of the Wealthy vs. Secrets of the Broke," through Amazon.com and markets a specialized copyrighted trust book through a distributorship with Benson Financial, LLC, located in Bellaire, TX. These investment-related activities require approximately 10 hours per week.

Since 2020, Mr. Russo is a representative of J.E. Lawrence, a claims recovery law firm based in New York. This position is not investment related and Mr. Russo devotes less than 10 hours per month to this activity. Mr. Russo is also involved in other business ventures, including the referral of individuals to CPAs and tax specialists as well as various online businesses he expects to launch in the near future. From time to time, he may offer Clients advice or products from those activities and Clients should be aware that these services may involve a potential conflict of interest. VWM always acts in the best interest of the Client. Clients are in no way required to be involved in the services of Mr. Russo in connection with his outside activities. These activities



Registration & Employment History



OTHER BUSINESS ACTIVITIES

represent less than 10% of Mr. Russo's business time.



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	2

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 2

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: WORLD GROUP SECURITIES, INC.

Allegations: THE CLIENT STATES SHE WANTS A REFUND OF PREMIUMS PAYED INTO THE VUL POLICY. THE CLIENT STATES THE THE SURRENDER CHARGES WERE NOT EXPLAINED TO HER AT THE TIME OF THE SALE. SHE ALSO STATES THAT SHE WAS TOLD THAT HER VUL POLICY WAS AN INVESTMENT ON NUMEROUS OCCASSIONS AND THAT SHE FELT SHE WAS MISLED.

Product Type: Insurance

Alleged Damages: \$5,649.97

Customer Complaint Information

Date Complaint Received: 11/26/2007

Complaint Pending? No

Status: Denied

Status Date: 02/24/2008

Settlement Amount:

Individual Contribution Amount:

Broker Statement COMPLAINT DENIED BY FIRM.

Disclosure 2 of 2



Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: WMA SECURITIES, INC.

Allegations: CLIENT ALLEGES THAT THE REPRESENTATIVE DID NOT INFORM HIM OF THE SURRENDER CHARGES ASSOCIATED WITH THE VARIABLE UNIVERSAL LIFE INSURANCE POLICY PURCHASED IN MARCH 2002. CLIENT REQUESTING A RETURN OF PREMIUMS PAID.

Product Type: Insurance

Alleged Damages: \$9,291.60

Customer Complaint Information

Date Complaint Received: 05/03/2004

Complaint Pending? No

Status: Denied

Status Date: 06/07/2004

Settlement Amount:

Individual Contribution Amount:



End of Report

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