



## IAPD Report

# BRADLEY JAY SALO

CRD# 1674662

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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

### BRADLEY JAY SALO (CRD# 1674662)

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 **10/09/2024**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
<b>IA</b>	CALIFORNIA CAPITAL MANAGEMENT	CRD# 130734	06/08/2004
<b>B</b>	PURSHE KAPLAN STERLING INVESTMENTS	CRD# 35747	11/03/2014

### QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **12** 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>B</b>	LPL FINANCIAL LLC	6413	NORTH HOLLYWOOD, CA	04/16/2004 - 11/12/2014
<b>IA</b>	LPL FINANCIAL LLC	6413	NORTH HOLLYWOOD, CA	04/16/2004 - 03/27/2013
<b>B</b>	IDS LIFE INSURANCE COMPANY	6321	MINNEAPOLIS, MN	06/01/2000 - 04/26/2004

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

### Employment 1 of 2

Firm Name: **PURSHE KAPLAN STERLING INVESTMENTS**  
Main Address: 80 STATE STREET  
ALBANY, NY 12207  
Firm ID#: 35747

	Regulator	Registration	Status	Date
<b>B</b>	FINRA	General Securities Principal	Approved	11/03/2014
<b>B</b>	FINRA	General Securities Representative	Approved	11/03/2014
<b>B</b>	FINRA	Operations Professional	Approved	11/03/2014
<b>B</b>	Arizona	Agent	Approved	11/03/2014
<b>B</b>	California	Agent	Approved	11/03/2014
<b>B</b>	Florida	Agent	Approved	11/25/2014
<b>B</b>	Iowa	Agent	Approved	11/03/2014
<b>B</b>	Kansas	Agent	Approved	11/03/2014
<b>B</b>	Minnesota	Agent	Approved	11/03/2014
<b>B</b>	Nevada	Agent	Approved	11/03/2014
<b>B</b>	New York	Agent	Approved	01/28/2015
<b>B</b>	Oregon	Agent	Approved	11/03/2014
<b>B</b>	Texas	Agent	Approved	11/03/2014



### Qualifications

Regulator	Registration	Status	Date
<b>B</b> Virginia	Agent	Approved	11/03/2014
<b>B</b> Washington	Agent	Approved	11/03/2014

### Branch Office Locations

2520 West Olive Avenue  
Suite 300  
Burbank, CA 91505

### Employment 2 of 2

Firm Name: **CALIFORNIA CAPITAL MANAGEMENT**  
Main Address: 2520 WEST OLIVE AVENUE  
SUITE 300  
BURBANK, CA 91505  
Firm ID#: 130734

Regulator	Registration	Status	Date
<b>IA</b> Arizona	Investment Adviser Representative	Approved	05/09/2013
<b>IA</b> California	Investment Adviser Representative	Approved	06/08/2004
<b>IA</b> Florida	Investment Adviser Representative	Approved	06/12/2013

### Branch Office Locations

**CALIFORNIA CAPITAL MANAGEMENT**  
2520 WEST OLIVE AVENUE  
SUITE 300  
BURBANK, CA 91505




## 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 1 principal/supervisory exam, 3 general industry/product exams, and 1 state securities law exam.**


#### Principal/Supervisory Exams

Exam	Category	Date
 General Securities Principal Examination (S24)	Series 24	05/24/2004

#### 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	06/20/1987

#### State Securities Law Exams

Exam	Category	Date
 Uniform Securities Agent State Law Examination (S63)	Series 63	03/09/1998

### 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
B	04/16/2004 - 11/12/2014	LPL FINANCIAL LLC	CRD# 6413	NORTH HOLLYWOOD, CA
IA	04/16/2004 - 03/27/2013	LPL FINANCIAL LLC	CRD# 6413	NORTH HOLLYWOOD, CA
B	06/01/2000 - 04/26/2004	IDS LIFE INSURANCE COMPANY	CRD# 6321	MINNEAPOLIS, MN
IA	12/15/1997 - 04/26/2004	AMERICAN EXPRESS FINANCIAL ADVISORS, INC.	CRD# 6363	WOODLAND HILLS, CA
B	06/23/1987 - 04/26/2004	AMERICAN EXPRESS FINANCIAL ADVISORS INC.	CRD# 6363	MINNEAPOLIS, MN

### 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
10/2014 - Present	PURSHE KAPLAN STERLING INVESTMENTS	REGISTERED REPRESENTATIVE	Y	ALBANY, NY, United States
06/2004 - Present	CALIFORNIA CAPITAL MANAGEMENT	IAR	Y	Sherman Oaks, CA, 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. CALIFORNIA CAPITAL MANAGEMENT, SEE REGISTERED BRANCH OFFICE LOCATION. INVESTMENT RELATED, RIA, PRESIDENT & CO OWNER, 4/2004-PRESENT. 120 HRS/MONTH, 100 HRS/MONTH DURING TRADING.
2. FIXED INSURANCE SALES, SEE REGISTERED BRANCH OFFICE LOCATION. NOT INVESTMENT RELATED, 7/2004-PRESENT. 1 HR/MONTH, 1 HR/MONTH DURING TRADING. SELLING NON VARIABLE INSURANCE PRODUCTS.
3. BRAD & LEE SALO FAMILY TRUST. CO-TRUSTEE WITH WIFE, 4/2002-PRESENT.
4. PURSHE KAPLAN STERLING FINANCIAL, NOT INVESTMENT RELATED, SEE REGISTERED BRANCH OFFICE LOCATION. 11/2014-PRESENT. 1 HR/MONTH, 1 HR/MONTH DURING TRADING, SELL NON-VARIABLE INSURANCE PRODUCTS.
5. Olympic Northwest Enterprises, LLC- Not investment related- 169 E. Washington St, Sequim, WA 98382- Real estate rental- Owner- 06/2019- 2 hours per month- 0 hours per month during trading hours- owns rental property and collects rent.
6. Olympic Preservation Partners, LLC-not investment related-169 E. Washington St, Sequim, WA 98382- Holding company for raw land-owner-05/2019- 0 hours per month- 0 hours per month during trading hours-owns land.



## Registration & Employment History



### OTHER BUSINESS ACTIVITIES

8. One Management Group, Inc. Not Investment Related. 2225 E. Sequim Bay Rd, Sequim, WA 98382. Landscape Design Consulting. President. 12/2021. 5 Hrs/Mo; 0 During Trading Hours. Landscape Design.



## 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

<b>Reporting Source:</b>	Individual
<b>Employing firm when activities occurred which led to the complaint:</b>	LPL FINANCIAL
<b>Allegations:</b>	CUSTOMER ALLEGES UNSUITABLE VARIABLE ANNUITY PURCHASE.
<b>Product Type:</b>	Annuity-Variable
<b>Alleged Damages:</b>	\$0.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	DAMAGES UNSPECIFIED BUT REASONABLY BELIEVED TO BE GREATER THAN \$5,000
<b>Is this an oral complaint?</b>	No
<b>Is this a written complaint?</b>	Yes
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

### Customer Complaint Information

<b>Date Complaint Received:</b>	05/19/2010
<b>Complaint Pending?</b>	No
<b>Status:</b>	Denied
<b>Status Date:</b>	08/05/2010
<b>Settlement Amount:</b>	



**Individual Contribution  
Amount:**



## End of Report

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