



## IAPD Report

# MICHAEL MERLE ERPELDING

CRD# 1709152

<b><u>Section Title</u></b>	<b><u>Page(s)</u></b>
Report Summary	1
Qualifications	2 - 6
Registration and Employment History	7 - 8
Disclosure Information	9

**i** 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

### MICHAEL MERLE ERPELDING (CRD# 1709152)

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 **05/13/2026**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
<b>B</b>	NORTHWESTERN MUTUAL INVESTMENT SERVICES, LLC	CRD# 2881	07/29/1987
<b>IA</b>	NORTHWESTERN MUTUAL INVESTMENT SERVICES,LLC	CRD# 2881	11/04/2013

### QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **49** 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>	ROBERT W. BAIRD & CO. INCORPORATED	8158	MILWAUKEE, WI	10/06/1988 - 01/01/2002

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

### Employment 1 of 1

Firm Name: **NORTHWESTERN MUTUAL INVESTMENT SERVICES,LLC**  
Main Address: 720 EAST WISCONSIN AVENUE  
MILWAUKEE, WI 53202-4797  
Firm ID#: 2881

Regulator	Registration	Status	Date
<b>B</b> FINRA	Invest. Co and Variable Contracts	Approved	07/29/1987
<b>B</b> FINRA	General Securities Representative	Approved	03/05/2001
<b>B</b> FINRA	General Securities Principal	Approved	07/02/2001
<b>B</b> Alabama	Agent	Approved	01/14/2016
<b>B</b> Alaska	Agent	Approved	12/13/2007
<b>B</b> Arizona	Agent	Approved	01/01/2002
<b>B</b> Arkansas	Agent	Approved	01/10/2014
<b>B</b> California	Agent	Approved	03/18/2002
<b>B</b> Colorado	Agent	Approved	08/15/2008
<b>B</b> Connecticut	Agent	Approved	11/04/2008
<b>B</b> Delaware	Agent	Approved	11/04/2008
<b>B</b> District of Columbia	Agent	Approved	01/03/2012
<b>B</b> Florida	Agent	Approved	07/24/2003



### Qualifications

Regulator	Registration	Status	Date
IA Florida	Investment Adviser Representative	Approved	01/31/2024
B Georgia	Agent	Approved	01/01/2002
B Hawaii	Agent	Approved	01/10/2014
B Idaho	Agent	Approved	01/03/2012
B Illinois	Agent	Approved	01/01/2002
B Indiana	Agent	Approved	02/22/2011
B Iowa	Agent	Approved	01/01/2002
B Kansas	Agent	Approved	03/23/2011
B Kentucky	Agent	Approved	03/23/2011
B Maine	Agent	Approved	01/10/2014
B Maryland	Agent	Approved	01/10/2014
B Massachusetts	Agent	Approved	01/03/2012
B Michigan	Agent	Approved	12/04/2007
B Minnesota	Agent	Approved	01/01/2002
B Mississippi	Agent	Approved	01/03/2012
B Missouri	Agent	Approved	01/03/2012
B Montana	Agent	Approved	11/04/2008
B Nebraska	Agent	Approved	01/05/2004
B Nevada	Agent	Approved	09/22/2008



## Qualifications

Regulator	Registration	Status	Date
<b>B</b> New Hampshire	Agent	Approved	01/10/2014
<b>B</b> New Jersey	Agent	Approved	01/03/2012
<b>B</b> New York	Agent	Approved	01/05/2004
<b>B</b> North Carolina	Agent	Approved	01/05/2004
<b>B</b> North Dakota	Agent	Approved	03/28/2006
<b>B</b> Ohio	Agent	Approved	11/05/2008
<b>B</b> Oklahoma	Agent	Approved	11/04/2008
<b>B</b> Oregon	Agent	Approved	09/08/2008
<b>B</b> Pennsylvania	Agent	Approved	01/03/2012
<b>B</b> Rhode Island	Agent	Approved	01/14/2016
<b>B</b> South Carolina	Agent	Approved	01/03/2012
<b>B</b> South Dakota	Agent	Approved	01/07/2009
<b>B</b> Tennessee	Agent	Approved	10/14/2013
<b>B</b> Texas	Agent	Approved	11/04/2008
<b>B</b> Utah	Agent	Approved	01/10/2014
<b>B</b> Vermont	Agent	Approved	01/14/2016
<b>B</b> Virginia	Agent	Approved	01/05/2004
<b>B</b> Washington	Agent	Approved	01/03/2012
<b>B</b> West Virginia	Agent	Approved	03/29/2007



### Qualifications

Regulator	Registration	Status	Date
<b>B</b> Wisconsin	Agent	Approved	01/01/2002
<b>B</b> Wyoming	Agent	Approved	11/12/2002

### Branch Office Locations

**NORTHWESTERN MUTUAL INVESTMENT SERVICES,LLC**  
St Petersburg, FL



## 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 2 state securities law exams.**

#### Principal/Supervisory Exams

Exam	Category	Date
General Securities Principal Examination (S24)	Series 24	06/29/2001

#### General Industry/Product Exams

Exam	Category	Date
Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
General Securities Representative Examination (S7)	Series 7	10/14/2000
Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	07/27/1987

#### State Securities Law Exams

Exam	Category	Date
Uniform Investment Adviser Law Examination (S65)	Series 65	10/06/1999
Uniform Securities Agent State Law Examination (S63)	Series 63	01/20/1989

### PROFESSIONAL DESIGNATIONS

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

#### Chartered Financial Consultant

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	10/06/1988 - 01/01/2002	ROBERT W. BAIRD & CO. INCORPORATED	CRD# 8158	MILWAUKEE, 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
04/2010 - Present	NORTHWESTERN MUTUAL INVESTMENT SERVICES, LLC	FINANCIAL ADVISOR	Y	EDINA, MN, United States
05/2007 - Present	NORTHWESTERN MUTUAL WEALTH MANAGEMENT COMPANY	REPRESENTATIVE	Y	MILWAUKEE, WI, United States
09/1988 - Present	NORTHWESTERN MUTUAL INVESTMENT SERVICES, LLC	NOT PROVIDED	Y	MILWAUKEE, WI, United States
01/1987 - Present	NORTHWESTERN MUTUAL LIFE	OTHER - LIFE INS. AGENT	N	MANKATO, MN, United States
09/1984 - Present	MANKATO STATE UNIVERSITY	STUDENT - Student	N	MANKATO, MN, 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. MAY EARN COMMISSIONS FROM INSURANCE COMPANIES, OR INSURANCE BROKERAGE AGENCIES, NOT AFFILIATED WITH NORTHWESTERN MUTUAL FOR SALES OF NON-VARIABLE LIFE, HEALTH, MEDICARE, ANNUITY, DISABILITY AND/ OR LONG TERM CARE INSURANCE PRODUCTS, INVESTMENT RELATED.
2. 19.30% OWNER, RIVERFRONT HOTEL LLC, MAYOWOOD ROAD SW, ROCHESTER, , MINNESOTA, 55902, UNITED STATES OF AMERICA, INVESTMENT PROPERTY, START DATE: 12/15/2016, HOURS PER MONTH: 0-5, HOURS DURING SECURITIES TRADING HOURS: 0-5, ONLY A FINANCIAL INVESTOR
3. <10% OWNER, TPS ROCHESTER 1 LLC, 2519 COMMERCE DRIVE NW, SUITE 200, ROCHESTER, , MINNESOTA, 55901, UNITED STATES OF AMERICA, INVESTMENT PROPERTY, START DATE: 1/3/2020, HOURS PER MONTH: 0-5, HOURS DURING SECURITIES TRADING HOURS: 0-5, NONE/PASSIVE INVESTOR
4. PRESIDENT, BUFFALO LAKE, LLC, MARYSVILLE TOWNSHIP, , MINNESOTA, UNITED STATES OF AMERICA, INVESTMENT PROPERTY, START DATE: 6/3/2011, HOURS PER MONTH: 0-5, HOURS DURING SECURITIES TRADING HOURS: 0-5, LAND DEVELOPMENT IN THE FUTURE
5. PRESIDENT, BUFFALO LAKE, LLC, MARYSVILLE TOWNSHIP, , MINNESOTA, UNITED STATES OF AMERICA, INVESTMENT PROPERTY, START DATE: 6/3/2011, HOURS PER MONTH: 0-5, HOURS DURING SECURITIES TRADING



## Registration & Employment History



### OTHER BUSINESS ACTIVITIES

HOURS: 0-5, LAND DEVELOPMENT IN THE FUTURE

6. <10% OWNER, 16TH ST. SW AND MAYOWOOD ROAD SW , 16TH ST. SW AND MAYOWOOD ROAD SW, ROCHESTER, , MINNESOTA, 55901, UNITED STATES OF AMERICA, INVESTMENT PROPERTY, START DATE: 11/22/2021, HOURS PER MONTH: 0-5, HOURS DURING SECURITIES TRADING HOURS: 0-5, NOTHING BUT PASSIVE INVESTMENT

7. 100% OWNER, MME TEAM, LLC, LEGAL ENTITY - RECEIVING WMC COMPENSATION FROM PERSONAL PRODUCTION, START DATE: 11/03/2023, HOURS PER MONTH: 0-5, HOURS DURING SECURITIES TRADING HOURS: 0-5, LEGAL ENTITY ESTABLISHED FOR BUSINESS PURPOSES, INVESTMENT RELATED.

8. 100% OWNER, LAND, MARYSVILLE TOWNSHIP, , MINNESOTA, UNITED STATES OF AMERICA, INVESTMENT PROPERTY, START DATE: 3/23/2011, HOURS PER MONTH: 0-5, HOURS DURING SECURITIES TRADING HOURS: 0-5, INVESTMENT IN REAL ESTATE



## 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

<b>Reporting Source:</b>	Individual
<b>Employing firm when activities occurred which led to the complaint:</b>	NORTHWESTERN MUTUAL INVESTMENT SERVICES, LLC
<b>Allegations:</b>	Customer alleges the long-term costs of his custom variable universal life policy were not adequately explained and states he does not understand why the product was recommended.
<b>Product Type:</b>	Insurance
<b>Alleged Damages:</b>	\$0.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	Customer did not allege a specific damage amount but the Firm is unable to make a determination that damages would be less 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>	02/26/2026
<b>Complaint Pending?</b>	No
<b>Status:</b>	Denied
<b>Status Date:</b>	05/12/2026

**Settlement Amount:****Individual Contribution Amount:****Broker Statement**

The Firm's review did not find evidence that the terms of the client's Variable Universal Life (VUL) insurance policy were misrepresented or that material information regarding the increasing Cost of Insurance (COI) was withheld. The recommendation of the policy was determined to be consistent with the client's need for coverage that would support long-term succession planning. Additionally, the increasing COI was both disclosed in the policy materials at issue and discussed with the client over the life of the policy. Therefore, the Firm found no basis upon which to offer policy changes as requested by the client beyond those which would be otherwise contractually available.

**Disclosure 2 of 2****Reporting Source:**

Individual

**Employing firm when activities occurred which led to the complaint:**

Northwestern Mutual Investment Services, LLC

**Allegations:**

The customer alleged that in or around April 2015 the Registered Representative misrepresented the growth potential of a Northwestern Mutual Custom Variable Universal Life (CVUL) insurance policy and the policy did not perform as initially illustrated.

**Product Type:**

Insurance

**Alleged Damages:**

\$37,000.00

**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:** 05/06/2019**Complaint Pending?** No**Status:** Closed/No Action**Status Date:** 07/01/2019**Settlement Amount:****Individual Contribution Amount:****Broker Statement**

The customer acknowledged that the Representative addressed his concerns and he required no follow-up by the firm regarding this matter.



## End of Report

This page is intentionally left blank.