



IAPD Report

LEONARD RICHARD SIMPSON

CRD# 1755726

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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

LEONARD RICHARD SIMPSON (CRD# 1755726)

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 **03/31/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	PRIME CAPITAL FINANCIAL	CRD# 288712	04/26/2022

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
B	PRIVATE CLIENT SERVICES, LLC	120222	Folsom, CA	01/14/2022 - 12/09/2024
IA	20/20 CAPITAL MANAGEMENT, INC	281692	Folsom, CA	12/04/2015 - 11/07/2022
B	AMERITAS INVESTMENT COMPANY, LLC	14869	FOLSOM, CA	04/30/2004 - 01/27/2022

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: **PRIME CAPITAL FINANCIAL**
Main Address: 6201 COLLEGE BLVD.
SUITE #150
OVERLAND PARK, KS 66211
Firm ID#: 288712

	Regulator	Registration	Status	Date
	California	Investment Adviser Representative	Approved	04/26/2022
	Texas	Investment Adviser Representative	Approved	04/26/2022

Branch Office Locations

PRIME CAPITAL FINANCIAL
3017 Douglas Suite #240
Roseville, CA 95661



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
	General Securities Principal Examination (S24)	Series 24	08/11/1999
	Investment Company Products/Variable Contracts Principal Examination (S26)	Series 26	04/30/1993

General Industry/Product Exams

	Exam	Category	Date
	Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
	General Securities Representative Examination (S7)	Series 7	08/12/1999
	Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	10/15/1987

State Securities Law Exams

	Exam	Category	Date
	Uniform Investment Adviser Law Examination (S65)	Series 65	11/06/1996
	Uniform Securities Agent State Law Examination (S63)	Series 63	11/09/1987

PROFESSIONAL DESIGNATIONS

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

No information reported.

Only professional designations listed in Question 8 of the Form U4 will appear in this section if the appropriate box is checked and verified by the issuing organization at the time of the filing. Learn more about eligible designations at [IARD](#) and [NASAA](#).



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	01/14/2022 - 12/09/2024	PRIVATE CLIENT SERVICES, LLC	CRD# 120222	Folsom, CA
IA	12/04/2015 - 11/07/2022	20/20 CAPITAL MANAGEMENT, INC	CRD# 281692	Folsom, CA
B	04/30/2004 - 01/27/2022	AMERITAS INVESTMENT COMPANY, LLC	CRD# 14869	FOLSOM, CA
IA	02/13/2017 - 08/10/2017	AMERITAS INVESTMENT CORP	CRD# 14869	FOLSOM, CA
IA	06/23/2004 - 12/31/2016	AMERITAS INVESTMENT CORP	CRD# 14869	FOLSOM, CA
IA	02/09/2000 - 05/11/2004	AXA ADVISORS, LLC	CRD# 6627	GOLD RIVER, CA
B	10/16/1987 - 05/11/2004	AXA ADVISORS, LLC	CRD# 6627	NEW YORK, NY
B	10/16/1987 - 01/05/2000	THE EQUITABLE LIFE ASSURANCE SOCIETY OF THE UNITED STATES	CRD# 4039	NEW YORK, NY

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
04/2022 - Present	PRIME CAPITAL FINANCIAL	PARTNER / INVESTMENT ADVISOR REPRESENTATIVE	Y	OVERLAND PARK, KS, United States
01/2022 - 12/2024	Private Client Services	Registered Rep	Y	Folsom, CA, United States
11/2015 - 01/2023	20/20 Capital Management	IAR	Y	Costa Mesa, CA, United States
06/2006 - 01/2023	20/20 Financial Advisers of DE	Managing Partner	N	Folsom, CA, United States
04/2004 - 01/2023	20/20 FINANCIAL ADVISERS OF SACRAMENTO, LLC	MANAGING PARTNER	Y	FOLSOM, CA, United States
04/2004 - 01/2022	AMERITAS INVESTMENT CORP.	REGISTERED REPRESENTATIVE	Y	LINCOLN, NE, United States



Registration & Employment History

EMPLOYMENT HISTORY

Employment Dates	Employer Name	Position	Investment Related	Employer Location
04/2004 - 01/2022	AMERITAS LIFE INSURANCE CORP.	LICENSED AGENT	Y	LINCOLN, NE, 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) UNITED CEREBRAL PALSEY OF NORTHERN CALIFORNIA. 4350 AUBURN BLVD, SACRAMENTO, CA 95841. UCP OF NORTHERN CALIFORNIA IS A LEADING PROVIDER OF PROGRAMS AND SERVICES FOR CHILDREN AND ADULTS WITH DEVELOPMENTIAL DISABILITIES. BOARD MEMBER. SERVE AS A BOARD MEMBER AND ATTEND BOARD MEETINGS. 1 HR/MO;0 DURING TRADING HRS.
- 2) CHHSZ HOLDINGS LLC. 62001 COLLEGE BLVD, SUITE #150, OVERLAND PARK, KS 66211. CHHSZ HOLDINGS LLC IS THE SOLE OWNER OF PRIME CAPITAL INVESTMENT ADVISORS, LLC (PCIA) A FEDERALLY REGISTERED INVESTMENT ADVISOR. MEMBER PROVIDES PROFESSIONAL (INVESTMENT ADVISORY) SERVICES AS AN IAR OF PCIA. 1 HR/MO; 1 DURING TRADING HRS.
- 3) INTERNATIONAL ASSOCIATE OF REGISTERED FINANCIAL CONSULTANTS (IARFC). 146 NORTH BEND BLVD, MIDDLETOWN, OH 45402. CEO MANAGE OVER ALL OVERATIONS, AVAILABLE FOR DOMESTIC AND INTERNATIONAL TRUSTEE, ATTEND TRUSTEE BOARD MEETINGS, TRACK AND ANALYZE GROWTH POTENTIAL. 70 HRS/MO; 22 DURING TRADING HRS.
- 4) SALES OF FIXED INSURANCE. 1837 IRON POINT RD, STE 100, FOLSOM, CA 95630. LICENSED AS AN INDEPENDENT INSURACE AGENT TO SELL FIXED INSURANCE PRODUCTS. 65 HRS/MO; 60 DURING TRADING HRS.
- 5) PCRM, LLC. 6201 COLLEGE BLVD-SUITE 150. DOING BUSINESS AS PRIME CAPITAL RISK MANAGEMENT. FIXED-INSURANCE PRODUCTS. INSURANCE AGENT; SALE AND SERVICE OF FIXED INSURANCE PRODUCTS, INCLUDING THROUGH NON-AFFILATED INSURANCE MARKETING ORGANIZATIONS (IMOS). 40 HRS/MO; 40 DURING TRADING HRS.



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:	Firm
Employing firm when activities occurred which led to the complaint:	AXA ADVISORS, LLC
Allegations:	CLIENT ALLEGES MISREPRESENTATION IN THE SALE OF A 1991 VARIABLE LIFE INSURANCE POLICY. CLIENT IS REQUESTING THE FIRM TO INVESTIGATE THIS MATTER. DAMAGES UNSPECIFIED.
Product Type:	Insurance
Alleged Damages:	\$0.00
Alleged Damages Amount Explanation (if amount not exact):	CLIENT DID NOT SPECIFY A SPECIFIC DOLLAR AMOUNT.
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:	09/09/2013
Complaint Pending?	No
Status:	Denied
Status Date:	09/26/2013

**Settlement Amount:****Individual Contribution Amount:****Firm Statement**THE FIRM FOUND NO BASIS TO THE CUSTOMER COMPLAINT.
.....**Reporting Source:**

Individual

Employing firm when activities occurred which led to the complaint:

AXA ADVISORS INC

Allegations:

CLIENT ALLEGES MISREPRESENTATION IN THE SALE OF A 1991 VARIABLE LIFE INSURANCE POLICY, CLIENT IS REQUESTING THE FIRM TO INVESTIGATE THIS MATTER. DAMAGES UNSPECIFIED.

Product Type:

Insurance

Alleged Damages:

\$0.00

Alleged Damages Amount Explanation (if amount not exact):

NONE SPECIFIED

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:**

09/09/2013

Complaint Pending?

No

Status:

Denied

Status Date:

09/26/2013

Settlement Amount:

\$0.00

Individual Contribution Amount:

\$0.00

Broker Statement

THE FIRMS FOUND NO BASIS TO THE CUSTOMER COMPLAINT.



End of Report

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