



IAPD Report

LISA ANN GALLO

CRD# 1759211

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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

LISA ANN GALLO (CRD# 1759211)

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 **09/10/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	ENCOMPASS MORE ASSET MANAGEMENT LLC	CRD# 322382	02/02/2024
B	ENCOMPASS MORE INVESTMENTS, LLC	CRD# 318438	02/06/2024

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **4** 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	O'DONNELL FINANCIAL SERVICES, LLC	172520	SAN RAFAEL, CA	10/25/2018 - 02/22/2024
B	INDEPENDENT FINANCIAL GROUP, LLC	7717	San Rafael, CA	12/15/2023 - 01/30/2024
IA	INDEPENDENT FINANCIAL GROUP, LLC	7717	San Rafael, CA	12/15/2023 - 01/30/2024

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

Employment 1 of 2

Firm Name: **ENCOMPASS MORE INVESTMENTS, LLC**
Main Address: 390 DIABLO ROAD
SUITE #100
DANVILLE, CA 94526
Firm ID#: 318438

	Regulator	Registration	Status	Date
	FINRA	General Securities Representative	Approved	02/06/2024
	FINRA	Registered Options Principal	Approved	02/06/2024
	California	Agent	Approved	02/06/2024
	Kansas	Agent	Approved	05/30/2025
	North Carolina	Agent	Approved	03/20/2025
	Oregon	Agent	Approved	07/30/2024

Branch Office Locations

390 Diablo Road
SUITE #100
Danville, CA 94526

Employment 2 of 2

Firm Name: **ENCOMPASS MORE ASSET MANAGEMENT LLC**
Main Address: 390 DIABLO RD
SUITE 100
DANVILLE, CA 94526
Firm ID#: 322382



Qualifications

Regulator	Registration	Status	Date
 California	Investment Adviser Representative	Approved	02/02/2024

Branch Office Locations

ENCOMPASS MORE ASSET MANAGEMENT LLC

390 DIABLO RD

SUITE 100

DANVILLE, CA 94526



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, 2 general industry/product exams, and 2 state securities law exams.

Principal/Supervisory Exams

Exam	Category	Date
B Registered Options Principal Examination (S4)	Series 4	06/06/1997

General Industry/Product Exams

Exam	Category	Date
B Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B General Securities Representative Examination (S7)	Series 7	12/16/1995

State Securities Law Exams

Exam	Category	Date
IA B Uniform Combined State Law Examination (S66)	Series 66	03/01/2012
B Uniform Securities Agent State Law Examination (S63)	Series 63	01/30/1996



PROFESSIONAL DESIGNATIONS

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

Certified Financial Planner

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
IA	10/25/2018 - 02/22/2024	O'DONNELL FINANCIAL SERVICES, LLC	CRD# 172520	SAN RAFAEL, CA
B	12/15/2023 - 01/30/2024	INDEPENDENT FINANCIAL GROUP, LLC	CRD# 7717	San Rafael, CA
IA	12/15/2023 - 01/30/2024	INDEPENDENT FINANCIAL GROUP, LLC	CRD# 7717	San Rafael, CA
IA	10/03/2018 - 12/14/2023	INDEPENDENT FINANCIAL GROUP, LLC	CRD# 7717	San Rafael, CA
B	10/01/2018 - 12/14/2023	INDEPENDENT FINANCIAL GROUP, LLC	CRD# 7717	San Rafael, CA
B	06/14/2017 - 10/08/2018	UNITED PLANNERS' FINANCIAL SERVICES OF AMERICA A LIMITED PARTNER	CRD# 20804	WALNUT CREEK, CA
IA	06/14/2017 - 10/08/2018	UNITED PLANNERS' FINANCIAL SERVICES OF AMERICA A LIMITED PARTNER	CRD# 20804	WALNUT CREEK, CA
B	01/30/2014 - 06/15/2017	NATIONAL PLANNING CORPORATION	CRD# 29604	WALNUT CREEK, CA
IA	01/30/2014 - 06/15/2017	NATIONAL PLANNING CORPORATION ("NPC OF AMERICA" IN FL & NY)	CRD# 29604	WALNUT CREEK, CA
IA	10/10/2012 - 08/01/2013	VSR ADVISORY SERVICES	CRD# 14503	WALNUT CREEK, CA
B	10/08/2012 - 08/01/2013	VSR FINANCIAL SERVICES, INC.	CRD# 14503	WALNUT CREEK, CA
IA	03/02/2012 - 10/02/2012	WEDBUSH SECURITIES INC.	CRD# 877	WALNUT CREEK, CA
B	11/10/2006 - 10/02/2012	WEDBUSH SECURITIES INC.	CRD# 877	LAFAYETTE, CA
B	08/04/2006 - 12/08/2006	HOWE BARNES HOEFER & ARNETT, INC.	CRD# 2240	SAN FRANCISCO, CA
B	12/18/1995 - 08/04/2006	HOEFER & ARNETT, INCORPORATED	CRD# 10883	SAN FRANCISCO, CA



Registration & Employment History



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
01/2024 - Present	Encompass More Asset Management LLC	Investment Adviser Representative	Y	Danville, CA, United States
01/2024 - Present	Encompass More Investments, LLC	Registered Representative	Y	Danville, CA, United States
10/2018 - 01/2024	O'Donnell Financial Group, Inc.	Registered Representative	Y	San Rafael, CA, United States
10/2018 - 12/2023	Independent Financial Group	Registered Representative	Y	San Rafael, CA, United States
10/2018 - 12/2023	Independent Financial Group, LLC	Investment Adviser Representative	Y	San Rafael, CA, United States
06/2017 - 10/2018	United Planners' Financial Services of America	Registered Representative	Y	Scottsdale, AZ, United States
06/2017 - 10/2018	Vitucci & Associates, Inc.	Registered Representative	Y	Walnut Creek, CA, United States
01/2014 - 06/2017	National Planning Corp	Financial Advisor	Y	Walnut Creek, 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) Westland Financial Services, Inc.; Investment-related; 15373 Innovation Drive, Ste 200, San Diego CA 32128; Insurance products, investments & business development solutions for independent financial advisors; Agent; Start: 04/25/2025; 2 hrs./wk. devoted; 2 hrs./wk. during trading hrs./ provide solutions for clients to help them achieve their goals in retirement

2) RENTAL PROPERTY; Not-investment related: 432 Tayberry Lane, Brentwood, CR 94513; real estate sales/rental properties/property management; Prop #1 100% ownership, 1857 Renne Way, Concord, CA 94521; Prop #2 50% ownership, 499 Apple Hill Dr, Brentwood CA, 94513. I have 2 rental properties, one with 50% ownership with my brother-in-law; Owner; Start: 06/06/2007; Both are rented with long term leases; deposit rent checks, pay out insurance and handle any issues with maintenance.

3) Encompass More Asset Management; Investment related; 312 Railroad Ave, Danville, CA 94526; Registered Investment Advisor; Investment Advisor Rep; Start: 01/30/2024; 80 hrs./week devoted; 80- hrs./wk. during trading hrs.; determine the appropriate investments for clients and the use of Encompass More Asset Management to provide portfolio models.



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:	Regulator
Employing firm when activities occurred which led to the complaint:	WEDBUSH SECURITIES INC.
Allegations:	NEGLIGENCE
Product Type:	Other: CALL OPTIONS
Alleged Damages:	\$295,597.00

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.: [FINRA - CASE #09-01865](#)

Date Notice/Process Served: 04/03/2009

Arbitration Pending? No

Disposition: Award

Disposition Date: 09/02/2010

Disposition Detail: RESPONDENT IS JOINTLY AND SEVERALLY LIABLE FOR AND SHALL PAY TO CLAIMANT \$108,000.00 IN COMPENSATORY DAMAGES. RESPONDENT IS JOINTLY AND SEVERALLY LIABLE AND SHALL PAY TO CLAIMANT INTEREST ON THE AFOREMENTIONED SUM OF \$108,000.00 AT THE RATE OF 5% ACCRUING FROM SEPTEMBER 18, 2008 UNTIL AUGUST 18, 2010.

Reporting Source: Individual



Employing firm when activities occurred which led to the complaint: WEDBUSH MORGAN SECURITIES

Allegations: CUSTOMER ALLEGES THAT I FAILED TO FOLLOW HIS INTRUCTION IN CONNECTION WITH AN ORDER TO PURCHASE MARCH 60 CALL OPTIONS FOR ULTRA SHORT MSCI PROSHORT (EEV)ON SEPT 18,2008.

Product Type: Options

Alleged Damages: \$282,000.00

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: 04/28/2009

Complaint Pending? No

Status: Evolved into Arbitration/CFTC reparation (the individual is a named party)

Status Date: 04/28/2009

Settlement Amount:

Individual Contribution Amount:

Arbitration Information

Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.): FINRA

Docket/Case #: [09-01865](#)

Date Notice/Process Served: 04/28/2009

Arbitration Pending? No

Disposition: Award to Customer

Disposition Date: 09/02/2010

Monetary Compensation Amount: \$118,341.37

Individual Contribution Amount: \$0.00

Broker Statement I VEHEMENTLY DENY THE CUSTOMER'S ALLEGATIONS. I INTEND TO CONTEST THEN AT THE SUBSTANTIVE ARBITRATION HEARING.



End of Report

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