



## IAPD Report

# BOBBY RAY PAYNE JR

CRD# 1795408

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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

### BOBBY RAY PAYNE JR (CRD# 1795408)

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 **11/25/2025**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
<b>B</b>	OSAIC WEALTH, INC.	CRD# 23131	01/19/2024
<b>IA</b>	OSAIC WEALTH, INC.	CRD# 23131	01/19/2024

### QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **32** 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>IA</b>	WOODBURY FINANCIAL SERVICES, INC.	421	MANASSAS, VA	08/09/2005 - 01/19/2024
<b>B</b>	WOODBURY FINANCIAL SERVICES, INC.	421	MANASSAS, VA	05/11/2004 - 01/19/2024
<b>IA</b>	SPC	110692	MANASSAS, VA	04/16/2002 - 05/11/2004

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	6



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

### Employment 1 of 1

Firm Name: **OSAIC WEALTH, INC.**  
Main Address: 18700 N. HAYDEN ROAD  
SUITE 255  
SCOTTSDALE, AZ 85255  
Firm ID#: 23131

Regulator	Registration	Status	Date
<b>B</b> FINRA	Invest. Co and Variable Contracts	Approved	01/19/2024
<b>B</b> Arizona	Agent	Approved	01/19/2024
<b>B</b> California	Agent	Approved	01/19/2024
<b>B</b> Colorado	Agent	Approved	06/03/2024
<b>B</b> Connecticut	Agent	Approved	09/22/2025
<b>B</b> Delaware	Agent	Approved	01/19/2024
<b>B</b> District of Columbia	Agent	Approved	01/19/2024
<b>B</b> Florida	Agent	Approved	01/19/2024
<b>IA</b> Florida	Investment Adviser Representative	Approved	01/19/2024
<b>B</b> Georgia	Agent	Approved	01/19/2024
<b>B</b> Idaho	Agent	Approved	01/19/2024
<b>B</b> Illinois	Agent	Approved	01/19/2024
<b>B</b> Indiana	Agent	Approved	01/19/2024



### Qualifications

Regulator	Registration	Status	Date
<b>B</b> Iowa	Agent	Approved	01/19/2024
<b>B</b> Kentucky	Agent	Approved	01/19/2024
<b>B</b> Louisiana	Agent	Approved	01/19/2024
<b>B</b> Maryland	Agent	Approved	01/19/2024
<b>B</b> Michigan	Agent	Approved	01/19/2024
<b>B</b> Mississippi	Agent	Approved	01/19/2024
<b>B</b> New Hampshire	Agent	Approved	01/19/2024
<b>B</b> New Jersey	Agent	Approved	01/19/2024
<b>B</b> New Mexico	Agent	Approved	01/19/2024
<b>B</b> New York	Agent	Approved	01/19/2024
<b>B</b> North Carolina	Agent	Approved	01/19/2024
<b>B</b> Ohio	Agent	Approved	01/19/2024
<b>B</b> Oklahoma	Agent	Approved	01/19/2024
<b>B</b> Oregon	Agent	Approved	01/19/2024
<b>B</b> Pennsylvania	Agent	Approved	01/19/2024
<b>B</b> South Carolina	Agent	Approved	01/19/2024
<b>B</b> Tennessee	Agent	Approved	01/19/2024
<b>B</b> Texas	Agent	Approved	01/19/2024
<b>IA</b> Texas	Investment Adviser Representative	Restricted Approval	01/19/2024



### Qualifications

Regulator	Registration	Status	Date
<b>B</b> Utah	Agent	Approved	01/19/2024
<b>B</b> Virginia	Agent	Approved	01/19/2024
<b>IA</b> Virginia	Investment Adviser Representative	Approved	01/19/2024
<b>B</b> West Virginia	Agent	Approved	01/19/2024

### Branch Office Locations

**OSAIC WEALTH, INC.**  
8629 SUDLEY RD STE 202  
MANASSAS, VA 20110



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

#### Principal/Supervisory Exams

Exam	Category	Date
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No information reported.

#### General Industry/Product Exams

Exam	Category	Date
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<b>B</b> Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
<b>B</b> Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	02/02/1989

#### State Securities Law Exams

Exam	Category	Date
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<b>IA</b> Uniform Investment Adviser Law Examination (S65)	Series 65	01/27/1999
<b>B</b> Uniform Securities Agent State Law Examination (S63)	Series 63	01/12/1989

### 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	08/09/2005 - 01/19/2024	WOODBURY FINANCIAL SERVICES, INC.	CRD# 421	MANASSAS, VA
B	05/11/2004 - 01/19/2024	WOODBURY FINANCIAL SERVICES, INC.	CRD# 421	MANASSAS, VA
IA	04/16/2002 - 05/11/2004	SPC	CRD# 110692	MANASSAS, VA
B	04/09/2002 - 05/11/2004	SAMMONS SECURITIES COMPANY, LLC	CRD# 115368	ANN ARBOR, MI
IA	03/18/1999 - 04/08/2002	WASHINGTON SQUARE SECURITIES, INC.	CRD# 2882	RICHMOND, VA
B	07/25/1991 - 04/08/2002	WASHINGTON SQUARE SECURITIES, INC.	CRD# 2882	WINDSOR, CT
B	02/03/1989 - 09/13/1994	ALLMERICA INVESTMENTS, INC.	CRD# 3960	WORCESTER, MA

### 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	OSAIC WEALTH, INC.	REG REP	Y	MANASSAS, VA, United States
09/1982 - Present	PAYNE & ASSOCIATIES	PRESIDENT	Y	MANASSAS, VA, United States
05/2004 - 01/2024	WOODBURY FINANCIAL SERVICES, INC.	REGISTERED REP	Y	WOODBURY, 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. PAYNE & ASSOCIATES INSURANCE  
OWNER

0 HOURS DEVOTED TO BUSINESS

BUSINESS HAS \$0 ASSETS & 0 HOURS OF OPERATION

THIS IS AN OLD INSURANCE BUSINESS THAT WAS SOLD 12/2005. BOBBY MAINTAINS A BUSINESS LICENSE ONLY

1)BOBBY PAYNE JR; NONINV RELATED; 8629 SUDLEY RD STE 202 MANASSAS,VA; SERVICE OLD FIXED UL LIFE PRODUCTS; SELF; 02/02/1986; 1HR/MON; 0HR/MON; SERVICE CLIENTS



## Registration & Employment History



### OTHER BUSINESS ACTIVITIES

2. BOBBY R. PAYNE, JR.

POSITION: Agent NATURE: Fixed insurance product sales. INVESTMENT RELATED: Yes NUMBER OF HOURS: 1

SECURITIES TRADING HOURS: 1 START DATE: 01/01/1986

ADDRESS: 8629 SUDLEY ROAD, SUITE 202, Manassas VA 20110, United States

DESCRIPTION: Present insurance illustrations to clients, submit to underwriting, deliver the issued policy.



## 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	6

### 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 6

<b>Reporting Source:</b>	Individual
<b>Employing firm when activities occurred which led to the complaint:</b>	WOODBURY FINANCIAL SERVICES, INC.
<b>Allegations:</b>	Customer alleges that representative did not act in her best interest when recommending long term variable annuity product.
<b>Product Type:</b>	Annuity-Variable
<b>Alleged Damages:</b>	\$5,000.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	The Firm has made a good faith determination that alleged damages would be \$5,000 or more.
<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>	03/22/2022
<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	09/07/2022
<b>Settlement Amount:</b>	\$34,856.79



**Individual Contribution Amount:** \$5,000.00

### Disclosure 2 of 6

**Reporting Source:** Individual

**Employing firm when activities occurred which led to the complaint:** WOODBURY FINANCIAL SERVICES, INC.

**Allegations:** IN A COMPLAINT TO THE VIRGINIA COMMISSIONER OF INSURANCE, THE CUSTOMER ALLEGES THAT SHE WAS COERCED INTO SIGNING A SETTLEMENT WITH HARTFORD LIFE INSURANCE IN MARCH 2009 AFTER HER CLAIM FOR THE DEATH BENEFIT ON A POLICY ISSUED ON THE LIFE OF HER SPOUSE IN MAY 2008 WAS DENIED.

**Product Type:** Insurance  
Other: VARIABLE LIFE INSURANCE

**Alleged Damages:** \$52,565.31

**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:** 12/07/2009

**Complaint Pending?** No

**Status:** Denied

**Status Date:** 01/08/2010

**Settlement Amount:**

**Individual Contribution Amount:**

**Broker Statement** THE VUL POLICY IN QUESTION WAS ISSUED ON OR ABOUT MAY 30, 2008 AND THE INSURED DIED ON NOVEMBER 13, 2008. AFTER A ROUTINE INVESTIGATION DUE TO THE SHORT TIME BETWEEN ISSUE AND DEATH, HARTFORD INITIALLY DENIED THE CLAIM DUE TO MEDICAL INFORMATION CONCERNING A HEART CONDITION WHICH WAS NOT DISCLOSED ON THE APPLICATION. UPON FORMALLY CONTESTING THE CLAIM, HARTFORD SETTLED THE CLAIM WITH [CUSTOMER] FOR \$100,000.00 IN MARCH 2009.

### Disclosure 3 of 6

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** WASHINGTON SQUARE SECURITIES, INC.

**Allegations:** CLIENT ALLEGES THE RR MISREPRESENTED A VUL POLICY AS A RETIREMENT FUND. THE CLIENT CLAIMS SHE WAS NEVER TOLD SHE HAD TO MAKE ADDITIONAL PREMIUM PAYMENTS TO KEEP THE POLICY IN FORCE. NOW THE CONTRACT HAS LAPSED AND THE CLIENT HAS LOST THE INITIAL PREMIUM OF \$52,518.96.



**Product Type:** Options  
**Other Product Type(s):** VUL  
**Alleged Damages:** \$52,518.96

**Customer Complaint Information**

**Date Complaint Received:** 11/09/2006  
**Complaint Pending?** No  
**Status:** Denied  
**Status Date:** 11/29/2006

**Settlement Amount:**

**Individual Contribution Amount:**

**Firm Statement** THE CUSTOMERS ALLEGATIONS WERE INVESTIGATED BY AN AFFILIATED THIRD PARTY (THE ISSUING INSURANCE COMPANY) AND WERE FOUND TO BE WITHOUT MERIT.

**Reporting Source:** Individual  
**Employing firm when activities occurred which led to the complaint:** WASHINGTON SQUARE SECURITIES, INC.

**Allegations:** CLIENT ALLEGES THE RR MISREPRESENTED A VUL POLICY AS A RETIREMENT FUND. THE CLIENT CLAIMS THAT SHE WAS NEVER TOLD SHE HAD TO MAKE ADDITIONAL PREMIUM PAYMENTS TO KEEP THE POLICY IN FORCE. CONTRACT HAS NOW LAPSED AND CLIENT HAS LOST THE INITIAL PREMIUM OF \$52518.96

**Product Type:** Other  
**Other Product Type(s):** VUL  
**Alleged Damages:** \$52,518.96

**Customer Complaint Information**

**Date Complaint Received:** 11/10/2006  
**Complaint Pending?** No  
**Status:** Denied  
**Status Date:** 11/29/2006

**Settlement Amount:**

**Individual Contribution Amount:**

**Disclosure 4 of 6**

**Reporting Source:** Firm  
**Employing firm when activities occurred which led to the complaint:** WASHINGTON SQUARE SECURITIES, INC.

**Allegations:** CLIENT ALLEGED UNSUITABILITY. ALLEGED DAMAGES ARE ESTIMATED TO



EXCEED \$5,000.00.

**Product Type:** Insurance

**Alleged Damages:**

**Customer Complaint Information**

**Date Complaint Received:** 08/25/2003

**Complaint Pending?** No

**Status:** Denied

**Status Date:** 08/27/2003

**Settlement Amount:**

**Individual Contribution Amount:**

**Firm Statement** IN THEIR REVIEW RELIASTAR LIFE INSURANCE COMPANY FOUND NO EVIDENCE TO SUPPORT ALLEGATIONS AND DENIED CLAIM.

**Reporting Source:** Individual

**Employing firm when activities occurred which led to the complaint:** WASHINGTON SQUARE SECURITIES, INC.

**Allegations:** CLIENT ALLEGED UNSUITABILITY. ALLEGED DAMAGES ARE ESTIMATED TO EXCEED \$5000.00

**Product Type:** Insurance

**Alleged Damages:** \$20,000.00

**Customer Complaint Information**

**Date Complaint Received:** 08/25/2003

**Complaint Pending?** No

**Status:** Denied

**Status Date:** 08/27/2003

**Settlement Amount:**

**Individual Contribution Amount:**

**Broker Statement** IN THEIR REVIEW, RELIASTAR LIFE INSURANCE COMPANY FOUND NO EVIDENCE TO SUPPORT ALLEGATIONS AND DENIED CLAIM.

**Disclosure 5 of 6**

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** WASHINGTON SQUARE SECURITIES, INC.

**Allegations:** CLIENT ALLEGES UNSUITABILITY. ALLEGED DAMAGES ARE ESTIMATED TO EXCEED \$5,000.00.

**Product Type:** Annuity(ies) - Variable



**Alleged Damages:**

**Customer Complaint Information**

**Date Complaint Received:** 05/02/2003  
**Complaint Pending?** No  
**Status:** Closed/No Action  
**Status Date:** 05/08/2003

**Settlement Amount:**

**Individual Contribution Amount:**

**Reporting Source:** Individual  
**Employing firm when activities occurred which led to the complaint:** SAMMONS SECURITIES CO. LLC

**Allegations:** CLIENT STATES SHE WAS UNAWARE OF TAX PENALTIES FOR 72(T) DISTRIBUTIONS. ALLEGES NE VA POLICY AND SURRENDER CHARGES NOT IN HER BEST INTEREST. 1035 EXCHANGE OCCURRED 7/8/2002

**Product Type:** Annuity(ies) - Variable  
**Alleged Damages:** \$9,297.88

**Customer Complaint Information**

**Date Complaint Received:** 05/06/2003  
**Complaint Pending?** No  
**Status:** Denied  
**Status Date:** 05/28/2003

**Settlement Amount:**

**Individual Contribution Amount:**

**Disclosure 6 of 6**

**Reporting Source:** Firm  
**Employing firm when activities occurred which led to the complaint:** WASHINGTON SQUARE SECURITIES, INC.

**Allegations:** CUSTOMER ALLEGED THAT MR. PAYNE PLACED HER IN VUL POLICY, AND THAT POLICY WAS UNSUITABLE GIVEN HER AGE AND ECONOMIC STATUS. THE POLICY WAS WRITTEN MARCH 23, 2001.

**Product Type:** Other  
**Other Product Type(s):** VUL POLICY  
**Alleged Damages:** \$234,000.00

**Customer Complaint Information**

**Date Complaint Received:** 02/28/2003



**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**

.....

**Reporting Source:** Individual

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

**Allegations:** CUSTOMER ALLEGED THAT MR PAYNE PLACED HER IN A VUL POLICY AND THAT THE POLICY WAS UNSUITABLE GIVEN HER AGE AND ECONOMIC STATUS. POLICY WAS WRITTEN MARCH 23, 2001

**Product Type:** Other

**Other Product Type(s):** VUL

**Alleged Damages:** \$234,000.00

**Customer Complaint Information**

**Date Complaint Received:** 02/28/2003

**Complaint Pending?** No

**Status:** Closed/No Action

**Status Date:** 04/03/2003

**Settlement Amount:** \$0.00

**Individual Contribution Amount:** \$0.00



## End of Report

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