IAPD Report

STEPHEN GERARD GOODITIS

CRD# 1800993

Section Title

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

STEPHEN GERARD GOODITIS (CRD# 1800993)

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 **09/11/2024**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	IAM ADVISORY LLC	CRD# 305492	03/09/2020

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
IA	INVESTMENT ADVISORS ASSET MANAGEMENT, LLC	128716	EASTON, PA	12/07/2004 - 06/30/2020
B	ROYAL ALLIANCE ASSOCIATES, INC.	23131	EASTON, PA	11/29/2006 - 03/09/2020
IA	TITAN FINANCIAL SERVICES, LLC	129384	FLEMINGTON, NJ	11/29/2004 - 11/20/2015

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: **IAM ADVISORY LLC**

Main Address: 137 NORTH SECOND STREET
EASTON, PA 18042

Firm ID#: 305492

	Regulator	Registration	Status	Date
IA	Pennsylvania	Investment Adviser Representative	Approved	03/09/2020
IA	Texas	Investment Adviser Representative	Approved	11/17/2020

Branch Office Locations

IAM ADVISORY LLC
137 NORTH SECOND STREET
EASTON, PA 18042

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
B	Registered Options Principal Examination (S4)	Series 4	04/09/2001
B	General Securities Principal Examination (S24)	Series 24	08/28/1998

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	12/24/1996
B	Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	04/07/1988

State Securities Law Exams

	Exam	Category	Date
IA	Uniform Investment Adviser Law Examination (S65)	Series 65	01/29/1999
B	Uniform Securities Agent State Law Examination (S63)	Series 63	04/07/1988

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
IA	12/07/2004 - 06/30/2020	INVESTMENT ADVISORS ASSET MANAGEMENT, LLC	CRD# 128716	EASTON, PA
B	11/29/2006 - 03/09/2020	ROYAL ALLIANCE ASSOCIATES, INC.	CRD# 23131	EASTON, PA
IA	11/29/2004 - 11/20/2015	TITAN FINANCIAL SERVICES, LLC	CRD# 129384	FLEMINGTON, NJ
B	04/08/1988 - 12/04/2006	INVESTMENT ADVISORS & CONSULTANTS, INC.	CRD# 7996	FLEMINGTON, NJ

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
03/2020 - Present	IAM ADVISORY LLC	INVESTMENT ADVISER REPRESENTATIVE	Y	EASTON, PA, United States
11/2006 - 03/2020	ROYAL ALLIANCE ASSOCIATES, INC.	REGISTERED REPRESENTATIVE	Y	FLEMINGTON, NJ, United States
01/2004 - 03/2020	INVESTMENT ADVISORS ASSET MANAGEMENT, LLC	INVESTMENT ADVISER REPRESENTATIVE	Y	FLEMINGTON, NJ, 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.

STEPHEN GOODITIS; NON-INVESTMENT RELATED; 137 N. 2ND STREET, EASTON, PA 18042; NOTARY; STARTED 01/01/2000; >1 HR/MTH; >1 HR/MTH DURING ST HOURS; NOTARY SERVICES.

STEPHEN GOODITIS; NON-INVESTMENT RELATED; 137 N. 2ND STREET, EASTON, PA 18042.

4. STEPHEN G. GOODITIS
POSITION: Owner - NATURE: Sole Proprietorship - INVESTMENT RELATED: No NUMBER OF HOURS: 2 SECURITIES TRADING HOURS: 2 START DATE: 01/01/1988
ADDRESS: 137 N. 2nd Street, Easton PA 18042, United States
DESCRIPTION: I will be meeting with clients who are looking for medicare supplement programs or health insurance for their companies.

Registration & Employment History

OTHER BUSINESS ACTIVITIES

STEPHEN G. GOODITIS
POSITION: Owner - NATURE: Sole Proprietorship - INVESTMENT RELATED: Yes NUMBER OF HOURS: 1 SECURITIES TRADING HOURS: 1 START DATE: 01/31/1988
ADDRESS: 137 North Second Street, Easton PA 18042, United States
DESCRIPTION: When appropriate, my clients may have a need for life insurance, long term care insurance, fixed annuities, or long term disability coverage and health insurance.

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:	Individual
Employing firm when activities occurred which led to the complaint:	IAM Advisory, LLC
Allegations:	Customers alleged that a variable annuity they purchased in March 2022 was not appropriate for them
Product Type:	Annuity-Variable
Alleged Damages:	$75,618.48
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:	07/20/2022
Complaint Pending?	Yes
Settlement Amount:	
Individual Contribution Amount:	
Broker Statement	The [REDACTED] met with Mr. Gooditis to discuss investing money they received from the sale of real estate. They asked if they could invest the funds in an existing variable annuity they owned with Lincoln Benefit Life . They clearly understood the Lincoln Benefit Life annuity was a variable annuity, as they had received numerous

account statements showing the account value and its fluctuations. Mr. Gooditis explained they could not add to this existing annuity since they were currently taking distributions from it and Lincoln would not allow additional deposits. Mr. Gooditis reviewed the Nationwide Variable Annuity, to be invested in a "moderate risk" portfolio made up of five equity/bond sub accounts along with a "Living Benefit Rider" for guaranteed monthly income. The [REDACTED] received, by email, an illustration from Nationwide regarding the variable annuity contract, how it works including all fees, income distributions and potential portfolio value fluctuations.

Before the [REDACTED] could purchase the annuity, a due diligence suitability call was conducted which included an Agent from Nationwide, the [REDACTED] and Mr. Gooditis. With the [REDACTED] consent, this call (lasting approximately 13 minutes) was recorded. The purpose of the call was to be sure the annuity contract recommended by Mr. Gooditis was suitable and fully understood by the [REDACTED]. The potential for investment fluctuation was mentioned and acknowledged by the [REDACTED]. At the conclusion of the call the [REDACTED] were again asked if they understood everything and if they had any additional questions. They answered (yes) they did understand and (no) they had no other questions.

The [REDACTED] clearly understood the difference between a fixed and variable annuity as evidenced by their ownership of a VA with Lincoln and as evidenced by their participation in the Nationwide due diligence call and their responses that they understood what they were investing in. We disagree with any contention that the [REDACTED] thought they were purchasing a fixed annuity.

End of Report

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