



## IAPD Report

# JOHN CAROL GARRETT JR

CRD# 1844250

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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

### JOHN CAROL GARRETT JR (CRD# 1844250)

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 **05/29/2024**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	CAPTRUST	CRD# 175112	04/22/2015

### QUALIFICATIONS

This representative is currently registered in **0** SRO(s) and **1** 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	CAPFINANCIAL SECURITIES, LLC.	126291	RALEIGH, NC	10/20/2003 - 05/24/2024
IA	CAPTRUST FINANCIAL ADVISORS OR "CAPTRUST"	126291	RALEIGH, NC	10/20/2003 - 04/22/2015
IA	WACHOVIA SECURITIES FINANCIAL NETWORK, LLC	11025	RALEIGH, NC	10/23/2002 - 10/17/2003

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	4



## 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 **1** jurisdiction(s) and **0** SRO(s) through his or her employer(s).

#### Employment 1 of 1

Firm Name: **CAPTRUST**  
Main Address: 4208 SIX FORKS RD  
SUITE 1700  
RALEIGH, NC 27609  
Firm ID#: 175112

Regulator	Registration	Status	Date
<b>IA</b> North Carolina	Investment Adviser Representative	Approved	04/22/2015

#### Branch Office Locations

**CAPTRUST**  
4208 SIX FORKS RD  
SUITE 1700  
RALEIGH, NC 27609



## 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, 3 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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Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
General Securities Representative Examination (S7)	Series 7	03/15/2000
Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	07/07/1988

#### State Securities Law Exams

Exam	Category	Date
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Uniform Combined State Law Examination (S66)	Series 66	04/07/2000
Uniform Securities Agent State Law Examination (S63)	Series 63	10/21/1988

### 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
B	10/20/2003 - 05/24/2024	CAPFINANCIAL SECURITIES, LLC.	CRD# 126291	RALEIGH, NC
IA	10/20/2003 - 04/22/2015	CAPTRUST FINANCIAL ADVISORS OR "CAPTRUST"	CRD# 126291	RALEIGH, NC
IA	10/23/2002 - 10/17/2003	WACHOVIA SECURITIES FINANCIAL NETWORK, LLC	CRD# 11025	RALEIGH, NC
B	06/15/2002 - 10/17/2003	WACHOVIA SECURITIES FINANCIAL NETWORK, LLC	CRD# 11025	ST. LOUIS, MO
IA	12/31/2001 - 06/27/2002	CAPTRUST FINANCIAL ADVISORS	CRD# 41727	RALEIGH, NC
B	03/20/2000 - 06/15/2002	CAPTRUST FINANCIAL ADVISORS, LLC	CRD# 41727	CHARLOTTE, NC
B	04/02/1996 - 12/31/1999	PRINCOR FINANCIAL SERVICES CORPORATION	CRD# 1137	DES MOINES, IA
B	07/08/1988 - 02/07/1996	PRUCO SECURITIES CORPORATION	CRD# 5685	NEWARK, NJ
B	07/08/1988 - 12/10/1993	THE PRUDENTIAL INSURANCE COMPANY OF AMERICA	CRD# 680	NEWARK, 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
10/2003 - Present	CapFinancial Partners LLC (CAPTRUST)	Investment Adviser Representative	Y	Raleigh, NC, United States
10/2003 - 05/2024	CapFinancial Securities LLC	Registered Representative	Y	Raleigh, NC, 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.

No information reported.



## 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	4

### 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 4

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** THE PRUDENTIAL INSURANCE COMPANY OF AMERICA

**Allegations:** WITH REGARD TO HIS 1966 & 1996 TRADITIONAL POLICIES, [CUSTOMER] ALLEGES, "FEBRUARY 10, 1990, MR. JOHN GARRETT CAME TO OUR HOME TO CHECK ALL OUR INSURANCE POLICIES. AFTER CHECKING POLICY [BAN] HE INFORMED US THAT THIS POLICY AND ENOUGH DIVIDENDS ACCUMULATED THAT HE COULD WRITE US A NEW POLICY AND PAY THE PREMIUMS WITH THE DIVIDENDS FROM THE POLICY WE HAD. HE SAID THAT WE HAD ENOUGH INVESTED IN THIS POLICY THAT WE WOULD END UP WITH A PAID UP LIFE INSURANCE POLICY." THE CLIENT STATED FURTHER, "MR. GARRETT HAD LET THEM ALL LAPSE INCLUDING THE ABOVE POLICY # [BAN]."

**Product Type:**

**Alleged Damages:**

### Customer Complaint Information

**Date Complaint Received:** 02/06/1996

**Complaint Pending?** No

**Status:** Settled

**Status Date:**

**Settlement Amount:**



**Individual Contribution Amount:**

**Firm Statement**

THE COMPANY WILL USE DIVIDENDS TO PAY PREMIUMS EACH YEAR FOR AS LONG AS THEY CAN. IF THE DIVIDENDS ARE INSUFFICIENT TO PAY THE PREMIUM THE PRUDENTIAL WILL BE RESPONSIBLE FOR THE PREMIUM DUE WITH NO OUT OF POCKET EXPENSE TO THE CLIENT. ONCE THE ANNIVERSARY DIVIDEND EQUALS THE ANNUAL PREMIUM DUE, THE PRUDENTIAL'S OBLIGATION WILL END. SETTLEMENT COST OVER \$5,000. THIS ALLEGATION, PLUS THE SETTLEMENT OF OVER \$5,000 IS BEING REPORTED TO COMPLY WITH NASD RULES.

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**Reporting Source:**

Individual

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

THE PRUDENTIAL INSURANCE COMPANY OF AMERICA

**Allegations:**

THAT I GUARANTEED DIVIDENDS FROM PREVIOUS PRUDENTIAL POLICIES WOULD PAY PREMIUMS ON NEW LARGER POLICY WITH PRUDENTIAL. (WHICH WAS UNTRUE)

**Product Type:**

**Alleged Damages:**

**Customer Complaint Information**

**Date Complaint Received:** 02/06/1996

**Complaint Pending?** No

**Status:** Settled

**Status Date:**

**Settlement Amount:**

**Individual Contribution Amount:**

**Broker Statement**

PRUDENTIAL WILL BE RESPONSIBLE TO PAY PREMIUMS FOR THE PREMIUM DUE WITH NO OUT OF PCOKET EXPENSE TO THE CLIENT. AS A NEW AGENT WITH PRUDENTIAL, THIS WAS A SALES ACTIVITY THAT I WAS TRAINED TO DO, WAS INSTRUCTED & GIVEN THE LEADS FOR PROSPECTS & ENCOURAGED BY MANAGEMENT (BOTH LOCALLY & A REGIONAL FIELD CONSULTANT) TO SELL NEW POLICIES THIS WAY. I NEVER GUARANTEED ANY VALUES OR AMOUNTS OR NUMBER OF PREMIUMS. I ALWAYS TOLD THE CLIENT THAT IF DIVIDEND SCALES DROPPED OR LOANS OR WITHDRAWALS FROM THE POLICIES THAT THEY MAY HAVE TO PAY ADDITIONAL PREMIUMS. (AT AN AGENCY MEETING, THIS TECHNIQUE WAS SHOWN & ENCOURAGED TO US TO WRITE MORE INSURANCE.)

**Disclosure 2 of 4**

**Reporting Source:**

Firm



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

THE PRUDENTIAL INSURANCE COMPANY OF AMERICA

**Allegations:**

WITH REGARD TO HIS 1989 TRADITIONAL POLICY [CUSTOMER] ALLEGES DURING A PHONE CONVERSATION, AN AGENT CALLED

ME AND TOLD ME THAT HE COULD SELL ME ADDITIONAL INSURANCE USING THE DIVIDENDS FROM MY OLD POLICY AND THAT I WOULD NEVER HAVE TO MAKE PAYMENTS. I TOLD HIM THAT I DID NOT THINK THAT THERE WERE ENOUGH DIVIDENDS AND THAT I DID NOT WANT TO HAVE TO PAY ANY PREMIUMS BECAUSE I WAS 59. HE INSISTED THAT THERE WERE ENOUGH DIVIDENDS TO COVER THE PREMIUM INDEFINITELY.

NOW, I HAVE COME TO REALIZE THAT THE POLICY (THE ORIGINAL POLICY) ONLY HAS ENOUGH DIVIDENDS TO PAY FOR ONE MORE YEAR AND THAT THE NEW POLICY WON'T BE ABLE TO PAY FOR ITSELF UNTIL 2008.

**Product Type:**

**Alleged Damages:**

**Customer Complaint Information**

**Date Complaint Received:** 02/12/1996

**Complaint Pending?** No

**Status:** Settled

**Status Date:**

**Settlement Amount:**

**Individual Contribution Amount:**

**Firm Statement**

THE COMPANY WILL CHANGE THE DIVIDEND OPTION TO REDUCE PREMIUM AND USE THE POLICY'S DIVIDENDS, IN ADDITION TO DIVIDENDS FROM OTHER POLICY TO PAY FUTURE PREMIUMS. IF THE DIVIDENDS ARE INSUFFICIENT TO PAY FUTURE PREMIUMS THE PRUDENTIAL WILL BE RESPONSIBLE WITH NO OUT OF POCKET EXPENSE TO THE CLIENT. WHEN THE POLICY REACHES THE POINT WHERE THE DIVIDEND EQUALS THE PREMIUM, THE COMPANY'S OBLIGATION WILL END. SETTLEMENT OVER \$5,000. THE SETTLEMENT OF OVER \$5,000 IS BEING REPORTED TO COMPLY WITH NASD RULES.

**Reporting Source:** Individual

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

THE PRUDENTIAL INSURANCE COMPANY OF AMERICA

**Allegations:**

THAT I GUARANTEED DIVIDENDS FROM PREVIOUS PRUDENTIAL POLICY WOULD PAY PREMIUMS ON NEW LARGER POLICY WITH PRUDENTIAL (WHICH WAS UNTRUE)

**Product Type:**

**Alleged Damages:****Customer Complaint Information****Date Complaint Received:** 02/12/1996**Complaint Pending?** No**Status:** Settled**Status Date:****Settlement Amount:****Individual Contribution Amount:****Broker Statement**

PRUDENTIAL WILL BE RESPONSIBLE FOR PREMIUMS AT NO OUT OF POCKET EXPENSE TO THE CLIENT. AS A NEW AGENT WITH PRUDENTIAL THIS WAS A SALES ACTIVITY THAT I WAS TRAINED TO DO & WAS INSTRUCTED, GIVEN THE LENDS & ENCOURAGED BY MANAGEMENT (BOTH LOCALLY & REGIONAL FIELD CONSULTANT) TO SELL NEW POLICIES THIS WAY. I NEVER GUARANTEED ANY VALUES OR AMOUNTS OR NUMBER OF PREMIUMS. I ALWAYS TOLD THE CLIENT THAT IF DIVIDEND SCALES DROPPED OR LOAN OR WITHDRAWALS FROM THE POLICIES THAT THEY MAY HAVE TO PAY ADDITIONAL PREMIUMS. (AT AN AGENCY MEETING, THIS TECHNIQUE WAS SHOWN AND ENCOURAGED TO US TO WRITE MORE INSURANCE)

**Disclosure 3 of 4****Reporting Source:** Firm**Employing firm when activities occurred which led to the complaint:** THE PRUDENTIAL INSURANCE COMPANY OF AMERICA**Allegations:** WITH REGARD TO HIS 1991 TRADITIONAL POLICY [CUSTOMER] ALLEGES, "I BASED MY DECISION TO PURCHASE ON THE ATTACHED ILLUSTRATION WHICH ASSUMES THAT DIVIDENDS WILL BE SUFFICIENT TO MAKE ANNUAL PAYMENT IN POLICY YEAR 7 TO 8 (MY APPROXIMATE RETIREMENT DATE) WHILE HOLDING THE TOTAL DEATH BENEFITS AROUND \$200,000. THE ILLUSTRATION YOU SENT DEVIATES FROM THIS PLAN BY EXTENDING ANNUAL PAYMENTS TILL YEAR 10, OR 3 YEARS BEYOND MY APPROXIMATE RETIREMENT DATE. AFTER RETIREMENT, I WILL NOT BE ABLE TO AFFORD THESE ANNUAL PREMIUMS."**Product Type:****Alleged Damages:****Customer Complaint Information****Date Complaint Received:** 01/25/1996**Complaint Pending?** No**Status:** Settled**Status Date:****Settlement Amount:**



**Individual Contribution Amount:**

**Firm Statement**

THE COMPANY BEGINNING IN THE 8TH POLICY YEAR (1998) WILL USE CURRENT AND FUTURE DIVIDENDS TO PAY ALL FUTURE ANNUAL PREMIUMS. IF THE DIVIDENDS ARE NOT SUFFICIENT TO PAY FUTURE PREMIUMS THE PRUDENTIAL WILL BE RESPONSIBLE WITH NO OUT OF POCKET EXPENSE TO THE CLIENT. SETTLEMENT OVER \$5,000. THE SETTLEMENT OF OVER \$5,000 IS BEING REPORTED TO COMPLY WITH NASD RULES.

**Reporting Source:**

Individual

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

THE PRUDENTIAL INSURANCE COMPANY OF AMERICA

**Allegations:**

THE ILLUSTRATION SHOWED PREMIUMS COULD BE MADE BY ANNUAL DIVIDENDS THE YEAR HE RETIRED & ALL FUTURE PREMIUM. NOW CURRENT ILLUSTRATION DEVIATES FROM THE ORIGINAL & EXTENDS HIS ANNUAL PAYMENTS 3 YEARS AFTER HIS RETIREMENT.

**Product Type:**

**Alleged Damages:**

**Customer Complaint Information**

**Date Complaint Received:** 01/25/1996

**Complaint Pending?** No

**Status:** Settled

**Status Date:**

**Settlement Amount:**

**Individual Contribution Amount:**

**Broker Statement**

PRUDENTIAL WILL BE RESPONSIBLE TO PAY PREMIUMS FOR THE PREMIUM DUE WITH NO OUT OF POCKET EXPENSE TO THE CLIENT. [CUSTOMER] ADVANCED PAID HIS LIFE POLICY USING FIGURES THAT I RECEIVED FROM PRUDENTIALS HOME OFFICE. I EXPLAINED TO HIM AS WELL AS POINTED OUT ON THE ILLUSTRATION THAT THESE FIGURES ARE NOT GUARANTEED & ONLY PROJECTIONS THE SAME AS THE COMPETITION (NEW YORK=LIFE, NEW ENGLAND & NORTHWESTERN MUTUAL) THAT IF DIVIDENDS REDUCED HE WOULD BE REQUIRED TO PAY ADDITIONAL PREMIUMS TO KEEP THE INSURANCE IN FORCE. I NEVER GUARANTEED ANY TIME THAT THE POLICY WOULD BE PAID UP.

**Disclosure 4 of 4**

**Reporting Source:**

Firm

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

THE PRUDENTIAL INSURANCE COMPANY OF AMERICA



**Allegations:** WITH REGARD TO HIS 1990 TRADITIONAL POLICY [CUSTOMER] ALLEGES DURING A PHONE CONVERSATION, WAS TOLD BY THE AGENT IN 1990 WHEN POLICY [BAN] WAS TAKEN OUT THAT THE DIVIDENDS ON POLICY [BAN] WOULD BE ENOUGH TO ALWAYS PAY THE PREMIUM ON POLICY [BAN] AND HAS FOUND OUT THAT IS NOT TRUE.

**Product Type:**

**Alleged Damages:**

**Customer Complaint Information**

**Date Complaint Received:** 04/11/1996

**Complaint Pending?** No

**Status:** Settled

**Status Date:**

**Settlement Amount:**

**Individual Contribution Amount:**

**Firm Statement** THE COMPANY CHANGED THE DIVIDEND OPTION TO REDUCE PREMIUM. THE COMPANY WILL USE THE DIVIDENDS TO PAY FUTURE PREMIUMS. IF DIVIDENDS ARE INSUFFICIENT TO PAY FUTURE PREMIUMS THE PRUDENTIAL WILL BE RESPONSIBLE WITH NO FUTURE OUT OF POCKET EXPENSE TO THE CLIENT, UNTIL SUCH TIME THAT THE ANNUAL DIVIDEND EQUALS THE ANNUAL PREMIUM. THE SETTLEMENT OF OVER \$5,000 IS BEING REPORTED TO COMPLY WITH NASD RULES.

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**Reporting Source:** Individual

**Employing firm when activities occurred which led to the complaint:** THE PRUDENTIAL INSURANCE COMPANY OF AMERICA

**Allegations:** THAT I GUARANTEED DIVIDENDS FROM A PREVIOUS PRUDENTIAL POLICY WOULD PAY PREMIUMS ON A NEW, LARGER PRUDENTIAL POLICY. (WHICH WAS UNTRUE)

**Product Type:**

**Alleged Damages:**

**Customer Complaint Information**

**Date Complaint Received:** 04/11/1996

**Complaint Pending?** No

**Status:** Settled

**Status Date:**

**Settlement Amount:**

**Individual Contribution Amount:**

**Broker Statement** PRUDENTIAL WILL BE RESPONSIBLE TO PAY PREMIUMS FOR THE PREMIUM DUE WITH NO OUT OF POCKET EXPENSE TO THE



CLIENT.

AS A NEW AGENT WITH PRUDENTIAL, THIS WAS A SALES ACTIVITY THAT I WAS TRAINED TO DO WAS INSTRUCTED & GIVEN THE LEAD & ENCOURAGED BY MANAGEMENT (BOTH LOCALLY & A REGIONAL FIELD CONSULTANT) TO SELL A NEW POLICIES. I NEVER GUARANTEED ANY VALUES OR AMOUNTS OR NUMBERS OF PREMIUMS. I ALWAYS TOLD THE

CLIENT THAT IF DIVIDEND SALES DROPPED OR LOANS OR WITHDRAWLS FROM THE POLICIES MAY CAUSE THEM TO PAY ADDITIONAL PREMIUMS. AT AN AGENCY MEETING, THIS WAS A TECHNIQUE THAT WAS SHOWN AND ENCOURAGED TO WRITE MORE INS.



## End of Report

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