



IAPD Report

JOSEPH M LATOUR

CRD# 2070716

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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

JOSEPH M LATOUR (CRD# 2070716)

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 **08/04/2020**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	SOWELL MANAGEMENT	CRD# 127145	12/21/2016

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
IA	CONCERT WEALTH MANAGEMENT	141253	Cumming, GA	06/04/2014 - 04/05/2017
IA	SIGNATOR FINANCIAL SERVICES, INC.	19061	CUMMING, GA	04/13/2009 - 06/05/2014
B	SIGNATOR FINANCIAL SERVICES, INC.	19061	CUMMING, GA	03/17/2009 - 06/05/2014

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

Employment 1 of 1

Firm Name: **SOWELL MANAGEMENT**
Main Address: 5320 NORTSHORE DRIVE
NORTH LITTLE ROCK, AR 72118
Firm ID#: 127145

Regulator	Registration	Status	Date
IA Georgia	Investment Adviser Representative	Approved	12/21/2016

Branch Office Locations

SOWELL MANAGEMENT
Cumming, GA



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 General Securities Representative Examination (S7)	Series 7	10/26/1994
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B Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	06/27/1990
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State Securities Law Exams

Exam	Category	Date
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B Uniform Securities Agent State Law Examination (S63)	Series 63	08/27/1999
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IA Uniform Investment Adviser Law Examination (S65)	Series 65	06/12/1997
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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	06/04/2014 - 04/05/2017	CONCERT WEALTH MANAGEMENT	CRD# 141253	Cumming, GA
IA	04/13/2009 - 06/05/2014	SIGNATOR FINANCIAL SERVICES, INC.	CRD# 19061	CUMMING, GA
B	03/17/2009 - 06/05/2014	SIGNATOR FINANCIAL SERVICES, INC.	CRD# 19061	CUMMING, GA
B	04/19/2006 - 03/12/2009	AIG RETIREMENT ADVISORS, INC.	CRD# 42803	HOUSTON, TX
IA	04/19/2006 - 03/12/2009	AIG RETIREMENT ADVISORS, INC.	CRD# 42803	HOUSTON, TX
B	10/14/2005 - 04/11/2006	ESSEX NATIONAL SECURITIES, INC.	CRD# 25454	GLOUCESTER, NJ
B	11/24/2004 - 06/28/2005	PNC INVESTMENTS	CRD# 129052	PITTSBURGH, PA
IA	11/24/2004 - 06/28/2005	PNC INVESTMENTS	CRD# 129052	CRANBURY, NJ
B	10/20/2004 - 11/26/2004	BANC OF AMERICA INVESTMENT SERVICES, INC.	CRD# 16361	BOSTON, MA
IA	10/20/2004 - 11/26/2004	BANC OF AMERICA INVESTMENT SERVICES, INC.	CRD# 16361	EAST BRUNSWICK, NJ
IA	11/21/2002 - 10/20/2004	QUICK & REILLY, INC.	CRD# 11217	EAST BRUSWICK, NJ
B	11/05/2001 - 10/20/2004	QUICK & REILLY, INC.	CRD# 11217	NEW YORK, NY
B	09/22/1999 - 11/09/2001	TUCKER ANTHONY INCORPORATED	CRD# 837	BOSTON, MA
B	02/26/1997 - 09/17/1999	FIRST UNION BROKERAGE SERVICES, INC.	CRD# 8112	CHARLOTTE, NC
B	11/27/1995 - 02/25/1997	FLEET ENTERPRISES, INC.	CRD# 17434	NEW YORK, NY
B	03/15/1995 - 11/27/1995	MDS SECURITIES INCORPORATED	CRD# 29367	CARMEL, IN



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	08/21/1992 - 03/09/1995	NATWEST INVESTOR SERVICES CORPORATION	CRD# 17434	NEW YORK, NY
B	02/28/1991 - 08/14/1992	C. J. M. PLANNING CORP.	CRD# 5698	POMPTON LAKES, NJ
B	06/28/1990 - 12/20/1990	PRUCO SECURITIES CORPORATION	CRD# 5685	NEWARK, NJ
B	06/28/1990 - 12/20/1990	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
12/2016 - Present	Sowell Management Services	Investment Advisor Representative	Y	North Little Rock, AR, United States
03/2009 - Present	SYMETRA INVESTMENT SERVICE, INC.	REGISTERED REPRESENTATIVE	Y	BELLEVUE, WA, United States
06/2014 - 03/2017	CONCERT WEALTH MANAGEMENT, INC.	INVESTMENT ADVISOR REPRESENTATIVE	Y	SAN JOSE, 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.

Annuity Fiduciary: Owner/Agent, Started 4/2009, 40 hours per month, approximately 30 hours per month during trading hours, non-investment related, sales & service of fixed and immediate annuities.

Insurance Fiduciary: Owner/Agent, Started 4/2009, 40 hours per month, approximately 30 hours per month during trading hours, non-investment related, sales & service of life, health, disability, travel, Medicare Advantage, Medicare Supplement and long-term care insurance products and services.



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
Regulatory Event	1
Customer Dispute	1

Regulatory Event

This disclosure event may include a final, formal proceeding initiated by a regulatory authority (e.g., a state securities agency, a federal regulator such as the Securities and Exchange Commission or the Commodities Futures Trading Commission, or a foreign financial regulatory body) for a violation of investment-related rules or regulations. This disclosure event may also include a revocation or suspension of an Investment Adviser Representative's authority to act as an attorney, accountant or federal contractor.

Disclosure 1 of 1

Reporting Source: Regulator

Regulatory Action Initiated By: NASD

Sanction(s) Sought:

Date Initiated: 10/13/2006

Docket/Case Number: [2005002247101](#)

Employing firm when activity occurred which led to the regulatory action: PNC INVESTMENTS

Product Type: Annuity-Fixed

Allegations: NASD RULE 2110: ONE OF THE LATOUR'S CUSTOMERS AGREED TO SURRENDER A FIXED ANNUITY THAT HE HAD PRUCHASED AND INVEST THE PROCEEDS IN A SECURITIES PRODUCT. LATOUR HAD NOT BEEN THE REPRESENTATIVE OF RECORD FOR THE FIXED ANNUITY PURCHASE. IN AN EFFORT TO CAUSE THE ANNUITY TO BE LIQUIDATED AND THE PROCEEDS SENT TO THE CUSTOMER SO THE FUNDS COULD BE REINVESTED, LATOUR CALLED THE COMPANY THAT HAD ISSUED THE ANNUITY, FALSELY IDENTIFIED HIMSELF AS THE REPRESENTATIVE OF RECORD AND ASKED THAT THE ANNUITY BE LIQUIDATED AND THE PROCEEDS REMITTED TO THE CUSTOMER.

Current Status: Final

Resolution: Acceptance, Waiver & Consent(AWC)



Does the order constitute a final order based on violations of any laws or regulations that prohibit fraudulent, manipulative, or deceptive conduct? No

Resolution Date: 10/13/2006

Sanctions Ordered: Civil and Administrative Penalty(ies)/Fine(s)
Suspension

Regulator Statement WITHOUT ADMITTING OR DENYING THE FINDINGS, RESPONDENT CONSENTED TO THE DESCRIBED SANCTIONS AND TO THE ENTRY OF FINDINGS; THEREFORE, HE IS FINED \$5,000 AND SUSPENDED FROM ASSOCIATION WITH ANY NASD MEMBER IN ANY CAPACITY FOR 10 BUSINESS DAYS. THE SUSPENSION IN ANY CAPACITY WILL BE IN EFFECT FROM NOVEMBER 6, 2006 THROUGH NOVEMBER 17, 2006. FINES PAID 11/27/2006.

Reporting Source: Individual

Regulatory Action Initiated By: NASD

Sanction(s) Sought:

Other Sanction(s) Sought:

Date Initiated: 10/13/2006

Docket/Case Number: [2005002247101](#)

Employing firm when activity occurred which led to the regulatory action: PNC INVESTMENTS

Product Type: Annuity(ies) - Fixed

Other Product Type(s):

Allegations: NASD RULE 2110: ONE OF THE LATOUR'S CUSTOMERS AGREED TO SURRENDER A FIXED ANNUITY THAT HE HAD PURCHASED AND INVEST THE PROCEEDS IN A SECURITIES PRODUCT. LATOUR HAD NOT BEEN THE REPRESENTATIVE OF RECORD FOR THE FIXED ANNUITY PURCHASE. IN AN EFFORT TO CAUSE THE ANNUITY TO BE LIQUIDATED AND THE PROCEEDS SENT TO THE CUSTOMER SO THE FUNDS COULD BE REINVESTED, LATOUR CALLED THE COMPANY THAT HAD ISSUED THE ANNUITY, FALSELY IDENTIFIED HIMSELF AS THE REPRESENTATIVE OF RECORD AND ASKED THAT THE ANNUITY BE LIQUIDATED AND THE PROCEEDS REMITTED TO THE CUSTOMER.

Current Status: Final

Resolution: Acceptance, Waiver & Consent(AWC)

Resolution Date: 10/13/2006

Sanctions Ordered: Monetary/Fine \$5,000.00
Suspension

Other Sanctions Ordered:

Sanction Details: WITHOUT ADMITTING OR DENYING THE FINDINGS, RESPONDENT



CONSENTED TO THE DESCRIBED SANCTIONS AND TO THE ENTRY OF FINDING; THEREFORE, HE IS FINED \$5000 AND SUSPENDED FROM ASSOCIATION WITH ANY NASD MEMBER IN ANY CAPACITY FOR 10 BUSINESS DAYS. THE SUSPENSION IN ANY CAPACITY WILL BE IN EFFECT FROM NOVEMBER 6, 2006 THROUGH NOVEMBER 17,2006.



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:	QUICK & REILLY, INC.
Allegations:	COMPLAINT ALLEGES AN UNSUITABLE RECOMMENDATION TO PURCHASE A GE VARIABLE ANNUITY IN OCTOBER 2003.
Product Type:	Annuity(ies) - Variable
Alleged Damages:	\$6,009.11

Customer Complaint Information

Date Complaint Received:	11/17/2003
Complaint Pending?	No
Status:	Denied
Status Date:	09/07/2004
Settlement Amount:	
Individual Contribution Amount:	



End of Report

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