



IAPD Report

ALAN EDWARD YANOWITZ

CRD# 2122061

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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

ALAN EDWARD YANOWITZ (CRD# 2122061)

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 **10/11/2024**.

CURRENT EMPLOYERS

| | Firm | CRD# | Registered Since |
|-----------|-------------------------------|-------------|------------------|
| B | LINCOLN INVESTMENT | CRD# 519 | 10/01/2015 |
| IA | CAPITAL ANALYSTS | CRD# 162200 | 10/01/2015 |
| IA | BEACON FINANCIAL ADVISORY LLC | CRD# 174334 | 10/07/2015 |
| IA | LINCOLN INVESTMENT | CRD# 519 | 10/11/2024 |

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **7** 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 | SECURITIES AMERICA ADVISORS, INC. | 110518 | PEPPER PIKE, OH | 08/15/2005 - 10/02/2015 |
| B | SECURITIES AMERICA, INC. | 10205 | PEPPER PIKE, OH | 08/11/2005 - 10/02/2015 |
| IA | LINCOLN FINANCIAL ADVISORS CORPORATION | 3978 | CLEVELAND, OH | 01/01/2000 - 08/12/2005 |

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 |
|------|-------|
|------|-------|



Report Summary

Customer Dispute 2



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

Employment 1 of 3

Firm Name: **LINCOLN INVESTMENT**
Main Address: 601 OFFICE CENTER DRIVE
SUITE 300
FORT WASHINGTON, PA 19034-3232
Firm ID#: 519

| | Regulator | Registration | Status | Date |
|----|----------------------|-----------------------------------|----------|------------|
| B | FINRA | General Securities Representative | Approved | 10/01/2015 |
| B | California | Agent | Approved | 10/01/2015 |
| B | District of Columbia | Agent | Approved | 10/01/2015 |
| B | Florida | Agent | Approved | 10/01/2015 |
| B | Michigan | Agent | Approved | 10/01/2015 |
| B | Minnesota | Agent | Approved | 10/01/2015 |
| B | New York | Agent | Approved | 10/01/2015 |
| B | Ohio | Agent | Approved | 10/01/2015 |
| IA | Ohio | Investment Adviser Representative | Approved | 10/11/2024 |

Branch Office Locations

LINCOLN INVESTMENT
25825 Science Park Drive
Suite 110
Cleveland, OH 44122

Employment 2 of 3

Firm Name: **BEACON FINANCIAL ADVISORY LLC**



Qualifications

Main Address: 25825 SCIENCE PARK DRIVE
SUITE 110
CLEVELAND, OH 44122

Firm ID#: 174334

| Regulator | Registration | Status | Date |
|-----------|-----------------------------------|----------|------------|
| IA Ohio | Investment Adviser Representative | Approved | 10/07/2015 |

Branch Office Locations

BEACON FINANCIAL ADVISORY LLC

25825 SCIENCE PARK DRIVE
SUITE 110
CLEVELAND, OH 44122

Employment 3 of 3

Firm Name: **CAPITAL ANALYSTS**

Main Address: 601 OFFICE CENTER DRIVE
SUITE 300
FORT WASHINGTON, PA 19034-3232

Firm ID#: 162200

| Regulator | Registration | Status | Date |
|-----------|-----------------------------------|----------|------------|
| IA Ohio | Investment Adviser Representative | Approved | 10/01/2015 |

Branch Office Locations

CAPITAL ANALYSTS

25825 Science Park Dr - Ste 110
Cleveland, OH 44122



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 1 state securities law exam.

Principal/Supervisory Exams

| Exam | Category | Date |
|------|----------|------|
|------|----------|------|

No information reported.

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 | 02/27/1991 |

State Securities Law Exams

| Exam | Category | Date |
|---|-----------|------------|
| B Uniform Securities Agent State Law Examination (S63) | Series 63 | 05/28/1991 |



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 | 08/15/2005 - 10/02/2015 | SECURITIES AMERICA ADVISORS, INC. | CRD# 110518 | PEPPER PIKE, OH |
| B | 08/11/2005 - 10/02/2015 | SECURITIES AMERICA, INC. | CRD# 10205 | PEPPER PIKE, OH |
| IA | 01/01/2000 - 08/12/2005 | LINCOLN FINANCIAL ADVISORS CORPORATION | CRD# 3978 | CLEVELAND, OH |
| B | 02/28/1991 - 08/12/2005 | LINCOLN FINANCIAL ADVISORS CORPORATION | CRD# 3978 | FORT WAYNE, IN |
| B | 02/28/1991 - 08/12/2005 | THE LINCOLN NATIONAL LIFE INSURANCE COMPANY | CRD# 2580 | FORT WAYNE, IN |

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 |
|-------------------|---------------------------|---------------------------|--------------------|------------------------------|
| 10/2015 - Present | BEACON FINANCIAL PARTNERS | IAR | Y | CLEVELAND, OH, United States |
| 10/2015 - Present | LINCOLN INVESTMENT | REGISTERED REPRESENTATIVE | Y | WYNCOTE, PA, 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.

FOURYS CO LP

POSITION: 30% Partner. Tax matters partner NATURE: Yanowitz family limited partnership INVESTMENT RELATED: Yes
NUMBER OF HOURS: 2 SECURITIES TRADING HOURS: 2 START DATE: 01/01/1987

ADDRESS: 28525 Science Park Dr, #110, Beachwood OH 44122, United States

DESCRIPTION: oversee the holdings of the family partnership, including depositing quarterly receipts and making quarterly distributions to the 4 partners.

BEACON FINANCIAL ADVISORY, LLC

POSITION: Investment Advisor Representative NATURE: Financial services - Registered investment advisor INVESTMENT
RELATED: Yes NUMBER OF HOURS: 40 SECURITIES TRADING HOURS: 40 START DATE: 10/01/2015

ADDRESS: 25825 Science Park Dr, #110, Beachwood OH 44122, United States

DESCRIPTION: Financial Planning, investment, advice and overseeing client portfolios

THE BENNETT AND DONNA YANOWITZ FAMILY FOUNDATION



Registration & Employment History



OTHER BUSINESS ACTIVITIES

POSITION: Member, Board of Trustees NATURE: Philanthropic Vehicle INVESTMENT RELATED: No NUMBER OF HOURS: 1
SECURITIES TRADING HOURS: 0 START DATE: 11/29/2018
ADDRESS: 25701 Science Park Drive, Beachwood OH 44122, United States
DESCRIPTION: I am a Trustee of our families supporting foundation. We meet annually to make grants to local, national and international organizations.

ALAN YANOWITZ

POSITION: Agent NATURE: Insurance INVESTMENT RELATED: Yes NUMBER OF HOURS: 10 SECURITIES TRADING
HOURS: 10 START DATE: 01/01/1991
ADDRESS: 25825 Science Park Dr, #110, Beachwood OH 44122, United States
DESCRIPTION: Sales and service of life, disability and long term care insurance and fixed and indexed annuities.

YANCO LLC

POSITION: Manager; LLC is jointly owned by the Bennett Yanowitz Credit Shelter Trust and the Bennett Yanowitz Marital Trust. I am co-trustee of both trusts. The trust holds the assets of my father's estate. NATURE: LLC INVESTMENT RELATED: No
NUMBER OF HOURS: 4 SECURITIES TRADING HOURS: 4 START DATE: 12/31/2013
ADDRESS: 25825 Science Park Dr, Suite 110, Beachwood OH 44122, United States DESCRIPTION: Oversees assets which include real estate partnerships, venture capital, cash and liquid investments. I also handle the banking activities, its owners (the Trusts) and Trusts' beneficiary, Donna Yanowitz.

THE BENNETT YANOWITZ TRUSTS

POSITION: I am a co-trustee of the Bennett Yanowitz Credit Shelter trust and the Bennett Yanowitz Marital Trust which own the assets of my father's estate. NATURE: Manages the assets of the Estate of Bennett Yanowitz INVESTMENT RELATED: No
NUMBER OF HOURS: 10 SECURITIES TRADING HOURS: 8 START DATE: 06/01/2011
ADDRESS: 25125 Science Park Drive, Beachwood OH 44122-7315, United States
DESCRIPTION: I monitor and manage my the assets of my fathers estate. This includes public and privately held securities and real estate. I make distributions to the sole benficiary, my mother, Donna Yanowitz.

BEACON FINANCIAL PARTNERS LLC

POSITION: Insurance Agent NATURE: Financial Services INVESTMENT RELATED: Yes NUMBER OF HOURS: 10 SECURITIES
TRADING HOURS: 10 START DATE: 01/01/2022
ADDRESS: 25825 Science Park Dr., Suite 110, Beachwood OH 44122, United States
DESCRIPTION: Life, long term care and disability insurance sales and service. Fixed annuity sales. Client policy reviews.

JEWISH FEDERATION OF CLEVELAND

POSITION: Volunteer NATURE: NonProfit INV RELATED: No NUMBER OF HOURS: 5 SECURITIES TRADING HOURS: 1
START DATE: 01/01/1980
ADDRESS: 25701 Science Park Drive, Beachwood OH 44122, United States
DESCRIPTION: I serve on the Endowment Committee, Development Committee and the Retirement Fund Committee. I am the President of the Commission on Cemetery Preservation. I am the chairman the Holocaust Survivor Advisory committee.



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 | 2 |

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 2

| | |
|--|--------------------------------------|
| Reporting Source: | Firm |
| Employing firm when activities occurred which led to the complaint: | Securities America, Inc. |
| Allegations: | Misrepresentation from 2006 to 2015. |
| Product Type: | Real Estate Security |
| Alleged Damages: | \$1,000,000.00 |
| Is this an oral complaint? | No |
| Is this a written complaint? | No |
| Is this an arbitration/CFTC reparation or civil litigation? | Yes |
| Arbitration/Reparation forum or court name and location: | FINRA |
| Docket/Case #: | 15-01209 |
| Filing date of arbitration/CFTC reparation or civil litigation: | 05/27/2015 |

Customer Complaint Information

| | |
|---------------------------------|------------|
| Date Complaint Received: | 06/08/2015 |
| Complaint Pending? | No |
| Status: | Settled |



Status Date: 09/14/2016

Settlement Amount: \$325,000.00

Individual Contribution Amount: \$0.00

.....

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: SECURITIES AMERICA, INC

Allegations: ALLEGED: MISREPRESENTATION from 2006 to 2015

Product Type: Real Estate Security

Alleged Damages: \$1,000,000.00

Is this an oral complaint? No

Is this a written complaint? No

Is this an arbitration/CFTC reparation or civil litigation? Yes

Arbitration/Reparation forum or court name and location: FINRA

Docket/Case #: 15-01209

Filing date of arbitration/CFTC reparation or civil litigation: 05/27/2015

Customer Complaint Information

Date Complaint Received: 06/08/2015

Complaint Pending? No

Status: Settled

Status Date: 09/14/2016

Settlement Amount: \$325,000.00

Individual Contribution Amount: \$0.00

Broker Statement The representative was not named in the action and has no liability for the settlement. The claim was solely made against the broker dealer.

Disclosure 2 of 2

Reporting Source: Individual

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

Allegations: THE CLAIMANT ALLEGES THAT THE REPRESENTATIVE RECOMMENDED UNSUITABLE INVESTMENTS IN HER PORTFOLIO, INCLUDING A REIT. ALLEGATIONS INCLUDE BREACH OF FIDUCIARY DUTY, NEGLIGENCE AND VIOLATION OF FLORIDA STATUTE CH. 517.



Product Type: Mutual Fund
Real Estate Security

Alleged Damages: \$400,000.00

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: 10/04/2012

Complaint Pending? No

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

Status Date: 01/29/2013

Settlement Amount: \$0.00

**Individual Contribution
Amount:** \$0.00

Arbitration Information

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

Docket/Case #: 12-04340

Date Notice/Process Served: 01/29/2013

Arbitration Pending? No

Disposition: Settled

Disposition Date: 08/28/2014

**Monetary Compensation
Amount:** \$80,000.00

**Individual Contribution
Amount:** \$0.00

Broker Statement THE REPRESENTATIVE BELIEVES THAT ALL INVESTMENTS WERE SUITABLE FOR THE CLIENT AND THAT THE ALLEGATIONS AGAINST HIM ARE WITHOUT MERIT. IN SETTTLING THIS CASE, THERE WAS NO ADMISSION OF LIABILITY OR WRONGDOING BY EITHER THE REPRESENTATIVE OR THE FIRM. THE REPRESENTATIVE WAS NOT ASKED TO NOR DID HE CONTRIBUTE TO THE SETTLEMENT.



End of Report

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