



IAPD Report

BRUCE EDWARD BALKCOM

CRD# 2158092

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Qualifications	2 - 4
Registration and Employment History	5 - 6
Disclosure Information	7

i 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

BRUCE EDWARD BALKCOM (CRD# 2158092)

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 **04/14/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	CETERA ADVISORS LLC	CRD# 10299	10/03/2016
IA	CETERA INVESTMENT ADVISERS LLC	CRD# 105644	03/21/2024

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **14** 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	CETERA ADVISORS LLC	10299	GREENWOOD VILLAGE, IL	04/18/2018 - 03/21/2024
B	INVESTORS CAPITAL CORP.	30613	BETHLEHEM, PA	02/22/2008 - 10/03/2016
B	NYLIFE SECURITIES LLC	5167	BETHLEHEM, PA	02/13/2003 - 02/26/2008

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

Employment 1 of 2

Firm Name: **CETERA ADVISORS LLC**
Main Address: 5299 DTC BLVD #800
GREENWOOD VILLAGE, CO 80111
Firm ID#: 10299

Regulator	Registration	Status	Date
B FINRA	Invest. Co and Variable Contracts	Approved	10/03/2016
B Connecticut	Agent	Approved	10/03/2016
B District of Columbia	Agent	Approved	10/03/2016
B Florida	Agent	Approved	10/04/2016
B Georgia	Agent	Approved	02/11/2026
B Illinois	Agent	Approved	08/19/2025
B Massachusetts	Agent	Approved	10/03/2016
B New Jersey	Agent	Approved	10/03/2016
B New York	Agent	Approved	10/03/2016
B North Carolina	Agent	Approved	10/03/2016
B Pennsylvania	Agent	Approved	10/03/2016
B Rhode Island	Agent	Approved	10/03/2016
B South Carolina	Agent	Approved	10/03/2016



Qualifications

Regulator	Registration	Status	Date
B Vermont	Agent	Approved	10/03/2016
B Virginia	Agent	Approved	01/03/2024

Branch Office Locations

CETERA ADVISORS LLC
 3 EAST NORTH STREET
 BETHLEHEM, PA 18018

CETERA ADVISORS LLC
 COVENTRY, RI

Employment 2 of 2

Firm Name: **CETERA INVESTMENT ADVISERS LLC**
 Main Address: 1450 AMERICAN LANE
 6TH FLOOR, SUITE 650
 SCHAUMBURG, IL 60173-2096
 Firm ID#: 105644

Regulator	Registration	Status	Date
IA Pennsylvania	Investment Adviser Representative	Approved	03/21/2024
IA Rhode Island	Investment Adviser Representative	Approved	03/21/2024

Branch Office Locations

CETERA INVESTMENT ADVISERS LLC
 COVENTRY, RI

CETERA INVESTMENT ADVISERS LLC
 3 EAST NORTH STREET
 BETHLEHEM, PA 18018



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
------	----------	------

Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	05/07/1992

State Securities Law Exams

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

Uniform Securities Agent State Law Examination (S63)	Series 63	12/18/1991
--	-----------	------------

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	04/18/2018 - 03/21/2024	CETERA ADVISORS LLC	CRD# 10299	GREENWOOD VILLAGE
B	02/22/2008 - 10/03/2016	INVESTORS CAPITAL CORP.	CRD# 30613	BETHLEHEM, PA
B	02/13/2003 - 02/26/2008	NYLIFE SECURITIES LLC	CRD# 5167	BETHLEHEM, PA
B	05/23/2001 - 12/31/2002	INVESTORS CAPITAL CORP.	CRD# 30613	LYNNFIELD, MA
B	10/01/1998 - 05/18/2001	NYLIFE SECURITIES INC.	CRD# 5167	NEW YORK, NY
B	02/07/1995 - 11/06/1998	NEW ENGLAND SECURITIES	CRD# 615	NEW YORK, NY
B	03/22/1993 - 12/31/1994	NORTH AMERICAN MANAGEMENT, INC.	CRD# 624	SIOUX FALLS, SD
B	05/08/1992 - 12/22/1992	PHOENIX EQUITY PLANNING CORPORATION	CRD# 3036	HARTFORD, CT

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
03/2024 - Present	CETERA INVESTMENT ADVISERS LLC	INVESTMENT ADVISOR REPRESENTATIVE	Y	SCHAUMBURG, IL, United States
10/2016 - Present	CETERA ADVISORS LLC	REGISTERED REPRESENTATIVE	Y	DENVER, CO, United States
02/2008 - 10/2016	INVESTORS CAPITAL CORPORATION	REGISTERED REPRESENTATIVE	Y	LYNNFIELD, MA, 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) FIXED INSURANCE. BALKCOM INSURANCE. 3 E NORTH STREET BETHLEHEM, PA 18018. INSURANCE SALES, AGENT. 1982. HRS/MONTH: 2 HRS/TRADING: 2***



Registration & Employment History



OTHER BUSINESS ACTIVITIES

2) RENTAL INCOME. B&D NORWICH LLC. 3 E NORTH STREET BETHLEHEM, PA 18018. PART-OWNER; RENTAL PROPERTY. 2004. HRS/MONTH: 2 HRS/TRADING: 2***

3) RENTAL INCOME. 336 E GOEPP STREET BETHLEHEM, PA 18018. MANAGE PROPERTY; OWNER. 2004. HRS/MONTH: 1 HRS/TRADING: 1



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:	Regulator
Employing firm when activities occurred which led to the complaint:	INVESTORS CAPITAL CORP.
Allegations:	MISREPRESENTATION AND UNSUITABILITY
Product Type:	Mutual Fund
Alleged Damages:	\$25,000.00

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.:	FINRA - CASE #09-01242
Date Notice/Process Served:	03/09/2009
Arbitration Pending?	No
Disposition:	Award
Disposition Date:	09/01/2009
Disposition Detail:	BALKCOM IS LIABLE AND SHALL PAY CLAIMANT \$4,500.

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	INVESTORS CAPITAL CORP



Allegations: CLIENT INCURRED INVESTMENT LOSSES AFTER MAKING AN ADDITIONAL CONTRIBUTION TO AN EXISTING ACCOUNT AND HAS CLAIMED THAT THIS SUBSEQUENT INVESTMENT WAS MISREPRESENTED AND/OR UNSUITABLE.

Product Type: Mutual Fund

Alleged Damages: \$25,500.00

Customer Complaint Information

Date Complaint Received: 01/16/2009

Complaint Pending? No

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

Status Date: 04/13/2009

Settlement Amount:

Individual Contribution Amount:

Arbitration Information

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

Docket/Case #: [09-01242](#)

Date Notice/Process Served: 04/13/2009

Arbitration Pending? No

Disposition: Award to Customer

Disposition Date: 09/01/2009

Monetary Compensation Amount: \$12,500.00

Individual Contribution Amount: \$4,500.00

Broker Statement PREVIOUSLY DENIED COMPLAINT EVOLVED TO ARBITRATION. CLIENT HAS INVESTED IN AMERICAN FUNDS SINCE 2002 AND ELECTED TO PLACE ADDITIONAL MONIES IN CURRENTLY-HELD FUNDS IN AUGUST 2008. DUE TO RECENT STOCK MARKET CONDITIONS, THE ACCOUNT VALUES SUBSEQUENTLY DECLINED. CLIENT NOW CLAIMS, VIA COMPLAINT SUBMITTED TO FINRA (STAR# 20090165060), THAT THE AUGUST 2008 INVESTMENT WAS MISREPRESENTED (ALTHOUGH HE HAS PREVIOUSLY PURCHASED THE SAME FUNDS) AND UNSUITABLE.



End of Report

This page is intentionally left blank.