



IAPD Report

MICHAEL LLOYD GUSTAFSON

CRD# 2202450

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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

MICHAEL LLOYD GUSTAFSON (CRD# 2202450)

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 **09/26/2024**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	OSAIC WEALTH, INC.	CRD# 23131	12/09/1997
IA	FOCUS FINANCIAL	CRD# 116140	05/03/2005

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **21** 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	AMERICAN EXPRESS FINANCIAL ADVISORS INC.	6363	MINNEAPOLIS, MN	03/18/1993 - 12/10/1997
B	IDS LIFE INSURANCE COMPANY	6321	MINNEAPOLIS, MN	03/18/1993 - 12/10/1997

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

Employment 1 of 2

Firm Name: **OSAIC WEALTH, INC.**
Main Address: 18700 N. HAYDEN ROAD
SUITE 255
SCOTTSDALE, AZ 85255
Firm ID#: 23131

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	12/09/1997
B	Alabama	Agent	Approved	01/23/2024
B	Arizona	Agent	Approved	05/12/2000
B	California	Agent	Approved	09/13/2000
B	Colorado	Agent	Approved	07/13/2001
B	Florida	Agent	Approved	04/08/1999
B	Georgia	Agent	Approved	02/01/2023
B	Idaho	Agent	Approved	10/24/2003
B	Illinois	Agent	Approved	09/09/2013
B	Iowa	Agent	Approved	12/09/1997
B	Michigan	Agent	Approved	06/17/2015
B	Minnesota	Agent	Approved	12/09/1997
B	Montana	Agent	Approved	08/15/2011



Qualifications

	Regulator	Registration	Status	Date
B	New Mexico	Agent	Approved	07/01/2024
B	North Carolina	Agent	Approved	02/17/2014
B	North Dakota	Agent	Approved	07/17/2023
B	Ohio	Agent	Approved	10/25/2016
B	South Carolina	Agent	Approved	01/12/2016
B	South Dakota	Agent	Approved	01/16/1998
B	Texas	Agent	Approved	01/12/1998
B	Washington	Agent	Approved	02/10/2020
B	Wisconsin	Agent	Approved	12/09/1997

Branch Office Locations

OSAIC WEALTH, INC.
1000 SHELARD PARKWAY
SUITE 300
MINNEAPOLIS, MN 55426

Employment 2 of 2

Firm Name: **FOCUS FINANCIAL**
Main Address: 1300 GODWARD STREET NE
SUITE 5500
MINNEAPOLIS, MN 55413
Firm ID#: 116140

	Regulator	Registration	Status	Date
IA	Minnesota	Investment Adviser Representative	Approved	12/10/2013
IA	Texas	Investment Adviser Representative	Approved	01/20/2011

Branch Office Locations



Qualifications

FOCUS FINANCIAL
1000 SHELARD PARKWAY
SUITE 300
MINNEAPOLIS, MN 55426



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
B Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B General Securities Representative Examination (S7)	Series 7	03/16/1993

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination (S65)	Series 65	12/15/1999
B Uniform Securities Agent State Law Examination (S63)	Series 63	09/18/1992



PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **1** professional designation(s).

Certified Financial Planner

Only professional designations listed in Question 8 of the Form U4 will appear in this section if the appropriate box is checked and verified by the issuing organization at the time of the filing. Learn more about eligible designations at [IARD](#) and [NASAA](#).



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	03/18/1993 - 12/10/1997	AMERICAN EXPRESS FINANCIAL ADVISORS INC.	CRD# 6363	MINNEAPOLIS, MN
B	03/18/1993 - 12/10/1997	IDS LIFE INSURANCE COMPANY	CRD# 6321	MINNEAPOLIS, MN

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
12/1997 - Present	FOCUS FINANCIAL NETWORK, INC.	ADVISORY REPRESENTATIVE	Y	MINNEAPOLIS, MN, United States
12/1997 - Present	OSAIC WEALTH, INC.	REGISTERED REP/ADVISOR REP	Y	MINNEAPOLIS, MN, 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. GUSTAFSON FINANCIAL GROUP INC

POSITION: Owner NATURE: S-Corporation INVESTMENT RELATED: Yes NUMBER OF HOURS: 1 SECURITIES TRADING HOURS: 0 START DATE: 01/01/2016

ADDRESS: 1000 Shelard Parkway, Suite 300, Minneapolis MN 55426, United States

DESCRIPTION: Owner, this entity is used to manage office expenses, qty taxes.

2. FOCUS FINANCIAL NETWORK, INC.

POSITION: Financial Advisor NATURE: Registered Investment Adviser - INVESTMENT RELATED: Yes NUMBER OF HOURS: 120 SECURITIES TRADING HOURS: 60 START DATE: 12/08/1997

ADDRESS: 1000 Shelard Pkwy Suite 300, Minneapolis MN 55426, United States

DESCRIPTION: Service clients, make trades, review holdings.

3. FOCUS FINANCIAL NETWORK, INC.

POSITION: Statutory Agent - NATURE: Insurance Agency - INVESTMENT RELATED: Yes NUMBER OF HOURS: 20 SECURITIES TRADING HOURS: 5 START DATE: 12/08/1997

ADDRESS: 1000 Shelard pkwy Suite 300, Minneapolis MN 55426, United States

DESCRIPTION: Sale and service of fixed Insurance products

4. MICHAEL GUSTAFSON POA

POSITION: POA NATURE: I act as the Power of Attorney for my Mother for my Dad's estate. INVESTMENT RELATED: No NUMBER OF HOURS: 1 SECURITIES TRADING HOURS: 0 START DATE: 12/26/2017

ADDRESS: 120 Creek Ridge Pass, Orono MN 55356, United States

DESCRIPTION: If needed I help my Mother understand all her relationships with Banks, Mortgages, Real Estate, and dealings that help to settle my Father's Estate.



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:	ROYAL ALLIANCE ASSOCIATES, INC.
Allegations:	Claimant alleges unsuitable recommendations related to the sale of alternative investments.
Product Type:	Real Estate Security
Alleged Damages:	\$120,000.00
Alleged Damages Amount Explanation (if amount not exact):	Claimant also alleges damages for "loss of income that would have been received had Claimant's money been managed properly," disgorgement, costs and fees, punitive damages, and any additional relief panel deems just and equitable.
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 #:	23-00681
Filing date of arbitration/CFTC reparation or civil litigation:	03/20/2023

Customer Complaint Information



Date Complaint Received:	03/21/2023
Complaint Pending?	No
Status:	Settled
Status Date:	08/28/2024
Settlement Amount:	\$49,500.00
Individual Contribution Amount:	\$0.00



End of Report

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