



IAPD Report

RAJESH C JYOTISHI

CRD# 2204676

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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

RAJESH C JYOTISHI (CRD# 2204676)

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 **12/05/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	CAMBRIDGE INVESTMENT RESEARCH, INC.	CRD# 39543	11/21/2025
IA	CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.	CRD# 134139	12/17/2025

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **3** 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	DEMPSEY LORD SMITH, LLC	141238	Norcross, GA	01/07/2015 - 12/31/2025
B	DEMPSEY LORD SMITH, LLC	141238	Norcross, GA	01/02/2015 - 11/21/2025
B	KOVACK SECURITIES INC.	44848	NORCROSS, GA	10/15/2014 - 12/31/2014

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

Employment 1 of 2

Firm Name: **CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.**
Main Address: 1776 PLEASANT PLAIN RD.
FAIRFIELD, IA 52556-8757
Firm ID#: 134139

Regulator	Registration	Status	Date
IA Georgia	Investment Adviser Representative	Approved	12/17/2025

Branch Office Locations

CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.
John Creek, GA

CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.
3790 Holcomb Bridge Road
#103
Norcross, GA 30092

Employment 2 of 2

Firm Name: **CAMBRIDGE INVESTMENT RESEARCH, INC.**
Main Address: 1776 PLEASANT PLAIN RD.
FAIRFIELD, IA 52556-8757
Firm ID#: 39543

Regulator	Registration	Status	Date
B FINRA	Direct Participation Programs	Approved	11/21/2025
B FINRA	General Securities Representative	Approved	11/21/2025
B FINRA	Invest. Co and Variable Contracts	Approved	11/21/2025
B Florida	Agent	Approved	11/24/2025
B Georgia	Agent	Approved	11/21/2025
B South Carolina	Agent	Approved	11/21/2025



Qualifications

Branch Office Locations

CAMBRIDGE INVESTMENT RESERARCH, INC.
John Creek,, GA

CAMBRIDGE INVESTMENT RESERARCH, INC.
3790 Holcomb Bridge Road
#103
Norcross, GA 30092



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, 4 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	06/17/1998
 Direct Participation Programs Representative Examination (S22)	Series 22	06/12/1992
 Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	05/15/1992

State Securities Law Exams

Exam	Category	Date
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 Uniform Investment Adviser Law Examination (S65)	Series 65	11/04/1997
 Uniform Securities Agent State Law Examination (S63)	Series 63	03/27/1992

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	01/07/2015 - 12/31/2025	DEMPSEY LORD SMITH, LLC	CRD# 141238	Norcross, GA
B	01/02/2015 - 11/21/2025	DEMPSEY LORD SMITH, LLC	CRD# 141238	Norcross, GA
B	10/15/2014 - 12/31/2014	KOVACK SECURITIES INC.	CRD# 44848	NORCROSS, GA
IA	01/11/2010 - 12/31/2014	RESOURCE HORIZONS INVESTMENT ADVISORY, INC.	CRD# 143384	NORCROSS, GA
B	01/04/2010 - 10/15/2014	RESOURCE HORIZONS GROUP LLC	CRD# 104368	NORCROSS, GA
IA	09/06/2007 - 01/04/2010	SII INVESTMENTS, INC.	CRD# 2225	PARMA, OH
B	08/29/2007 - 01/04/2010	SII INVESTMENTS, INC.	CRD# 2225	PARMA, OH
IA	09/10/2003 - 08/27/2007	FSC SECURITIES CORPORATION	CRD# 7461	NORCROSS, GA
B	09/06/2001 - 08/27/2007	FSC SECURITIES CORPORATION	CRD# 7461	NORCROSS, GA
B	01/08/2001 - 09/13/2001	RAIKE FINANCIAL GROUP INC.	CRD# 38095	WOODSTOCK, GA
B	08/11/1994 - 01/05/2001	WASHINGTON SQUARE SECURITIES, INC.	CRD# 2882	WINDSOR, CT
B	07/08/1992 - 08/22/1994	FIRST COLONIAL SECURITIES GROUP, INC.	CRD# 25121	BOCA RATON, FL
B	05/18/1992 - 06/30/1992	NYLIFE SECURITIES INC.	CRD# 5167	NEW YORK, NY

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
11/2025 - Present	Cambridge Investment Research Advisors, Inc.	Investment Advisor Representative	Y	Fairfield, IA, United States
11/2025 - Present	Cambridge Investment Research, Inc.	Mass Transfer/Registered	Y	Fairfield, IA, United States



Registration & Employment History

EMPLOYMENT HISTORY

Employment Dates	Employer Name	Position	Investment Related	Employer Location
		Representative		
11/2025 - Present	Dempsey Lord Smith, LL	Investment Advisor Representative	Y	Rome, GA, United States
09/2001 - Present	SHALIN FINANCIAL SERVICES	PRESIDENT	Y	NORCRESS, GA, United States
01/2015 - 11/2025	DEMPSEY LORD SMITH, LLC	REGISTERED REP	Y	ROME, GA, 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) NORTHCREEK OFFICE CONDO ASSOCIATION - TREASURER BOOKKEEPER, NO INCOME, 1 HOUR/MONTH.
- 2) GEORGIA HEALTH BENEFITS.COM - AGENT BROKER INVOLVED IN SALES OF EMPLOYEE BENEFITS AND FIXED INSURANCE PRODUCTS.
- 3) RAJESH JYOTISHI, 675 Lake Medlock Dr, Johns Creek GA 30022, United States, 05/01/2000, Self as a musician, Arts/Performing Arts, NIR, 0 HR/MO - 0 HR/MO TRADING
- 4) SHALIN FINANCIAL SERVICES, INC., 3790 Holcomb Bridge Rd #103, Norcross GA 30092, United States, 05/01/1995, President, Insurance/Benefits/Human Resources, NIR, 70 HR/MO - 70 HR/MO TRADING
- 5) WRITING A BOOK ON RETIREMENT AND ESTATE PLANNING FOR INDIAN/AMERICANS. WILL BE PUBLISHED BY ADVANTAGE MEDIA AND WILL SUBMIT FOR APPROVAL PRIOR TO PUBLISHING.
- 6) INSURANCEWALA, INSURANCE WEBSITE AND BRAND
- 7) MEDRATES, LLC, 3790 Holcomb Bridge Rd #103, Norcross GA 30092, United States, 10/01/2023, President, Marketing, NIR, 70 HR/MO - 70 HR/MO TRADING
- 8) CIRA, 1776 Pleasant Plain Road, Fairfield IA 52556, United States, 11/21/2025, Investment Advisor Representative, CIRA Affiliation, INV REL, 160 HR/MO - 120 HR/MO TRADING



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:	Individual
Employing firm when activities occurred which led to the complaint:	DEMPSEY LORD SMITH, LLC
Allegations:	Unsuitability, misrepresenting investments and breach of fiduciary duty
Product Type:	Direct Investment-DPP & LP Interests
Alleged Damages:	\$0.00
Alleged Damages Amount Explanation (if amount not exact):	1. Consequential damages, including benchmark portfolio damages; 2. Statutory damages; 3. Interest at the statutory rate; 4. Attorneys' fees; 5. Expert fees; 6. Forum fees; 7. Punitive damages; and 8. Any and all other relief available to Claimant, in law or equity or otherwise, which may be granted to them by this Arbitration Panel.
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 #:	24-02384



Filing date of arbitration/CFTC reparation or civil litigation: 11/05/2024

Customer Complaint Information

Date Complaint Received: 11/06/2024

Complaint Pending? No

Status: Settled

Status Date: 03/06/2025

Settlement Amount: \$95,000.00

Individual Contribution Amount: \$40,000.00

Broker Statement Dempsey Lord Smith, LLC has agreed to settle this matter for \$95,000.

Disclosure 2 of 2

Reporting Source: Firm

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

Allegations: CLAIMANTS ALLEGE VARIABLE ANNUITIES THEY PURCHASED WERE MISREPRESENTED AND UNSUITABLE.

Product Type: Annuity-Variable

Alleged Damages: \$52,792.74

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 SOUTHEAST REGIONAL OFFICE

Docket/Case #: 10-02692

Filing date of arbitration/CFTC reparation or civil litigation: 06/07/2010

Customer Complaint Information

Date Complaint Received: 06/21/2010

Complaint Pending? No

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

Status Date: 04/04/2011

Settlement Amount:

Individual Contribution Amount:

Arbitration Information



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

Docket/Case #: 10-02692

Date Notice/Process Served: 06/12/2010

Arbitration Pending? No

Disposition: Settled

Disposition Date: 02/12/2012

Monetary Compensation Amount: \$20,000.00

Individual Contribution Amount: \$4,999.00

Firm Statement

THE REPRESENTATIVE EXPLAINED THE PRODUCT AND INCOME RIDER TO THE CLIENTS FULLY ON MULTIPLE OCCASIONS. THE CLIENT ALSO SIGNED THE COMPLETE APPLICATION AND ACKNOWLEDGEMENT FORM ACKNOWLEDGING HE HAD BEEN INFORMED OF THESE PROVISIONS. THE RESPONDENTS SETTLE THIS MATTER TO AVOID LITIGATION COSTS ASSOCIATED WITH ARBITRATION.

Reporting Source: Firm

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

Allegations: CLAIMANTS ALLEGE THAT THE ANNUITIES THEY PURCHASED WERE UNSUITABLE.

Product Type: Annuity-Variable

Alleged Damages: \$29,600.04

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 SOUTEAST REGIONAL OFFICE

Docket/Case #: 10-02692

Filing date of arbitration/CFTC reparation or civil litigation: 06/07/2010

Customer Complaint Information

Date Complaint Received: 06/21/2010

Complaint Pending? No

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

Status Date: 06/14/2011

Settlement Amount:



Individual Contribution Amount:

Arbitration Information

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

FINRA

Docket/Case #:

10-02692

Date Notice/Process Served:

06/21/2010

Arbitration Pending?

No

Disposition:

Settled

Disposition Date:

02/12/2012

Monetary Compensation Amount:

\$20,000.00

Individual Contribution Amount:

\$4,999.00

Firm Statement

THE RESPONDENTS SETTLED THIS MATTER TO AVOID LITIGATION COSTS ASSOCIATED WITH ARBITRATION.

Reporting Source:

Individual

Employing firm when activities occurred which led to the complaint:

FSC SECURITIES CORP

Allegations:

CLIENTS ALLEGE MISREPRESENTATION OF VARIABLE ANNUITY INCOME RIDER PURCHAASED IN JANUARY 2006.

Product Type:

Annuity-Variable

Alleged Damages:

\$52,792.74

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 SOUTHEAST REGIONAL OFFICE

Docket/Case #:

10-02692

Filing date of arbitration/CFTC reparation or civil litigation:

06/07/2010

Customer Complaint Information

Date Complaint Received:

06/21/2010

Complaint Pending?

No

Status:

Settled

Status Date:

02/12/2012

Settlement Amount:

\$20,000.00



Individual Contribution Amount: \$4,999.00

Arbitration Information

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

Docket/Case #: 10-02692

Date Notice/Process Served: 06/12/2010

Arbitration Pending? No

Disposition: Settled

Disposition Date: 02/12/2012

Monetary Compensation Amount: \$20,000.00

Individual Contribution Amount: \$4,999.00

Broker Statement

THE REPRESENTATIVE EXPLAINED THE PRODUCT AND INCOME RIDER TO THE CLIENTS FULLY ON MULTIPLE OCCASIONS. THE CLIENT ALSO SIGNED THE COMPLETE APPLICATION AND ACKNOWLEDGEMENT FORM ACKNOWLEDGING HE HAD BEEN INFORMED OF THESE PROVISIONS. THE RESPONDENTS SETTLED THIS MATTER TO AVOID LITIGATION COSTS ASSOCIATED WITH ARBITRATION.



End of Report

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