



IAPD Report

RICHARD FRANCIS CROSBY II

CRD# 2218181

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

RICHARD FRANCIS CROSBY II (CRD# 2218181)

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 **03/16/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	STIFEL, NICOLAUS & COMPANY, INCORPORATED	CRD# 793	07/18/2008
IA	STIFEL, NICOLAUS & COMPANY, INCORPORATED	CRD# 793	10/25/2017

QUALIFICATIONS

This representative is currently registered in **5** SRO(s) and **23** 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	WACHOVIA SECURITIES, LLC	19616	MINNETONKA, MN	01/01/2008 - 08/14/2008
B	A. G. EDWARDS & SONS, INC.	4	MINNETONKA, MN	03/15/2004 - 01/03/2008
B	WELLS FARGO INVESTMENTS, LLC	10582	SAN FRANCISCO, CA	12/13/2000 - 03/19/2004

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 **23** jurisdiction(s) and 5 SRO(s) through his or her employer(s).

Employment 1 of 1

Firm Name: **STIFEL, NICOLAUS & COMPANY, INCORPORATED**
Main Address: 501 N BROADWAY
ST LOUIS, MO 63102
Firm ID#: 793

Regulator	Registration	Status	Date
B FINRA	General Securities Representative	Approved	07/18/2008
B FINRA	Invest. Co and Variable Contracts	Approved	07/18/2008
B NYSE American LLC	General Securities Representative	Approved	07/18/2008
B Nasdaq PHLX LLC	General Securities Representative	Approved	07/18/2008
B Nasdaq Stock Market	General Securities Representative	Approved	07/18/2008
B New York Stock Exchange	General Securities Representative	Approved	07/18/2008
B Arizona	Agent	Approved	09/04/2008
B California	Agent	Approved	07/18/2008
B Florida	Agent	Approved	07/18/2008
IA Florida	Investment Adviser Representative	Approved	01/05/2023
B Georgia	Agent	Approved	10/22/2020
B Illinois	Agent	Approved	01/12/2023
B Iowa	Agent	Approved	10/09/2013



Qualifications

	Regulator	Registration	Status	Date
B	Kansas	Agent	Approved	08/12/2015
B	Michigan	Agent	Approved	08/19/2008
B	Minnesota	Agent	Approved	07/18/2008
IA	Minnesota	Investment Adviser Representative	Approved	10/25/2017
B	Missouri	Agent	Approved	12/03/2018
B	Nevada	Agent	Approved	06/02/2022
B	New Jersey	Agent	Approved	07/18/2008
B	New Mexico	Agent	Approved	06/06/2018
B	North Dakota	Agent	Approved	06/07/2021
B	Oregon	Agent	Approved	07/18/2008
B	Pennsylvania	Agent	Approved	03/07/2023
B	South Dakota	Agent	Approved	03/16/2026
B	Tennessee	Agent	Approved	10/20/2022
IA	Texas	Investment Adviser Representative	Approved	06/28/2018
B	Virginia	Agent	Approved	07/20/2023
B	Washington	Agent	Approved	08/26/2011
B	West Virginia	Agent	Approved	10/23/2018
B	Wisconsin	Agent	Approved	07/18/2008

Branch Office Locations



Qualifications

STIFEL, NICOLAUS & COMPANY, INCORPORATED
701 EAST LAKE STREET
WAYZATA, MN 55391

STIFEL, NICOLAUS & COMPANY, INCORPORATED
FORT MYERS, FL



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, 3 general industry/product exams, and 2 state securities law exams.


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
 General Securities Representative Examination (S7)	Series 7	05/27/1994
 Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	08/29/1992

State Securities Law Exams

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

 Uniform Investment Adviser Law Examination (S65)	Series 65	10/25/2017
 Uniform Securities Agent State Law Examination (S63)	Series 63	01/19/1994

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
B	01/01/2008 - 08/14/2008	WACHOVIA SECURITIES, LLC	CRD# 19616	MINNETONKA, MN
B	03/15/2004 - 01/03/2008	A. G. EDWARDS & SONS, INC.	CRD# 4	MINNETONKA, MN
B	12/13/2000 - 03/19/2004	WELLS FARGO INVESTMENTS, LLC	CRD# 10582	SAN FRANCISCO, CA
B	12/14/2000 - 08/12/2002	WELLS FARGO BROKERAGE SERVICES, L.L.C.	CRD# 16100	MINNEAPOLIS, MN
B	02/08/1994 - 12/13/2000	WELLS FARGO BROKERAGE SERVICES, L.L.C.	CRD# 16100	MINNEAPOLIS, MN
B	09/26/1992 - 02/16/1994	NATWEST INVESTOR SERVICES CORPORATION	CRD# 17434	NEW YORK, NY
B	08/31/1992 - 08/31/1992	USLIFE EQUITY SALES CORP.	CRD# 7962	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
07/2008 - Present	STIFEL NICOLAUS & CO INC	FINANCIAL ADVISOR	Y	WAYZATA, 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.

No information reported.



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: WELLS FARGO BROKERAGE SERVICES

Allegations: UNSUITABLE ANNUITY EXCHANGE. NOVEMBER 2000

Product Type: Annuity(ies) - Variable

Alleged Damages: \$48,000.00

Customer Complaint Information

Date Complaint Received: 03/05/2002

Complaint Pending? No

Status: Denied

Status Date: 05/07/2002

Settlement Amount:

Individual Contribution Amount:

Disclosure 2 of 2

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: WELLS FARGO BROKERAGE SVCS LLC



Allegations: MISREPRESENTATION

Product Type: CD(s)

Alleged Damages: \$7,800.00

Customer Complaint Information

Date Complaint Received: 09/14/2000

Complaint Pending? No

Status: Denied

Status Date: 09/19/2000

Settlement Amount:

Individual Contribution Amount:

Broker Statement

MY REGISTERED ASSISTANT, WITH WHOM I HAD WORKED WITH CLOSELY AND IS NOW AN FC WITH WELLS FARGO INVESTMENTS, MET AND SERVICED THIS CLIENT. I REVIEWED HIS RECOMMENDATION AND FOUND IT APPROPRIATE. THE FIRM AND THE NASD ALSO IN TURN REVIEWED THIS COMPLIANT AND DENIED IT. MR. JOE POLLACK SON-IN-LAW TO CUSTOMER CONTACTED WELLS FARGO BROKERAGE REGARDING CUSTOMER'S ACCOUNT IN JULY, 2000. MR POLLACK'S QUESTIONS AND CONCERNS WERE AS EXPRESSED TO HIM BY HIS MOTHER-IN-LAW OUR CLIENT. BECAUSE MR. POLLACK IS NOT OUR CLIENT WE COULD NOT ANSWER HIS QUESTIONS OVER THE PHONE. IN THAT CONVERSATION WHOMEVER MR POLLACK WAS TALKING WITH IN OUR DOWNTOWN AREA INSTRUCTED MR. POLLACK TO WRITE A LETTER STATING HIS CONCERNS AND QUESTIONS. UNDER HIS OWN ADMISSION TO MR. RICHARD CROSBY IN A FACE TO FACE MEETING IN AUGUST 2001, IT WAS NEVER MR. POLLACK'S INTENT TO WRITE A COMPLIANT LETTER BUT ONLY WROTE SAID LETTER TO GET HIS QUESTIONS AND CONCERNS ANSWERED. THE ABOVE MENTIONED FACE TO FACE CONVERSATION WITH MR. POLLACK WAS REFERENCED AND CONFIRMED AS ACCURATE BY CUSTOMER WHO WAS PRESENT DURING THE CONVERSATION AS EVIDENCED IN A TAPE RECORDED TELEPHONE CONVERSATION WITH CUSTOMER. 11/11/2001. MICHELLE MERSEREAU MR. CROSBY'S ASST. WAS PRESENT THROUGHOUT THIS TELEPHONE CONVERSATION. THIS TAPE RECORDED CONVERSATION IS AVAILABLE UP ON REQUEST FROM MR. CROSBY. THIS ENTIRE INCIDENT COULD HAVE BEEN AVOIDED IF OUR FIRM WFBS HAD DIRECTED JOE POLLACK TO CONTACT RICHARD CROSBY DIRECTLY AS THE REP OF THE ACCOUNT.



End of Report

This page is intentionally left blank.