IAPD Report

DON WESLEY SALTER

CRD# 2218601

Section Title | **Page(s)**

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

[User Guidance](#)

[www.adviserinfo.sec.gov](#)

Report Summary

DON WESLEY SALTER (CRD# 2218601)

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 **02/09/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	J. W. COLE ADVISORS, INC.	CRD# 112294	06/29/2018
B	J.W. COLE FINANCIAL, INC.	CRD# 124583	06/29/2018

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
B	LPL FINANCIAL LLC	6413	SHREVEPORT, LA	11/03/2016 - 07/30/2018
IA	LPL FINANCIAL LLC	6413	SHREVEPORT, LA	11/03/2016 - 07/30/2018
IA	J. W. COLE ADVISORS, INC.	112294	SHREVEPORT, LA	07/02/2014 - 11/22/2016

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
Termination	1
Judgment/Lien	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 **7** jurisdiction(s) and 1 SRO(s) through his or her employer(s).

Employment 1 of 2

Firm Name: **J. W. COLE ADVISORS, INC.**

Main Address: 4301 ANCHOR PLAZA PARKWAY
SUITE 450
TAMPA, FL 33634

Firm ID#: 112294

	Regulator	Registration	Status	Date
IA	Louisiana	Investment Adviser Representative	Approved	07/20/2018
IA	Texas	Investment Adviser Representative	Restricted Approval	10/22/2025

Branch Office Locations

J. W. COLE ADVISORS, INC.
7330 FERN AVENUE
SUITE 401
SHREVEPORT, LA 71105

Employment 2 of 2

Firm Name: **J.W. COLE FINANCIAL, INC.**

Main Address: 4301 ANCHOR PLAZA PARKWAY
SUITE 450
TAMPA, FL 33634

Firm ID#: 124583

	Regulator	Registration	Status	Date
B	FINRA	Direct Participation Programs	Approved	06/29/2018
B	FINRA	Invest. Co and Variable Contracts	Approved	06/29/2018
B	Alabama	Agent	Approved	01/05/2021
B	Arizona	Agent	Approved	06/29/2018

Qualifications

	Regulator	Registration	Status	Date
B	Arkansas	Agent	Approved	06/29/2018
B	Florida	Agent	Approved	06/29/2018
B	Illinois	Agent	Approved	03/11/2020
B	Louisiana	Agent	Approved	06/29/2018
B	Texas	Agent	Approved	06/29/2018

Branch Office Locations

7330 FERN AVENUE
SUITE 401
SHREVEPORT, LA 71105

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
B	Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B	Direct Participation Programs Representative Examination (S22)	Series 22	12/30/1998
B	Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	05/08/1992

State Securities Law Exams

	Exam	Category	Date
IA	Uniform Investment Adviser Law Examination (S65)	Series 65	12/29/1999
B	Uniform Securities Agent State Law Examination (S63)	Series 63	07/12/1994

PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **0** professional designation(s).

No information reported.

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	11/03/2016 - 07/30/2018	LPL FINANCIAL LLC	CRD# 6413	SHREVEPORT, LA
IA	11/03/2016 - 07/30/2018	LPL FINANCIAL LLC	CRD# 6413	SHREVEPORT, LA
IA	07/02/2014 - 11/22/2016	J. W. COLE ADVISORS, INC.	CRD# 112294	SHREVEPORT, LA
B	07/01/2014 - 11/22/2016	J.W. COLE FINANCIAL, INC.	CRD# 124583	Shreveport, LA
IA	01/03/2007 - 07/09/2014	FIRST ALLIED ADVISORY SERVICES, INC.	CRD# 137888	SHREVEPORT, LA
B	05/30/2008 - 07/02/2014	FIRST ALLIED SECURITIES, INC.	CRD# 32444	SHREVEPORT, LA
B	02/23/1994 - 05/30/2008	FFP SECURITIES, INC.	CRD# 16337	SHREVEPORT, LA
IA	08/21/2002 - 01/03/2007	FFP ADVISORY SERVICES INC	CRD# 110778	SHREVEPORT, LA
B	05/11/1992 - 02/03/1994	PRUCO SECURITIES CORPORATION	CRD# 5685	NEWARK, NJ
B	05/11/1992 - 12/10/1993	THE PRUDENTIAL INSURANCE COMPANY OF AMERICA	CRD# 680	NEWARK, NJ

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
06/2018 - Present	J.W. COLE ADVISORS, INC.	INVESTMENT ADVISOR REPRESENTATIVE	Y	TAMPA, FL, United States
06/2018 - Present	J.W. COLE FINANCIAL, INC.	REGISTERED REPRESENTATIVE	Y	TAMPA, FL, United States
11/2016 - 06/2018	LPL FINANCIAL, LLC	REGISTERED REPRESENTATIVE	Y	BRYANT, AR, United States
07/2014 - 11/2016	J.W. COLE ADVISORS, INC.	INVESTMENT ADVISOR REPRESENTATIVE	Y	TAMPA, FL, United States

Registration & Employment History

EMPLOYMENT HISTORY

Employment Dates	Employer Name	Position	Investment Related	Employer Location
07/2014 - 11/2016	J.W. COLE FINANCIAL, INC.	REGISTERED REPRESENTATIVE	Y	TAMPA, FL, United States
01/2006 - 11/2016	PROVIDENCE INVESTMENTS	D/B/A	Y	SHREVEPORT, LA, 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. 11/03/2016 - SALTER INVESTMENTS LLC/ REAL ESTATE RENTAL/ 1%/ SHREVEPORT, LA.

2. 9/29/2017 - Providence Investments, LLC - Investment Related - At Reported Business Location(s) - Business Entity For Tax/Investment Purposes Only - Started 04/01/2016 - 1 Hour Per Month/0 Hours During Securities Trading.

3. 6/13/2018 - No Business Name - Investment Related - At Reported Business Location(s) - Non-Variable Insurance - Start Date:05/25/2018 - 1 Hours Per Month/0 Hours During Trading. Committee meetings to discuss budgets and expense reports.

4. 01/01/2001 - Open Door Bible Church 501(c)(3) Non-Profit, Finance Chairman - Non-Investment Related - 950 Swan Lake Road, Bossier City, LA 71111 - Started 01/01/2001 - 1 Hour Per Month/0 Hours During Securities Trading.

5. 11/06/2015 - No Business Name - Non-Investment Related - At 846 Robards Street, Shreveport, LA 71105 - Continuing Tutorship - Start Date:11/06/2015 - 360 Hours Per Month/0 Hours During Trading. Total care of our adult disabled child.

6. 1/06/2017 - No Business Name - Non-Investment Related - At 846 Robards Street, Shreveport, LA 71105 - Independent Administrator of Glenda T. Salter Estate - Start Date:01/06/2017 - 5 Hours Per Month/0 Hours During Trading. Disposal of Intestate Property of Glenda T. Salter (parent).

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
Termination	1
Judgment/Lien	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:	FIRST ALLIED SECURITIES, INC.
Allegations:	CLIENTS ALLEGE THAT RR BREACHED HIS FIDICUARY DUTY TO CLIENT BY RECOMMENDING VA INVESTMENT, MISREPRESENTED THE PRODUCT, AND THAT THE PRODUCT WAS UNSUITABLE FROM 2007-2012.
Product Type:	Annuity-Variable
Alleged Damages:	$13,700.00
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:	05/06/2013
Complaint Pending?	No
Status:	Settled
Status Date:	05/30/2013
Settlement Amount:	$6,000.00

Individual Contribution Amount:	$3,000.00
Broker Statement	FOR THE LAST 10 YEARS, WE ENJOYED OUR WORKING RELATIONSHIP WITH THESE CLIENTS AND GETTING TO KNOW THEM PERSONALLY. IN THIS PARTICULAR CASE, AS THEY APPROACHED RETIREMENT AGE, THEY WERE CONCERNED ABOUT THE SAFETY OF PRINCIPAL IN THEIR ACCOUNTS. IN 2006, WE RECOMMENDED A STRATEGY KNOWN AS THE ALLIANZ LIFE HIGH FIVE L THAT WOULD GUARANTEE THE RETURN OF PRINCIPLE AS WELL AS THE OPPORTUNITY TO LOCK IN GAINS ONCE EVERY 90 DAYS AS LONG AS THE ACCOUNT WAS HELD FOR FIVE YEARS AFTER THE LAST GUARANTEED ACCOUNT VALUE LOCK-IN DATE. THIS LOCK-IN WAS DONE MANUALLY AFTER RECEIVING INSTRUCTIONS FROM OUR OFFICE. ACCORDING TO THE PROSPECTUS, PRODUCT BROCHURE, AND OTHER APPROVED MATERIALS, THE STRATEGY HAD A PROPRIETARY, BUILT-IN ALGORITHM CALLED "AUTOMATIC PORTFOLIO MANAGEMENT" THAT WOULD AUTOMATICALLY TRANSFER FUNDS TO A FIXED ACCOUNT DURING TIMES OF MARKET STRESS AND TRANSFER FUNDS BACK INTO THE PORTFOLIO SUB-ACCOUNTS DURING RISING MARKETS. THE LAST LOCK-IN DATE FOR THESE CLIENTS WAS REQUESTED BY OUR OFFICE IN SEPTEMBER 2007. IN OCTOBER 2007, THE MARKET BEGAN A STEEP 2 YEAR DECLINE, BUT OUR CLIENTS WERE UNAFFECTED DUE TO THE GUARANTEES OFFERED BY THE STRATEGY. IN SEPTEMBER 2012, THE FIVE-YEAR HOLD TERM EXPIRED AND ALLIANZ DEPOSITED FUNDS INTO THE CLIENT'S ACCOUNTS UNDER THE TERMS OF THE GUARANTEES WHICH INCLUDED ALL OF THE ORIGINAL PRINCIPAL AND PROTECTED GAINS. THE CLIENTS WERE CONCERNED ABOUT THE SIZE OF GAINS DUE TO THE APPARENT PERFORMANCE LAG CAUSED BY THE AUTOMATIC PORTFOLIO MANAGEMENT ALGORITHM. THE PROPRIETARY ALGORITHM WAS ADMINISTERED AND DIRECTED BY ALLIANZ LIFE AND WE HAD NO DIRECT OR INDIRECT CONTROL OVER ITS OPERATION. IF THE CLIENTS HAD ELECTED TO DISCONTINUE THE STRATEGY PRIOR TO THE FIVE YEAR HOLD REQUIREMENT, THEY WOULD HAVE LOST THE PRINCIPAL AND GAIN GUARANTEES AS WELL AS THE LIKELY POSSIBILITY OF SURRENDER PENALTIES. IT IS OUR BELIEF THAT WE MADE A LOGICAL AND PRUDENT RECOMMENDATION TO MAINTAIN THE ACCOUNT WITH THE PRINCIPAL AND GAIN GUARANTEES UNTIL THE FIVE-YEAR HOLD WAS SATISFIED IN SEPTEMBER 2012. OUR REPUTATION AND INTEGRITY SHOULD NOT BE IMPUGNED BY THESE EVENTS AND WE HOPE THAT THIS SUMMARY ADEQUATELY INFORMS THE READER THAT WE DID EVERYTHING POSSIBLE WITHIN THE LIMITS OF THE STRATEGY TO PROTECT OUR CLIENTS' INTERESTS. THE CLIENTS AGREED TO A SETTLEMENT WHICH PUTS THIS MATTER TO REST.

Termination

This disclosure event involves a situation where the Investment Adviser Representative voluntarily resigned, was discharged or was permitted to resign after allegations were made that accused the Investment Adviser Representative of violating investment-related statutes, regulations, rules or industry standards of conduct; fraud or the wrongful taking of property; or failure to supervise in connection with investment-related statutes, regulations, rules or industry standards of conduct.

Disclosure 1 of 1

Reporting Source:	Firm
Firm Name:	LPL Financial LLC
Termination Type:	Discharged
Termination Date:	06/30/2018
Allegations:	Allegation of violation of firm's document signature policy.
Product Type:	No Product

Reporting Source:	Individual
Firm Name:	LPL Financial LLC
Termination Type:	Discharged
Termination Date:	06/30/2018
Allegations:	Allegation of violation of firm's document signature policy.
Product Type:	No Product

Judgment/Lien

This disclosure event involves an unsatisfied and outstanding judgment or lien against the Investment Adviser Representative.

Disclosure 1 of 1

Reporting Source:	Individual
Judgment/Lien Holder:	IRS
Judgment/Lien Amount:	$104,957.43
Judgment/Lien Type:	Tax
Date Filed with Court:	08/20/2025
Date Individual Learned:	09/22/2025
Type of Court:	County
Name of Court:	Caddo Parish Clerk of Court
Location of Court:	Shreveport, LA
Docket/Case #:	522592425
Judgment/Lien Outstanding?	Yes
Broker Statement	I have engaged a tax attorney to investigate this matter since the lien filing references a property that we do not own. This may be something fraudulent or requires corrective action by the IRS. The tax attorney will investigate and advise.

End of Report

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