



IAPD Report

Raymond Scott Panek

CRD# 2259565

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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

Raymond Scott Panek (CRD# 2259565)

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 **06/12/2024**.

CURRENT EMPLOYERS

Firm	CRD#	Registered Since
IA ODIORNE POINT ASSET MANAGEMENT, LLC	CRD# 324617	04/24/2023

QUALIFICATIONS

This representative is currently registered in **0** 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 ESTATE PLANNERS OF NEW ENGLAND, LLC	133353	PORTSMOUTH, NH	09/24/2019 - 09/07/2023
IA PEOPLE'S UNITED ADVISORS, INC.	292454	Portsmouth, NH	05/23/2018 - 07/03/2019
IA PEOPLE'S SECURITIES, INC.	13704	DURHAM, NH	09/29/2011 - 07/03/2019

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
Criminal	3
Termination	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 **3** jurisdiction(s) and **0** SRO(s) through his or her employer(s).

Employment 1 of 1

Firm Name: **ODIORNE POINT ASSET MANAGEMENT, LLC**
Main Address: 155 FLEET STREET
PORTSMOUTH, NH 03801
Firm ID#: 324617

	Regulator	Registration	Status	Date
	Florida	Investment Adviser Representative	Approved - Pending IAR CE	01/01/2026
	Maine	Investment Adviser Representative	Approved	08/28/2023
	New Hampshire	Investment Adviser Representative	Approved	04/24/2023

Branch Office Locations

ODIORNE POINT ASSET MANAGEMENT, LLC
155 FLEET STREET
PORTSMOUTH, NH 03801



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
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No information reported.

General Industry/Product Exams

Exam	Category	Date
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B Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B General Securities Representative Examination (S7)	Series 7	09/28/2009
B Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	09/20/1993

State Securities Law Exams

Exam	Category	Date
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IA Uniform Investment Adviser Law Examination (S65)	Series 65	09/28/2011
B Uniform Securities Agent State Law Examination (S63)	Series 63	09/23/1993

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	09/24/2019 - 09/07/2023	ESTATE PLANNERS OF NEW ENGLAND, LLC	CRD# 133353	PORTSMOUTH, NH
IA	05/23/2018 - 07/03/2019	PEOPLE'S UNITED ADVISORS, INC.	CRD# 292454	Portsmouth, NH
IA	09/29/2011 - 07/03/2019	PEOPLE'S SECURITIES, INC.	CRD# 13704	DURHAM, NH
B	09/23/2009 - 07/03/2019	PEOPLE'S SECURITIES, INC.	CRD# 13704	DURHAM, NH
B	03/18/2009 - 10/28/2009	CHITTENDEN SECURITIES, LLC.	CRD# 45190	PORTSMOUTH, NH
B	07/09/2002 - 01/14/2009	DIRECTED SERVICES LLC	CRD# 21675	WEST CHESTER, PA
B	10/30/2001 - 06/18/2002	INVESCO DISTRIBUTORS, INC.	CRD# 289	HOUSTON, TX
B	12/15/1995 - 07/17/2001	PUTNAM RETAIL MANAGEMENT LIMITED PARTNERSHIP	CRD# 7325	BOSTON, MA
B	09/21/1993 - 06/23/1995	MFS FUND DISTRIBUTORS, INC.	CRD# 31052	BOSTON, MA

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
04/2023 - Present	Odiorne Point Asset Management, LLC	Chief Compliance Officer	Y	Portsmouth, NH, United States
09/2019 - 05/2023	Estate Planners of New England	Financial Advisor	Y	Portsmouth, NH, United States
01/2009 - 06/2019	People's Securities Inc	VP, Financial Advisor	Y	Bridgeport, CT, United States



Registration & Employment History



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) Nationwide Life and Annuity Insurance Company; Investment related: Yes; Location: 1 W Nationwide Blvd Ste 100 Columbus, OH, 43215-2752 United States; Description: Consider Life Insurance or Annuity solutions that may fit the needs of my clients.; Position Title: Licensed Insurance Agent / Financial Advisor; Responsibilities Duties: Evaluate products and offer the features & benefits to my clients when prudent; Start date: 2022-06; Hours per month during trading hours: 4; Hours per month outside trading hours: 2.



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
Criminal	3
Termination	1

Criminal

This disclosure event involves a criminal charge against the Investment Adviser Representative that has resulted in a dismissal, plea, acquittal or conviction. The criminal matter may relate to any felony or certain misdemeanor offenses (e.g., bribery, perjury, forgery, counterfeiting, extortion, fraud, wrongful taking of property).

Disclosure 1 of 3

Reporting Source: Individual

Court Details: HILLSBOROUGH MUNICIPAL COURT
COURT DOCKET=C-COURT CODE #1810 COMPLAINTS
SK82026,29,30,31,32

Charge Date: 09/27/1985

Charge Details: THEFT OF MOVALBE PROPERTY (A RADIO ANTENNA, VALUED AT \$15.00)

Felony? No

Current Status: Final

Status Date: 09/27/1985

Disposition Details: FINE OF \$600.00, \$45.00 COURT COST, \$75.00 TO THE VIOLENT CRIME COMPENSATION BOARD.

Broker Statement THE THEFT WAS A "DARE" AMONG HIGH SCHOOL FRIENDS. ONE PERSON IN PARTICULAR CAUSED MANY OF OUR GROUP TO BE WRECKLESS. CONTACT WITH THAT INDIVIDUAL CEASED, AS DID ANY WRONG DOING.

Disclosure 2 of 3

Reporting Source: Individual

Court Details: HILLSBOROUGH MUNICIPAL COURT
2C:20-11B(49-85-FOR APPEAL)

Charge Date: 02/23/1985

Charge Details: WALKING OUT OF AN A&P FOED STORE WITH A BOX OF GRANOLA BARS AND A BOX OF NESTLE CRUNCH BARS WITHOUT PAYING FOR THEM. TOTAL VALUE \$3.78.



Felony? No
Current Status: Final
Status Date: 03/11/1986
Disposition Details: PENALTIES: \$250.00 FINE, \$25.00 COURT COST, \$25.00 TO VIOLENT CRIMES COMPENSATION BOARD
Broker Statement THIS ENTIRE ORDEAL WAS A MISTAKE ON BEHALF OF THE STORE MANAGER. THREE OF US HAD PURCHASED FOOD FOR OUR BEACH HOUSE AND THESE TWO BOXES WERE THROWN AT ME AS I WALKED OUT THE DOOR AS A JOKE.

Disclosure 3 of 3

Reporting Source: Individual
Court Details: HILLSBOROUGH TWP. MUNICIPAL COURT
C-1810 (COMPLAINTS SK82026,29,30,31,32)
Charge Date: 10/23/1984
Charge Details: RECEIVING MOVABLE PROPERTY KNOWN TO BE STOLEN, TO WIT: 4 STOCK JEEP RIMS WITH MOUNTED TIRES, VALUED AT \$180.00.

Felony? No
Current Status: Final
Status Date: 08/25/1985
Disposition Details: FINE OF \$600.00, \$45.00 COURT COST, \$75.00 TO THE VIOLENT CRIMES COMPENSATION BOARD.
Broker Statement SEE ATTACHED. JUST OUT OF HIGH SCHOOL, I SPENT MAJORITY OF FREE TIME WITH A CLOSE GROUP OF FRIENDS. ONE INDIVIDUAL WAS AN INSTIGATOR AND CAUSED TROUBLE. SINCE THESE EVENTS IN 1984 AND 1985, WE NO LONGER HAVE CONTACT WITH THIS ONE PERSON.



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: People's Securities, Inc.

Termination Type: Discharged

Termination Date: 06/07/2019

Allegations: It was alleged, and the RR conceded, that he had signed initials onto customer paperwork in order to correct errors or non-conformances without involving customers, and then presented the documents to the firm for processing and suitability review indicating that the customer had initialed the corrections.

Product Type: Annuity-Fixed

Firm Statement The individual was under internal review at the time of termination. The individual admitted that he had submitted corrections of errors in paperwork to the firm for processing where he signed the initials of the customer in violation of firm policy and industry standards of conduct. The firm believes that the actions were not intended to deceive customers, but were intended to rectify errors without involving or inconveniencing customers. Regardless of possible intent, the actions were not acceptable.

Reporting Source: Individual

Firm Name: People's Securities, Inc.

Termination Type: Discharged

Termination Date: 06/07/2019

Allegations: It was alleged, and the RR conceded, that he had signed initials onto customer paperwork in order to correct errors or non-conformances without involving customers, and then presented the documents to the firm for processing and suitability review indicating that the customer had initialed the corrections.

Product Type: Annuity-Fixed

Broker Statement In order to complete a suitable transaction for my customer, in a timely manner, that would benefit their account with higher guaranteed rate, I called and spoke directly with client in question on April 23rd 2019, to confirm our face to face meeting, and was advised that he was unable to attend the meeting because of an unexpected medical situation, then gave me specific instructions and authority to initial the documents for correction as necessary on his behalf. This document was internal identity verification, not investment or paperwork from the carrier. Prior customer meetings were face to face, and completed all necessary forms, with the missing expiration date of license being added as CORRECTION asked to be initialed (by operations dept of People's) to secure the purchase of this fixed annuity. I have been unable to find anything in People's Securities written



procedures that would identify adding initials to the documents under these circumstances and at his direction and knowledge as being a prohibited activity, however, this was the cause of my termination.



End of Report

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