



IAPD Report

PHILLIP LLOYD SMELSER

CRD# 2338831

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Qualifications	2 - 4
Registration and Employment History	5 - 6
Disclosure Information	7



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

PHILLIP LLOYD SMELSER (CRD# 2338831)

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 **12/18/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	CAMBRIDGE INVESTMENT RESEARCH, INC.	CRD# 39543	11/11/2008
IA	CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.	CRD# 134139	10/03/2017

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **4** 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	CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.	134139	Woodfin, NC	12/10/2008 - 10/02/2017
IA	HOUSEHOLDER GROUP, ESTATE & RETIREMENT SPECIALISTS	107773	BRADENTON, FL	01/12/2005 - 11/21/2008
B	AIG FINANCIAL ADVISORS, INC.	133763	SARASOTA, FL	10/31/2005 - 11/19/2008

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

Employment 1 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	General Securities Principal	Approved	11/11/2008
B FINRA	General Securities Representative	Approved	11/11/2008
B FINRA	Invest. Co and Variable Contracts	Approved	11/11/2008
B FINRA	Investment Co./Variable Contracts Prin	Approved	11/11/2008
B Connecticut	Agent	Approved	09/13/2024
B Florida	Agent	Approved	11/11/2008
B North Carolina	Agent	Approved	11/11/2008
B Rhode Island	Agent	Approved	01/07/2020

Branch Office Locations

CAMBRIDGE INVESTMENT RESEARCH, INC.
Burnsville, NC

Employment 2 of 2

Firm Name: **CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.**

Main Address: 1776 PLEASANT PLAIN RD.
FAIRFIELD, IA 52556-8757

Firm ID#: 134139



Qualifications

Regulator	Registration	Status	Date
IA North Carolina	Investment Adviser Representative	Approved	10/03/2017

Branch Office Locations

CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.
Burnsville, NC





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 2 principal/supervisory exams, 4 general industry/product exams, and 2 state securities law exams.




Principal/Supervisory Exams

Exam	Category	Date
 General Securities Principal Examination (S24)	Series 24	01/06/2005
 Investment Company Products/Variable Contracts Principal Examination (S26)	Series 26	03/27/2002

General Industry/Product Exams

Exam	Category	Date
 Investment Company Products/Variable Contracts Representative Examination (S6TO)	Series 6TO	01/02/2023
 Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
 General Securities Representative Examination (S7)	Series 7	05/07/1997
 Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	04/08/1993

State Securities Law Exams

Exam	Category	Date
  Uniform Combined State Law Examination (S66)	Series 66	10/10/2001
 Uniform Securities Agent State Law Examination (S63)	Series 63	06/19/1997

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	12/10/2008 - 10/02/2017	CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.	CRD# 134139	Woodfin, NC
IA	01/12/2005 - 11/21/2008	HOUSEHOLDER GROUP, ESTATE & RETIREMENT SPECIALISTS	CRD# 107773	BRADENTON, FL
B	10/31/2005 - 11/19/2008	AIG FINANCIAL ADVISORS, INC.	CRD# 133763	SARASOTA, FL
B	10/20/2004 - 10/31/2005	SUNAMERICA SECURITIES, INC.	CRD# 20068	PHOENIX, AZ
B	01/22/2001 - 10/22/2004	SUNTRUST SECURITIES, INC.	CRD# 17499	ATLANTA, GA
IA	01/22/2001 - 10/22/2004	SUNTRUST SECURITIES, INC.	CRD# 17499	SARASOTA, FL
B	01/20/1999 - 01/11/2001	NATIONWIDE ADVISORY SERVICES, INC.	CRD# 11173	COLUMBUS, OH
B	01/26/1998 - 04/08/1998	FIRST SECURITY FINANCIAL ADVISORS, INC.	CRD# 41716	DALLAS, TX
B	06/12/1997 - 01/05/1998	EXECUTIVE WEALTH MANAGEMENT SERVICES, INC.	CRD# 10164	SARASOTA, FL
B	05/09/1997 - 06/10/1997	CORPORATE SECURITIES GROUP, INC.	CRD# 11025	ST. LOUIS, MO
B	04/13/1993 - 12/13/1994	FRANKLIN FINANCIAL SERVICES CORPORATION	CRD# 5435	HOUSTON, TX

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
11/2008 - Present	CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC	IA REP	Y	FAIRFIELD, IA, United States
11/2008 - Present	CAMBRIDGE INVESTMENT RESEARCH, INC	REG REP	Y	FAIRFIELD, IA, United States
10/2004 - Present	THE HOUSEHOLDER GROUP	REGIONAL VICE PRESIDENT	Y	PHOENIX, AZ, United States



Registration & Employment History

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) CIRA, 1776 PLEASANT PLAIN RD, FAIRFIELD, IA, AS ADVISORY REP OF A RIA, INV REL, 20 HRS/MO, 20 HRS/MO TRADING. SEE EMPLOYMENT HISTORY FOR START DATE.
- 2) FINANCIAL EDUCATION & ACHIEVEMENT, 2480 FRUITVILLE RD, STE 10, SARASOTA, FL, 12/2008, AS INDEPENDENT INSURANCE AGENT FOR VARIOUS INDEPENDENT INSURANCE COMPANIES, INV REL, 10 HRS/MO, 10 HRS/MO TRADING.
- 3) FINANCIAL EDUCATION & ACHIEVEMENT, 9 ELK MOUNTAIN RD, STE 2, WOODFIN, NC, 5/2018, AS INSTRUCTOR TEACHING RETIREMENT CLASSES, INV REL, 30 HRS/YR, 0 HRS/YR TRADING.
- 4) ST. THOMAS EPISCOPAL CHURCH, 372 RESERVOIR RD, BURNSVILLE, NC, 12/2022, TREASURER, RELIGIOUS ORGANIZATION, NIR, 4 HRS/MO, 2 HRS/MO TRADING.
- 5) PHILLIP SMELSER, 3 Old Dairy Lane, Burnsville NC 28714, United States, START DATE 10/2025, Coach, In training to become a Professional Barbell Coach (PBC) in order to open a business at a later time in retirement, NIR, 12 HR/MO - 0 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:	Cambridge Investment Research, Inc.
Allegations:	SOC alleges the sale of unsuitable investments, misrepresentation and other sales practice violations.
Product Type:	Mutual Fund Real Estate Security
Alleged Damages:	\$600,000.00

Arbitration Information

Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):	FINRA
Docket/Case #:	20-01509
Date Notice/Process Served:	06/29/2020
Arbitration Pending?	No
Disposition:	Settled
Disposition Date:	05/28/2021
Monetary Compensation Amount:	\$410,000.00
Individual Contribution Amount:	\$0.00

**Disclosure 2 of 2**

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: Cambridge Investment Research, Inc.

Allegations: Claimant alleges unsuitable investment recommendations and misrepresentations and/or omissions of material information.

Product Type: Mutual Fund
Real Estate Security

Alleged Damages: \$100,000.00

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 #: 18-04442

Filing date of arbitration/CFTC reparation or civil litigation: 12/27/2018

Customer Complaint Information

Date Complaint Received: 01/14/2019

Complaint Pending? No

Status: Settled

Status Date: 03/05/2020

Settlement Amount: \$34,000.00

Individual Contribution Amount: \$0.00

Broker Statement RR strongly disagrees with this complaint (made after he waited 2.5 years). RR asserts his records clearly demonstrate that he was acting in the former client's best interests and according to his stated goals. Former client required income in a low interest environment; RR invested in moderate, diversified, yield-producing investments, all of which continue to produce yield. RR asserts former client was sent many dollars of investment income - without complaint. RR believes the former client is reacting to market volatility. Without admitting any wrongdoing, this matter was settled to avoid the high cost of litigation.



End of Report

This page is intentionally left blank.