



## IAPD Report

# JEFFREY LAWRENCE ZUPANCIC

CRD# 2465727

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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

### JEFFREY LAWRENCE ZUPANCIC (CRD# 2465727)

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 **09/29/2025**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	INDEPENDENT WEALTH NETWORK, INC.	CRD# 286262	09/15/2017

### QUALIFICATIONS

This representative is currently registered in **0** 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	BROKERS INTERNATIONAL FINANCIAL SERVICES, LLC.	139627	Phoenix, AZ	03/12/2021 - 12/31/2023
B	BROKERS INTERNATIONAL FINANCIAL SERVICES, LLC.	139627	Phoenix, AZ	08/24/2017 - 02/20/2020
IA	INVESTMENT ADVISORS CORP	117531	PHOENIX, AZ	11/15/2013 - 09/29/2017

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



## 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 **0** SRO(s) through his or her employer(s).

### Employment 1 of 1

Firm Name: **INDEPENDENT WEALTH NETWORK, INC.**

Main Address: 2350 NW 128TH ST  
URBANDALE, IA 50323

Firm ID#: 286262

	Regulator	Registration	Status	Date
IA	Arizona	Investment Adviser Representative	Approved	09/15/2017
IA	Arkansas	Investment Adviser Representative	Approved	04/25/2024
IA	California	Investment Adviser Representative	Approved	02/20/2018
IA	Colorado	Investment Adviser Representative	Approved	02/20/2018
IA	Florida	Investment Adviser Representative	Approved	03/21/2018
IA	Illinois	Investment Adviser Representative	Approved	02/20/2018
IA	Iowa	Investment Adviser Representative	Approved	09/15/2017
IA	Kansas	Investment Adviser Representative	Approved	01/15/2019
IA	Michigan	Investment Adviser Representative	Approved	02/21/2018
IA	Minnesota	Investment Adviser Representative	Approved	03/18/2024
IA	Missouri	Investment Adviser Representative	Approved	03/19/2024
IA	Nebraska	Investment Adviser Representative	Approved	02/20/2018
IA	New Jersey	Investment Adviser Representative	Approved	11/08/2024



## Qualifications

	Regulator	Registration	Status	Date
IA	New Mexico	Investment Adviser Representative	Approved	01/03/2022
IA	North Carolina	Investment Adviser Representative	Approved	02/22/2018
IA	Oregon	Investment Adviser Representative	Approved	01/09/2019
IA	Pennsylvania	Investment Adviser Representative	Approved	01/07/2021
IA	Texas	Investment Adviser Representative	Approved	02/19/2018
IA	Utah	Investment Adviser Representative	Approved	01/26/2024
IA	Virginia	Investment Adviser Representative	Approved	01/26/2024
IA	Washington	Investment Adviser Representative	Approved	01/14/2020
IA	Wisconsin	Investment Adviser Representative	Approved	02/22/2018
IA	Wyoming	Investment Adviser Representative	Approved	01/29/2024

## Branch Office Locations

### INDEPENDENT WEALTH NETWORK, INC.

1202 E Maryland Ave Suite 1J  
Phoenix, AZ 85014



## 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 1 principal/supervisory exam, 2 general industry/product exams, and 2 state securities law exams.**

#### Principal/Supervisory Exams

Exam	Category	Date
<b>B</b> Investment Company Products/Variable Contracts Principal Examination (S26)	Series 26	03/16/2004

#### General Industry/Product Exams

Exam	Category	Date
<b>B</b> Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
<b>B</b> Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	05/31/1994

#### State Securities Law Exams

Exam	Category	Date
<b>IA</b> Uniform Investment Adviser Law Examination (S65)	Series 65	08/12/2005
<b>B</b> Uniform Securities Agent State Law Examination (S63)	Series 63	03/24/1994



### 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	03/12/2021 - 12/31/2023	BROKERS INTERNATIONAL FINANCIAL SERVICES, LLC.	CRD# 139627	Phoenix, AZ
B	08/24/2017 - 02/20/2020	BROKERS INTERNATIONAL FINANCIAL SERVICES, LLC.	CRD# 139627	Phoenix, AZ
IA	11/15/2013 - 09/29/2017	INVESTMENT ADVISORS CORP	CRD# 117531	PHOENIX, AZ
B	10/31/2013 - 09/29/2017	BROKER DEALER FINANCIAL SERVICES CORP.	CRD# 8073	PHOENIX, AZ
IA	08/31/2005 - 11/05/2013	CENTAURUS FINANCIAL, INC.	CRD# 30833	PHOENIX, AZ
B	05/28/2004 - 11/05/2013	CENTAURUS FINANCIAL, INC.	CRD# 30833	PHOENIX, AZ
B	09/23/2003 - 06/02/2004	FINANCIAL WEST GROUP	CRD# 16668	RENO, NV
B	09/17/1999 - 07/11/2003	METLIFE SECURITIES INC.	CRD# 14251	SPRINGFIELD, MA
B	09/17/1999 - 07/11/2003	METROPOLITAN LIFE INSURANCE COMPANY	CRD# 4095	NEW YORK, NY
B	06/01/1994 - 09/01/1999	EQ FINANCIAL CONSULTANTS, INC.	CRD# 6627	NEW YORK, NY
B	06/01/1994 - 09/01/1999	THE EQUITABLE LIFE ASSURANCE SOCIETY OF THE UNITED STATES	CRD# 4039	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
08/2017 - Present	Independent Wealth Network, Inc.	CEO	Y	Phoenix, AZ, United States
03/2021 - 12/2023	Brokers International Financial Services	Registered Rep	Y	Phoenix, AZ, United States
08/2017 - 02/2020	Brokers International Financial Services, LLC	Registered Representative	Y	Phoenix, AZ, United States



## Registration & Employment History

### EMPLOYMENT HISTORY

Employment Dates	Employer Name	Position	Investment Related	Employer Location
10/2013 - 08/2017	BROKER DEALER FINANCIAL SERVICES	REGISTERED REPRESENTATIVE	Y	WEST DES MOINES, IA, 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. PREFERRED FINANCIAL GROUP, LLC, NOT INVESTMENT RELATED; PHOENIX, AZ; CEO/FOUNDER/OWNER - MARKETING FIRM FOR SECURITIES PRODUCTS(NO REGISTRATION); SINCE 06/2004 APPROX. 160 HOURS PER MONTH / ALL DURING TRADING HOURS.
2. PREFERRED GROUP LLC; NOT INVESTMENT RELATED; PHOENIX, AZ ; CEO/FOUNDER/OWNER; MANAGING PARTNER - RUN THE INSURANCE FIRM; 160 HOURS PER MONTH SPENT ON THIS ACTIVITY/ALL DURING TRADING HOURS.
3. ZUPANCIC FINANCIAL GROUP, INC. NOT INVESTMENT RELATED; PHOENIX, AZ; HOLDING COMPANY OF PFG LLC & PG, LLC - CEO/PRESIDENT; DATE STARTED 6/4/2003; 10 HOURS PER MONTH/0 DURING TRADING.
4. PREFERRED WEALTH MANAGEMENT, LLC; INVESTMENT RELATED; PHOENIX, AZ; CEO/FOUNDER/OWNER - RUN THE INVESTMENT ADVISORY FIRM; FINANCIAL PLANNING; LLC; 160 HOURS PER MONTH/ALL DURING TRADING.
5. RENTAL PROPERTY; NOT INVESTMENT RELATED; 3301 E ANDORRA DRIVE, PHOENIX, AZ 85032; RENTAL PROPERTY OWNER; 20 HOURS PER MONTH/00 DURING TRADING; OWNER OF RENTAL PROPERTY
6. SWEETWATER COVE HOA C/O PMG SERVICES; NOT INVESTMENT RELATED; MESA, AZ; HOA BOARD MEMBER; BOARD MEMBER; 2 HOURS PER MONTH/0 DURING TRADING HOURS; IMPLEMENT POLICIES TO IMPROVE OUR COMMUNITY
7. IWN; INVESTMENT RELATED; 1202 MARYLAND AVE SUITE 1J; AZ 85014; MANAGING RIA; STARTED 8/1/2017; 160 HOURS PER MONTH, 160 DURING TRADING; DAY TO DAY, CEO





## 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

### 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:** Firm

**Employing firm when activities occurred which led to the complaint:** METLIFE

**Allegations:** CLIENTS ALLEGE THE VARIABLE UNIVERSAL LIFE INSURANCE POLICIES THEY PURCHASED IN SEPTEMBER AND OCTOBER 2001 WERE MISREPRESENTED AND THEY ARE REQUESTING A REFUND OF PREMIUMS PAID.

**Product Type:** Other

**Other Product Type(s):** VARIABLE LIFE INSURANCE

**Alleged Damages:** \$5,986.37

### Customer Complaint Information

**Date Complaint Received:** 11/03/2003

**Complaint Pending?** No

**Status:** Denied

**Status Date:** 12/04/2003

**Settlement Amount:**

**Individual Contribution Amount:**

**Reporting Source:** Individual



**Employing firm when activities occurred which led to the complaint:**

METLIFE

**Allegations:**

CLIENTS ALLEGE THE VARIABLE UNIVERSAL LIFE INSURANCE POLICIES THEY PURCHASED IN SEPTEMBER AND OCTOBER 2001 WERE MISREPRESENTED AND THEY ARE REQUESTING A REFUND OF PREMIUMS PAID.

**Product Type:**

Other

**Other Product Type(s):**

VARIABLE LIFE INSURANCE

**Alleged Damages:**

\$5,986.37

### **Customer Complaint Information**

**Date Complaint Received:**

01/12/2004

**Complaint Pending?**

No

**Status:**

Closed/No Action

**Status Date:**

01/12/2004

**Settlement Amount:**

**Individual Contribution Amount:**



## End of Report

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