



IAPD Report

MICHAEL MARTIN SALERNO

CRD# 2553510

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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

MICHAEL MARTIN SALERNO (CRD# 2553510)

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 **04/11/2023**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	NPPG PLAN PROFESSIONALS, LLC	CRD# 324646	04/11/2023

QUALIFICATIONS

This representative is currently registered in **0** SRO(s) and **2** 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	NPPG INVESTMENT SERVICES, LLC	159695	RED BANK, NJ	03/12/2012 - 01/06/2025

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





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 **2** jurisdiction(s) and **0** SRO(s) through his or her employer(s).

Employment 1 of 1

Firm Name: **NPPG PLAN PROFESSIONALS, LLC**
Main Address: 494 SYCAMORE AVENUE
SUITE 100
SHREWSBURY, NJ 07702
Firm ID#: 324646

	Regulator	Registration	Status	Date
	New Jersey	Investment Adviser Representative	Approved	05/02/2023
	Texas	Investment Adviser Representative	Restricted Approval	04/11/2023

Branch Office Locations

NPPG PLAN PROFESSIONALS, LLC
494 SYCAMORE AVENUE
SUITE 100
SHREWSBURY, NJ 07702



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, 0 general industry/product exams, and 1 state securities law exam.

Principal/Supervisory Exams

Exam	Category	Date
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No information reported.

General Industry/Product Exams

Exam	Category	Date
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No information reported.

State Securities Law Exams

Exam	Category	Date
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IA Uniform Investment Adviser Law Examination (S65)	Series 65	03/08/2012
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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	03/12/2012 - 01/06/2025	NPPG INVESTMENT SERVICES, LLC	CRD# 159695	RED BANK, 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
12/2022 - Present	NPPG PLAN PROFESSIONALS, LLC	PRESIDENT, MEMBER	Y	SHREWSBURY, NJ, United States
12/2022 - Present	NPPG RECORDKEEPING SOLUTIONS	MEMBER	Y	SHREWSBURY, NJ, United States
05/2019 - Present	PINNACLE FINANCIAL SERVICES, INC.	PRESIDENT	Y	SHREWSBURY, NJ, United States
04/2017 - Present	NPPG EMPLOYEE BENEFITS, LLC	MEMBER	Y	SHREWSBURY, NJ, United States
01/2014 - Present	NPPG FIDUCIARY SERVICES, LLC	MEMBER	Y	SHREWSBURY, NJ, United States
04/2012 - Present	CYPRESS PROPERTY HOLDINGS	MEMBER	Y	SHREWSBURY, NJ, United States
01/2012 - Present	NPPG INVESTMENT SERVICES, LLC	MEMBER	Y	SHREWSBURY, NJ, United States
01/2006 - Present	ARBOR TITLE SERVICES	MEMBER	Y	SHREWSBURY, NJ, United States
08/1997 - Present	NATIONAL PROFESSIONAL PLANNING GROUP, INC.	PRESIDENT	Y	SHREWSBURY, NJ, 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) Pinnacle Financial Services, LLC, Third- Party Administrator, President, 5 hours a month, 10% during trading hours, duties as executive overseeing business managers; (2) NPPG Employee Benefits, LLC, Member, 5 hours a month, <10% during trading hours, duties as executive overseeing business managers; (3) NPPG Fiduciary Services, LLC, Member, <10 hours a month, <10% during trading hours, duties as executive overseeing business managers; (4) NPPG Investment Services, LLC, Member, <5 hours a month, <10% during trading hours, duties as executive oversight of business operations; (5) National Professional Planning Group, Inc, President, 20 hours a month, 15% during trading hours , duties as executive overseeing business managers; (6) NPPG Record Keeping Solutions, LLC, Member, <5 hours a month, 0% during trading hours, duties executive overseeing business managers; (7) Arbor Title Services, LLC, Member, 5 hours a month, 0% during trading hours , duties as



Registration & Employment History



OTHER BUSINESS ACTIVITIES

executive overseeing business managers; (8) Cypress Property Holdings, LLC, Member, <5 hours a month, 10% during trading hours, duties as executive oversight of business operations.



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

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: FFP SECURITIES, INC.

Allegations: CLIENT PURCHASED VARIOUS TELENET AND INTERNET STOCKS FROM MR. SALERNO IN MARCH OF 2000. CLIENT ALLEGES THAT MR. SALERNO MADE UNSUITABLE RECOMMENDATIONS, MISREPRESENTED THE PRODUCTS, AND ENGAGED IN UNAUTHORIZED TRADING.

Product Type: Equity - OTC

Alleged Damages: \$250,000.00

Customer Complaint Information

Date Complaint Received: 04/18/2002

Complaint Pending? No

Status: Arbitration/Reparation

Status Date: 04/18/2002

Settlement Amount:

Individual Contribution Amount:

Arbitration Information



Arbitration/Reparation Claim filed with and Docket/Case No.: NASD CASE # 02-01895

Date Notice/Process Served: 04/18/2002

Arbitration Pending? No

Disposition: Settled

Disposition Date: 04/17/2003

Monetary Compensation Amount: \$25,500.00

Individual Contribution Amount: \$0.00

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: FFP SECURITIES

Allegations: CUSTOMER'S LAWYER ALLEGES THAT SALERNO MADE UNSUITABLE RECOMMENDATIONS.

Product Type: Equity - OTC

Alleged Damages: \$250,000.00

Customer Complaint Information

Date Complaint Received: 04/18/2002

Complaint Pending? No

Status: Arbitration/Reparation

Status Date: 04/18/2002

Settlement Amount:

Individual Contribution Amount:

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.: NASD CASE # 02-01895

Date Notice/Process Served: 04/18/2002

Arbitration Pending? No

Disposition: Settled

Disposition Date: 04/17/2003

Monetary Compensation Amount: \$25,500.00

Individual Contribution Amount:



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: Individual
Firm Name: FFP SECURITIES
Termination Type: Voluntary Resignation
Termination Date: 04/17/2000
Allegations: ALLOW UNLICENSED EMPLOYEE TO SOLICIT SECURITIES BUSINESS.
Product Type: Annuity(ies) - Variable

Other Product Types:

Broker Statement MR. SALERNO DID NOT AND DOES NOT USE UNLICENSED REPRESENTATIVES TO SOLICIT SECURITIES. AFTER FFP SECURITIES COMPLETED ITS INVESTIGATION THEY DID NOT FILE ANY COMPLAINT, NOR DID ANY CLIENT FILE A COMPLAINT AGAINST MR. SALERNO IN THIS CASE OR ANY OTHER IN HIS HISTORY. MR. SALERNO VOLUNTARILY RESIGNED FROM FFP DUE TO NUMEROUS ON- GOING OPERATIONAL INEFFICIENCIES WITHIN THEIR BACK OFFICE, WHICH WERE NOT CORRECTED AND NUMEROUS FFP TRADE-DESK ERRORS CAUSED BY THEIR UNDER-EXPERIENCED TRADERS. WHICH IS EVIDENT BY THEIR HIGH TURNOVER AND NUMEROUS RESPONSIBILITY REASSIGNMENTS WITHIN THE OPERATIONAL AREAS AND THE TRADE DESK.



End of Report

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