



## IAPD Report

# JEFFREY MICHAEL ZUFALL

CRD# 2569529

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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 MICHAEL ZUFALL (CRD# 2569529)

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 **02/25/2026**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
<b>B</b>	KESTRA INVESTMENT SERVICES, LLC	CRD# 42046	10/12/2017
<b>IA</b>	KESTRA ADVISORY SERVICES, LLC	CRD# 283330	10/12/2017

### QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **13** 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>IA</b>	NATIONAL PLANNING CORPORATION ("NPC OF AMERICA" IN FL & NY)	29604	ELLISVILLE, MO	10/30/2007 - 10/17/2017
<b>B</b>	NATIONAL PLANNING CORPORATION	29604	ELLISVILLE, MO	10/29/2007 - 10/17/2017
<b>IA</b>	AMERICAN GENERAL SECURITIES INCORPORATED	13626	ELLISVILLE, MO	07/21/2003 - 10/30/2007

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

### Employment 1 of 2

Firm Name: **KESTRA INVESTMENT SERVICES, LLC**  
Main Address: 5707 SOUTHWEST PARKWAY  
BUILDING 2, SUITE 400  
AUSTIN, TX 78735  
Firm ID#: 42046

Regulator	Registration	Status	Date
<b>B</b> FINRA	General Securities Principal	Approved	10/12/2017
<b>B</b> FINRA	General Securities Representative	Approved	10/12/2017
<b>B</b> FINRA	Invest. Co and Variable Contracts	Approved	10/12/2017
<b>B</b> Alabama	Agent	Approved	02/25/2026
<b>B</b> Arkansas	Agent	Approved	10/12/2017
<b>B</b> California	Agent	Approved	10/12/2017
<b>B</b> Colorado	Agent	Approved	04/03/2018
<b>B</b> Florida	Agent	Approved	10/12/2017
<b>B</b> Georgia	Agent	Approved	10/12/2017
<b>B</b> Idaho	Agent	Approved	10/12/2017
<b>B</b> Illinois	Agent	Approved	03/12/2018
<b>B</b> Kansas	Agent	Approved	10/12/2017
<b>B</b> Kentucky	Agent	Approved	10/28/2024



### Qualifications

Regulator	Registration	Status	Date
<b>B</b> Missouri	Agent	Approved	11/09/2017
<b>B</b> Texas	Agent	Approved	10/12/2017
<b>B</b> Washington	Agent	Approved	02/02/2018

### Branch Office Locations

#### NFP ADVISOR SERVICES, LLC

281 Clarkson Road  
Suite 102  
Ellisville, MO 63011

### Employment 2 of 2

Firm Name: **KESTRA ADVISORY SERVICES, LLC**  
 Main Address: 5707 SOUTHWEST PARKWAY  
 BUILDING 2, SUITE 400  
 AUSTIN, TX 78735  
 Firm ID#: 283330

Regulator	Registration	Status	Date
<b>IA</b> Missouri	Investment Adviser Representative	Approved	11/09/2017
<b>IA</b> Texas	Investment Adviser Representative	Restricted Approval	10/12/2017

### Branch Office Locations

#### KESTRA ADVISORY SERVICES, LLC

281 Clarkson Road  
Suite 102  
Ellisville, MO 63011




## 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, 3 general industry/product exams, and 2 state securities law exams.**



#### Principal/Supervisory Exams

	Exam	Category	Date
	General Securities Principal Examination (S24)	Series 24	03/28/2001

#### General Industry/Product Exams

	Exam	Category	Date
	Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
	General Securities Representative Examination (S7)	Series 7	01/21/1999
	Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	01/19/1995

#### State Securities Law Exams

	Exam	Category	Date
	Uniform Investment Adviser Law Examination (S65)	Series 65	04/17/2026
	Uniform Securities Agent State Law Examination (S63)	Series 63	12/14/1994

### 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
IA	10/30/2007 - 10/17/2017	NATIONAL PLANNING CORPORATION ("NPC OF AMERICA" IN FL & NY)	CRD# 29604	ELLISVILLE, MO
B	10/29/2007 - 10/17/2017	NATIONAL PLANNING CORPORATION	CRD# 29604	ELLISVILLE, MO
IA	07/21/2003 - 10/30/2007	AMERICAN GENERAL SECURITIES INCORPORATED	CRD# 13626	ELLISVILLE, MO
B	10/01/2002 - 10/30/2007	AMERICAN GENERAL SECURITIES INCORPORATED	CRD# 13626	ELLISVILLE, MO
B	01/20/1995 - 10/01/2002	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
10/2017 - Present	KESTRA ADVISORY SERVICES, LLC	INVESTMENT ADVISOR REPRESENTATIVE	Y	ELLISVILLE, MO, United States
10/2017 - Present	KESTRA INVESTMENT SERVICES, LLC	REGISTERED REPRESENTATIVE	Y	ELLISVILLE, MO, United States
10/2007 - 10/2017	NATIONAL PLANNING CORPORATION	REGISTERED REPRESENTATIVE	Y	ELLISVILLE, MO, 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.

Business Name: Kestra Advisory Services, LLC Investment Related: Yes Address: 5707 Southwest Parkway Building 2, Suite 400 | Austin, TX 78735 Austin TX 78735 Nature of Business: Investment Advisory services through Kestra Advisory Services, LLC  
 Position, Title or Relationship: Investment advisor rep Start Date: 10/12/2017 Hours per month: 51% - 60% (81 - 96 hours) Hours per month during trading hours: 61% - 70% (85 - 98 hours) Duties: help clients manage investment accounts  
 Business Name: Capital Advisors Group, Inc. Investment Related: No Address: 119 Old State Rd Ellisville MO 63021 Nature of Business: Tax/Accounting/CPA Position, Title or Relationship: agent Start Date: 1/1/2012 Hours per month: 11% - 20% (17 - 32 hours) Hours per month during trading hours: 11% - 20% (15 - 28 hours) Duties: help in the gathering of documents needed to prepare personal tax returns - preparation of personal tax returns and general tax planning and/or tax projections  
 Business Name: Capital Advisory Group, Inc. Investment Related: Yes Address: 119 Old State Rd Ellisville MO 63021 Nature of Business: Registered Rep Activities through Kestra Investment Services, LLC using a DBA name; Insurance; Investment Advisory services through Kestra



## Registration & Employment History



### OTHER BUSINESS ACTIVITIES

Advisory Services, LLC Position, Title or Relationship: president Start Date: 8/14/2009 Hours per month: 91% - 100% (145 - 160 hours) Hours per month during trading hours: 91% - 100% (127 - 140 hours) Duties: run day to day operations Business Name: JEFF ZUFALL Investment Related: No Address: 119 old state rd ellisville MO 63021 Nature of Business: Tax/Accounting/CPA Position, Title or Relationship: AUTHOR Start Date: 1/1/2019 Hours per month: 0% - 10% (0 - 16 hours) Hours per month during trading hours: 0% - 10% (0 - 14 hours) Duties: NOTHING

#### MKZ, LLC

POSITION: member NATURE: Real Estate INVESTMENT RELATED: No NUMBER OF HOURS: 4 SECURITIES TRADING HOURS: 4 START DATE: 02/01/2022  
ADDRESS: 119 Old State Rd, Ellisville MO 63021, United States  
DESCRIPTION: collect rents and do repairs to building



## 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

<b>Reporting Source:</b>	Individual
<b>Employing firm when activities occurred which led to the complaint:</b>	NATIONAL PLANNING CORPORATION
<b>Allegations:</b>	CLAIMANT ALLEGES 1035 TRANSFER OF VARIABLE UNIVERSAL LIFE INSURANCE CONTRACT WAS DECEITFUL, FRAUDULENT, DID NOT FOLLOW LAWFUL PROCEDURES AND WAS TOO EXPENSIVE.
<b>Product Type:</b>	Insurance
<b>Alleged Damages:</b>	\$477,257.00
<b>Is this an oral complaint?</b>	No
<b>Is this a written complaint?</b>	Yes
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

### Customer Complaint Information

<b>Date Complaint Received:</b>	01/12/2011
<b>Complaint Pending?</b>	No
<b>Status:</b>	Denied
<b>Status Date:</b>	07/11/2011
<b>Settlement Amount:</b>	

**Individual Contribution Amount:**



**Disclosure 2 of 2**

**Reporting Source:** Individual

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

**Allegations:** CLAIMANT ALLEGES MISREPRESENTATION OF RIDERS ON VARIABLE ANNUITY CONTRACT.

**Product Type:** Annuity-Variable

**Alleged Damages:** \$30,029.54

**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:** 07/12/2010

**Complaint Pending?** No

**Status:** Denied

**Status Date:** 09/30/2010

**Settlement Amount:**

**Individual Contribution Amount:**

**Broker Statement** THIS COMPLAINT IS UNFOUNDED, CLIENT'S ANNUITY CONTRACT WAS ISSUED 10 MONTHS BEFORE RIDER WAS EVEN OFFERED TO MARKET, RIDER CAN ONLY BE ADDED AT ISSUE. WE TRIED TO HAVE ANNUITY COMPANY MAKE AN EXCEPTION, BUT THEY WOULD NOT ALLOW.



## End of Report

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