



## IAPD Report

# WAYNE NORMAN SCHWARTZ

CRD# 2580456

<b><u>Section Title</u></b>	<b><u>Page(s)</u></b>
Report Summary	1
Qualifications	2 - 3
Registration and Employment History	4
Disclosure Information	5

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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

### WAYNE NORMAN SCHWARTZ (CRD# 2580456)

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 **06/02/2011**.

### CURRENT EMPLOYERS

Firm	CRD#	Registered Since
<b>IA</b> STRATEGIC FINANCIAL CONCEPTS, LLC	CRD# 141849	06/02/2011

### QUALIFICATIONS

This representative is currently registered in **0** SRO(s) and **1** 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> CHOICE ADVISORY GROUP, INC.	135226	AUSTIN, TX	01/20/2009 - 06/01/2011
<b>B</b> CHOICE INVESTMENTS, INC.	17665	AUSTIN, TX	11/21/2008 - 06/01/2011
<b>IA</b> STRATEGIC FINANCIAL CONCEPTS, LLC	141849	SAN ANTONIO, TX	08/24/2007 - 11/13/2008

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
Regulatory Event	2
Termination	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 **1** jurisdiction(s) and **0** SRO(s) through his or her employer(s).

### Employment 1 of 1

Firm Name: **STRATEGIC FINANCIAL CONCEPTS, LLC**  
Main Address: 901 NE LOOP 410  
SUITE 100  
SAN ANTONIO, TX 78209  
Firm ID#: 141849

Regulator	Registration	Status	Date
<b>IA</b> Texas	Investment Adviser Representative	Approved	06/02/2011

### Branch Office Locations

**STRATEGIC FINANCIAL CONCEPTS, LLC**  
AUSTIN, TX



## 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, 2 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>B</b> General Securities Representative Examination (S7)	Series 7	05/24/2005
<b>B</b> Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	01/25/1995

#### State Securities Law Exams

Exam	Category	Date
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<b>IA</b> Uniform Investment Adviser Law Examination (S65)	Series 65	01/06/2004
<b>B</b> Uniform Securities Agent State Law Examination (S63)	Series 63	01/25/1995

### 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	01/20/2009 - 06/01/2011	CHOICE ADVISORY GROUP, INC.	CRD# 135226	AUSTIN, TX
B	11/21/2008 - 06/01/2011	CHOICE INVESTMENTS, INC.	CRD# 17665	AUSTIN, TX
IA	08/24/2007 - 11/13/2008	STRATEGIC FINANCIAL CONCEPTS, LLC	CRD# 141849	SAN ANTONIO, TX
IA	04/08/2004 - 08/29/2007	INTERSECURITIES, INC.	CRD# 16164	AUSTIN, TX
B	03/22/2004 - 08/29/2007	INTERSECURITIES, INC.	CRD# 16164	AUSTIN, TX
B	07/13/2001 - 01/30/2004	WOODBURY FINANCIAL SERVICES, INC.	CRD# 421	OAKDALE, MN
B	08/19/1998 - 05/18/2001	WOODBURY FINANCIAL SERVICES, INC.	CRD# 421	OAKDALE, MN
B	02/08/1995 - 05/27/1998	INTERSECURITIES, INC.	CRD# 16164	PHILADELPHIA, PA

### 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
06/2011 - Present	STRATEGIC FINANCIAL CONCEPTS	INVESTMENT ADVISER REP	Y	AUSTIN, TX, United States
01/1976 - Present	SELF EMPLOYED LIFE INSURANCE AGENT	SELF EMPLOYED, LIFE INSURANCE	Y	AUSTIN, TX, 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.

CAPITAL RETIREMENT PLANNING GROUP (DBA) INDEPENDENT INS AGENT. 3604 CASSAVA DRIVE AUSTIN TX 78746. INVEST-RELATED; YES, AGENT, 1/76. SALES. PART OF DAILY ACTIVITIES.



## 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
Regulatory Event	2
Termination	2

### Regulatory Event

This disclosure event may include a final, formal proceeding initiated by a regulatory authority (e.g., a state securities agency, a federal regulator such as the Securities and Exchange Commission or the Commodities Futures Trading Commission, or a foreign financial regulatory body) for a violation of investment-related rules or regulations. This disclosure event may also include a revocation or suspension of an Investment Adviser Representative's authority to act as an attorney, accountant or federal contractor.

#### Disclosure 1 of 2

**Reporting Source:** Firm

**Regulatory Action Initiated By:** TEXAS DEPARTMENT OF INSURANCE

**Sanction(s) Sought:** Other

**Other Sanction(s) Sought:** NOTICE OF INTENTION TO INSTITUTE DISCIPLINARY ACTION.

**Date Initiated:** 01/23/2004

**Docket/Case Number:**

**Employing firm when activity occurred which led to the regulatory action:** WOODBURY FINANCIAL SERVICES

**Product Type:** Other

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

**Allegations:** MR. SCHWARTZ SUBSEQUENTLY FAILED TO TIMELY NOTIFY THE TEXAS DEPARTMENT OF INSURANCE OF THE FACT THAT ACTION HAD BEEN TAKEN BY THE NASD AGAINST HIM AS REQUIRED.

**Current Status:** Pending

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**Reporting Source:** Individual

**Regulatory Action Initiated By:** COMMISSIONER OF INSURANCE OF THE STATE OF TX.

**Sanction(s) Sought:** Other



**Other Sanction(s) Sought:** FINE  
**Date Initiated:** 01/23/2004  
**Docket/Case Number:** 04-0232  
**Employing firm when activity occurred which led to the regulatory action:** WOODBURY FINANCIAL SERVICES  
**Product Type:** Other  
**Other Product Type(s):** INSURANCE  
**Allegations:** FAILURE TO NOTIFY TDI OF AN ADMINISTRATIVE ACTION TAKEN BY NASD IN 1998 (SUSPENSION & FINE).  
**Current Status:** Final  
**Resolution:** Order  
**Resolution Date:** 03/10/2004  
**Sanctions Ordered:** Monetary/Fine \$1,250.00  
**Other Sanctions Ordered:**  
**Sanction Details:** PENALTY FINE \$1,250.00, MUST BE PAID IN FULL ON OR BEFORE 180 DAYS FROM THE DATE OF THE ORDER. REPRESENTATIVE ELECTED TO MAKE INSTALLMENT PAYMENTS.

**Disclosure 2 of 2**

**Reporting Source:** Regulator  
**Regulatory Action Initiated By:** NATIONAL ASSOCIATION OF SECURITIES DEALERS  
**Sanction(s) Sought:**  
**Other Sanction(s) Sought:**  
**Date Initiated:** 04/11/2001  
**Docket/Case Number:** C06010009  
**Employing firm when activity occurred which led to the regulatory action:**  
**Product Type:** Insurance  
**Other Product Type(s):**  
**Allegations:** NASD RULE 2110 - CAUSED THE SIGNATURE OF PUBLIC CUSTOMERS IN A SINGLE GROUP PLAN TO BE APPLIED ON POLICY DELIVERY RECEIPTS FOR LIFE INSURANCE POLICIES WITHOUT THE CUSTOMERS' KNOWLEDGE OR CONSENT AND SUBMITTED THESE POLICY DELIVERY RECEIPTS TO HIS MEMBER FIRM IN CONNECTION WITH THE PROCESSING OF THESE INSURANCE POLICIES.  
**Current Status:** Final  
**Resolution:** Acceptance, Waiver & Consent(AWC)  
**Resolution Date:** 04/11/2001



**Sanctions Ordered:** Monetary/Fine \$7,500.00  
Suspension

**Other Sanctions Ordered:**

**Sanction Details:** SUSPENDED FROM ASSOCIATION WITH ANY NASD MEMBER IN ANY CAPACITY FOR 30 BUSINESS DAYS EFFECTIVE MAY 21, 2001 TO JULY 2, 2001.

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**Reporting Source:** Firm

**Regulatory Action Initiated By:** NASD

**Sanction(s) Sought:** Suspension

**Other Sanction(s) Sought:** FINE IN THE AMOUNT OF \$7500.00

**Date Initiated:** 06/04/1998

**Docket/Case Number:** C060210009

**Employing firm when activity occurred which led to the regulatory action:** INTERSECURITIES, INC.

**Product Type:** Insurance

**Other Product Type(s):** MUTUAL FUNDS, ANNUITIES

**Allegations:** ON OR ABOUT 01/27/1997 WAYNE N SCHWARTZ CAUSED THE SIGNATURES IN A SINGLE GROUP PLAN TO BE APPLIED ON A POLICY DELIVERY RECEIPTS FOR LIFE INSURANCE POLICIES WITHOUT THE CUSTOMERS' KNOWLEDGE OR CONSENT. THESE DELIVERY RECEIPTS WERE THEN SUBMITTED TO INTERSECURITIES, INC., THE EMPLOYER MEMBER FIRM, IN CONNECTION WITH THE PROCESSING OF THE INSURANCE POLICIES.

**Current Status:** Final

**Resolution:** Acceptance, Waiver & Consent(AWC)

**Resolution Date:** 04/11/2001

**Sanctions Ordered:** Monetary/Fine \$7,500.00  
Suspension

**Other Sanctions Ordered:**

**Sanction Details:** SUSPENSION FROM ACTIVITY IN ANY CAPACITY FOR 30 BUSINESS DAYS, MAY 21, 2001- JULY 2, 2001.  
\$7500.00 FINE NOT PAID AS OF THIS DATE.

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**Reporting Source:** Individual

**Regulatory Action Initiated By:** NASD, INC

**Sanction(s) Sought:** Suspension

**Other Sanction(s) Sought:** AND FINES



**Date Initiated:** 06/04/1998

**Docket/Case Number:** NO C06010009

**Employing firm when activity occurred which led to the regulatory action:** INTERSECURITIES, INC

**Product Type:** Insurance

**Other Product Type(s):** MUTUAL FUNDS  
ANNUITIES

**Allegations:** ON OR ABOUT JANUARY 27, 1997, WAYNE N SCHWARTZ CAUSED THE SIGNATURES IN A SINGLE GROUP PLAN TO BE APPLIED ON DELIVERY RECIEPTS FOR LIFE POLICIES WITHOUT THE CUSTOMERS' KNOWLEDGE OR CONSENT. THESE DELIVERY RECIEPTS WERE THEN SUBMITTED TO INTERSECURITIES, INC. THE EMPLOYER MEMBER FIRM IN CONNECTION WITH THE PROCESSING OF THE INSURANCE POLICIES.

**Current Status:** Final

**Resolution:** Acceptance, Waiver & Consent(AWC)

**Resolution Date:** 04/11/2001

**Sanctions Ordered:** Monetary/Fine \$7,500.00  
Suspension

**Other Sanctions Ordered:**

**Sanction Details:** SUSPENSION FORM ACTIVITY IN ANY CAPACITY FOR 30 BUSINESS DAYS.  
MAY 21-JULY 2, 2001

\$7,500 PAID AS OF THIS DATE



## 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 2

**Reporting Source:** Individual  
**Firm Name:** FORTIS INVESTORS INC. LATER WOODBURY FINANCIAL SERVICES, INC.  
**Termination Type:** Discharged  
**Termination Date:** 05/18/2001  
**Allegations:** UPON SUSPENSION FROM NASDR, INC. WAS TERMINATED  
**Product Type:** Insurance  
**Other Product Types:** MUTUAL FUNDS  
ANNUITIES

**Broker Statement** UPON RECEIPT OF SUSPENSION STARTING MAY 21, 2001 MY CONTRACT WITH FORTIS INVESTORS, INC. WAS TERMINATED. AWAC ACCEPTED BY NASDR, INC. APRIL 11, 2001 FOR 30 DAY SUSPENSION TO START MAY 21, 2001 AND \$7,500 FINE, PAID. FROM JANUARY 27, 1997 SINGLE GROUP OF UFE INSURANCE DELIVERY RECIEPTS SINGED WITHOUT CUSTOMERS KNOWLEDGE OR CONSENT

### Disclosure 2 of 2

**Reporting Source:** Individual  
**Firm Name:** INTERSECURITIES, INC.  
**Termination Type:** Permitted to Resign  
**Termination Date:** 05/19/1998  
**Allegations:** NONE  
LIFE INSURANCE CONTRACT NOT DELIVERED UNDER 10 DAY FREE LOOK PROVISION. INITIAL COMPLAINT WAS THAT CLIENT THOUGHT THEY WERE IN A 401(K) PLAN. THIS WAS FULLY DISCREDITED, BUT UNDER 10 DAY FREE LOOK, POLICY WAS NOT FORMALLY DELIVERED. NO DAMAGES. CLIENT WAS REFUNDED 100% OF PREMIUM AND POLICY WAS AS IF NEVER TAKEN OR ISSUED. TOTAL VALUE LESS THAN \$1,500.

**Product Type:**

**Other Product Types:**

**Broker Statement** TERMINATED BY INTERSECURITIES, INC. AND WESTERN RESERVE LIFE ASSURANCE CO. UNDER 100% NO TOLERANCE POLICY. COMMISSION REFUNDED. AFTER REVIEW OF THIS ONE ITEM, AGENT DISCLOSED TO COMPANY THAT THE DELIVERY RECIEPT WAS SIGNED AT HIS DIRECTION AND SENT TO HOME OFFICE. AGENT BROUGHT THIS INFORMATION FORWARD TO COMPANY AND MANAGING GENERAL AGENT. ALL POLICIES WERE REVIEWED W/POLICY HOLDERS AND SPONSORING CLIENT COMPANY. THIS INCIDENT HAPPENED ONE TIME W/1 COMPANY DURING 1 HOUR DURING A



VERY STRESSFULL TIME IN AGENTS LIFE AFTER GRANDFATHERS DEATH  
WHO HE WAS RAISED BY AND WHO WAS CLOSEST ADULT FRIEND.



## End of Report

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