



IAPD Report

PAUL W HAYES

CRD# 2693492

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Qualifications	2 - 3
Registration and Employment History	5
Disclosure Information	6



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

PAUL W HAYES (CRD# 2693492)

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 **08/12/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	PNC WEALTH MANAGEMENT LLC	CRD# 129052	01/19/2010
IA	PNC WEALTH MANAGEMENT	CRD# 129052	01/22/2010

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **3** 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	COLONIAL BROKERAGE, INC.	111668	PALM BEACH, FL	12/01/2008 - 11/13/2009
IA	COLONIAL ASSET MANAGEMENT INC	108950	PALM BEACH, FL	01/06/2009 - 10/30/2009
IA	WAMU INVESTMENTS, INC.	599	PALM BEACH GARDENS, FL	04/16/2008 - 12/04/2008

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

Employment 1 of 1

Firm Name: **PNC WEALTH MANAGEMENT**
Main Address: 300 FIFTH AVENUE
26TH FLOOR
PITTSBURGH, PA 15222-2722
Firm ID#: 129052

	Regulator	Registration	Status	Date
B	FINRA	General Securities Principal	Approved	01/19/2010
B	FINRA	General Securities Representative	Approved	01/19/2010
B	FINRA	Invest. Co and Variable Contracts	Approved	01/19/2010
B	FINRA	Municipal Securities Principal	Approved	01/19/2010
B	FINRA	Municipal Securities Representative	Approved	01/19/2010
B	Florida	Agent	Approved	01/22/2010
IA	Florida	Investment Adviser Representative	Approved	01/22/2010
B	Massachusetts	Agent	Approved	08/13/2025
B	Pennsylvania	Agent	Approved	01/20/2010

Branch Office Locations

PNC WEALTH MANAGEMENT
5500 SW COLLEGE RD
Ocala, FL 34474



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
B	Municipal Securities Principal Examination (S53)	Series 53	11/24/2006
B	General Securities Principal Examination (S24)	Series 24	05/18/2001

General Industry/Product Exams

	Exam	Category	Date
B	Municipal Securities Representative Examination (S52TO)	Series 52TO	09/25/2025
B	Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B	General Securities Representative Examination (S7)	Series 7	05/15/1998
B	Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	01/23/1996

State Securities Law Exams

	Exam	Category	Date
IA	Uniform Investment Adviser Law Examination (S65)	Series 65	09/11/2014
B	Uniform Securities Agent State Law Examination (S63)	Series 63	02/09/1998



PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **1** professional designation(s).

Certified Financial Planner

Only professional designations listed in Question 8 of the Form U4 will appear in this section if the appropriate box is checked



and verified by the issuing organization at the time of the filing. Learn more about eligible designations at [IARD](#) and [NASAA](#).



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	12/01/2008 - 11/13/2009	COLONIAL BROKERAGE, INC.	CRD# 111668	PALM BEACH, FL
IA	01/06/2009 - 10/30/2009	COLONIAL ASSET MANAGEMENT INC	CRD# 108950	PALM BEACH, FL
IA	04/16/2008 - 12/04/2008	WAMU INVESTMENTS, INC.	CRD# 599	PALM BEACH GARDEN:
B	04/14/2008 - 12/04/2008	WAMU INVESTMENTS, INC.	CRD# 599	PALM BEACH GARDEN:
IA	01/31/2006 - 03/25/2008	WAMU INVESTMENTS, INC.	CRD# 599	LAKE WORTH, FL
B	10/05/1998 - 03/25/2008	WAMU INVESTMENTS, INC.	CRD# 599	LAKE WORTH, FL
B	01/24/1996 - 11/04/1998	JOHN HANCOCK DISTRIBUTORS, INC.	CRD# 468	BOSTON, MA
B	01/24/1996 - 05/01/1997	JOHN HANCOCK MUTUAL LIFE INSURANCE COMPANY	CRD# 5181	BOSTON, MA

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
04/2019 - Present	PNC INVESTMENTS	TERRITORY SALES EXECUTIVE	Y	PITTSBURGH, PA, United States
12/2009 - 04/2019	PNC INVESTMENTS	REGIONAL SALES MANAGER	N	PITTSBURGH, PA, 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.

No information reported.



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: Individual

Employing firm when activities occurred which led to the complaint: WM FINANCIAL SERVICES, INC.

Allegations: LETTER RECEIVED FROM CLIENT CONCERNS HER DECEMBER 27, 1999 VARIABLE ANNUITY PURCHASED. CLIENT QUESTIONS WHY NOTHING WAS EVER DONE TO STOP THE FURTHER DECLINE IN VALUE OF HER INVESTMENT, AND WHY SHE WAS NEVER CONTACTED FOR ACCOUNT REVIEWS.

Product Type: Annuity(ies) - Variable

Alleged Damages: \$16,000.00

Customer Complaint Information

Date Complaint Received: 05/04/2004

Complaint Pending? No

Status: Denied

Status Date: 06/28/2004

Settlement Amount:

Individual Contribution Amount:

Broker Statement TRANSACTION IN DISPUTE BY CLIENT OCCURED ON DECEMBER 27, 1999. PAUL HAYES WAS PROMOTED TO A SALES MANAGEMENT POSITION ON



FEBRUARY 1, 2001, NO LONGER HAVING DIRECT OVERSIGHT OR RESPONSIBILITY FOR CLIENT'S WAS UNDER THE IMPRESSION THAT PAUL HAYES WAS STILL RESPONSIBLE FOR HER ACCOUNT RESULTING IN COMPLAINT BEING FILED AGAINST PAUL HAYES. INVESTIGATION DETERMINED THAT CLIENT HAS HAD NUMEROUS MEETINGS WITH A SUCCESSOR FINANCIAL CONSULTANT, RESULTING IN SUB-ACCOUNT RE-ALLOCATIONSS, DEMONSTRATING CLIENT'S AWARENESS OF HER INVESTMENT AND PERFORMANCE. CLIENT'S PRESENCE WITH REPLACEMENT FINANCIAL CONSULTANT DURING TELEPHONE CALLS TO CARRIER FACILITATING SUB-ACCOUNT CHANGES IS REFLECTED IN INSURANCE COMPANY RECORDS.



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:	JOHN HANCOCK
Termination Type:	Permitted to Resign
Termination Date:	10/03/1998
Allegations:	Not Provided COMPANY ALLEGED NON-GENUINE EXPENSES TO COMPANY WERE HANDED IN FOR REIMBURSEMENT TOTALLING \$2,386.06.
Product Type:	
Other Product Types:	
Broker Statement	JOHN HANCOCK DEPOSITED CHECK WRITTEN TO THEM ON NOVEMBER 9,1998 FOR \$2386.06 ON MARCH 4, 1999. THIS INCIDENCE REFERS TO A GENUINE INVOICE FOR FURNITURE FROM OFFICEMAX FOR \$2,386.06 OF WHICH I HANDED IN FOR REIMBURSEMENT IN SEPTEMBER OF 1998. THIS FURNITURE WAS TO GO IN A SATELLITE OFFICE I HAD OPENED UP AT THE TIME. SOON AFTER WITH CHANGES IN THE COMPANY I DECIDED TO PURSUE OTHER OPPORTUNITIES AND CANCELLED THE ORDER. UPON VERBAL COMMUNICATION OF MY LEAVING I OFFERED TO REIMBURSE THE AGENCY THE MONEY AT WHICH TIME HE DECLINED. ON NOVEMBER 9 I MET WITH THE COMPANY INVESTIGATOR, EXPLAINED WHAT HAD HAPPENED AND AGAIN OFFERED TO REIMBURSE THE COMPANY. HE UNDERSTOOD AND ACCEPTED A CHECK FOR \$2,386.06 THAT DAY.



End of Report

This page is intentionally left blank.