



IAPD Report

RUSTY LEE WOODS

CRD# 2716788

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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

RUSTY LEE WOODS (CRD# 2716788)

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 **12/19/2024**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	CAMBRIDGE INVESTMENT RESEARCH, INC.	CRD# 39543	04/23/2021
IA	CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.	CRD# 134139	04/23/2021

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **18** 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	LINCOLN FINANCIAL SECURITIES CORPORATION	3870	VIRGINIA BEACH, VA	09/11/2003 - 04/27/2021
B	LINCOLN FINANCIAL SECURITIES CORPORATION	3870	VIRGINIA BEACH, VA	09/10/2003 - 04/27/2021
B	CAPITAL BROKERAGE CORPORATION	10465	GLEN ALLEN, VA	12/01/1997 - 08/06/2003

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

Employment 1 of 2

Firm Name: **CAMBRIDGE INVESTMENT RESEARCH, INC.**

Main Address: 1776 PLEASANT PLAIN RD.
FAIRFIELD, IA 52556-8757

Firm ID#: 39543

	Regulator	Registration	Status	Date
	FINRA	Invest. Co and Variable Contracts	Approved	04/23/2021
	Alabama	Agent	Approved	04/27/2021
	California	Agent	Approved	04/23/2021
	Colorado	Agent	Approved	04/23/2021
	Florida	Agent	Approved	04/23/2021
	Georgia	Agent	Approved	04/23/2021
	Illinois	Agent	Approved	04/29/2021
	Maine	Agent	Approved	04/23/2021
	Maryland	Agent	Approved	04/23/2021
	Massachusetts	Agent	Approved	04/26/2021
	Michigan	Agent	Approved	04/23/2021
	Mississippi	Agent	Approved	04/23/2021
	Missouri	Agent	Approved	04/23/2021



Qualifications

	Regulator	Registration	Status	Date
B	North Carolina	Agent	Approved	04/23/2021
B	Ohio	Agent	Approved	04/23/2021
B	Pennsylvania	Agent	Approved	04/23/2021
B	South Carolina	Agent	Approved	04/23/2021
B	Texas	Agent	Approved	04/23/2021
B	Virginia	Agent	Approved	04/23/2021

Branch Office Locations

CAMBRIDGE INVESTMENT RESERARCH, INC.

4429 Bonney Rd
Suite 450
Virginia Beach, VA 23462

Employment 2 of 2

Firm Name: CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.
Main Address: 1776 PLEASANT PLAIN RD.
FAIRFIELD, IA 52556-8757
Firm ID#: 134139

	Regulator	Registration	Status	Date
IA	Texas	Investment Adviser Representative	Restricted Approval	04/23/2021
IA	Virginia	Investment Adviser Representative	Approved	04/23/2021

Branch Office Locations

CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.

4429 Bonney Rd.
#450
Virginia Beach, VA 23462



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
B Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	05/01/1996

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination (S65)	Series 65	12/22/1999
B Uniform Securities Agent State Law Examination (S63)	Series 63	01/13/1997



PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **0** professional designation(s).

No information reported.

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
IA	09/11/2003 - 04/27/2021	LINCOLN FINANCIAL SECURITIES CORPORATION	CRD# 3870	VIRGINIA BEACH, VA
B	09/10/2003 - 04/27/2021	LINCOLN FINANCIAL SECURITIES CORPORATION	CRD# 3870	VIRGINIA BEACH, VA
B	12/01/1997 - 08/06/2003	CAPITAL BROKERAGE CORPORATION	CRD# 10465	GLEN ALLEN, VA
B	05/08/1996 - 12/01/1997	FORTH FINANCIAL SECURITIES, CORPORATION	CRD# 14363	RICHMOND, VA

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
04/2021 - Present	Cambridge Investment Research Advisor, Inc.	Investment Advisor Representative	Y	Fairfield, IA, United States
04/2021 - Present	Cambridge Investment Research, Inc .	Registered Representative	Y	Fairfield, IA, United States
03/1995 - Present	LIFE OF VIRGINIA	INSURANCE_AGENT - Insurance Agent	N	NEWPORT NEWS, VA, United States
07/2008 - 04/2021	LINCOLN FINANCIAL SECURITIES CORPORATION	REGISTERED REPRESENTATIVE	Y	VIRGINIA BEACH, VA, 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) APEX RESOURCES, INC, 4429 BONNEY RD, STE 450, VIRGINIA BEACH, VA, INDEPENDENT INSURANCE AGENT FOR VARIOUS INDEPENDENT INSURANCE COMPANIES, 04/23/21, NIR, 10 HR/WK- 10/TRADING HR.

2) CIRA, 1776 PLEASANT PLAIN RD, FAIRFIELD, IA, AS ADVISORY REP OF A RIA. INV REL-20/WK-20/TRADING. 04/23/21 INV REL 80HR/MONTH. 80HR/MONTH FOR TRADING. IAR THAT MANAGES CLIENT ASSETS OR PREPARES FINANCIAL PLANS FOR A FEE.

3) HAMPTON BAY CONDO ASSOCIATION; 603 Pilot House Dr, Suite 300, Newport News VA 23606; 08/2022; Board Member; Volunteer; NIR; 5 HR/MO 0 HR/MO Trading Hours.

4) HAMPTON BAY CONDO ASSOC, Newport News VA 23606, 11/2023, President, Volunteer Board Position, NIR, 5 HR/MO 0 HR/MO Trading Hours



Registration & Employment History



OTHER BUSINESS ACTIVITIES

5) ENTERPRISE FINANCIAL NETWORK, 4429 Bonney Rd., Suite 450, Va. Beach VA 23462, United States, 11/01/2024, INDEPENDENT INSURANCE AGENT FOR VARIOUS INDEPENDENT INSURANCE COMPANIES, INV REL, 20/MO - 20/Trading



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

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	LINCOLN FINANCIAL SECURITIES CORPORATION
Allegations:	THE CLIENT ALLEGES THE SALE OF ANNUITIES IN MAY 2011 WERE UNSUITABLE GIVEN THAT SHE IS UNABLE TO ACCESS ALL OF THE FUNDS WITHOUT INCURRING SURRENDER CHARGES.
Product Type:	Annuity-Variable
Alleged Damages:	\$0.00
Alleged Damages Amount Explanation (if amount not exact):	DAMAGES ARE BELIEVED TO BE GREATER THAN \$5,000
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:	05/31/2012
Complaint Pending?	No
Status:	Denied
Status Date:	06/19/2012

**Settlement Amount:****Individual Contribution Amount:****Broker Statement**

BOTH THE INSURANCE CARRIER AND THE FIRM'S INVESTIGATION FOUND NO EVIDENCE TO SUPPORT THE ALLEGATIONS THAT THE SALE OF THE ANNUITIES WAS UNSUITABLE.

Disclosure 2 of 2**Reporting Source:**

Individual

Employing firm when activities occurred which led to the complaint:

LINCOLN FINANCIAL SECURITIES CORPORATION

Allegations:

THE CLIENTS ALLEGED THE VARIABLE ANNUITY CONTRACT PURCHASED IN MAY 2007 WAS UNSUITABLE.

Product Type:

Annuity(ies) - Variable

Alleged Damages:

\$1,600.00

Customer Complaint Information**Date Complaint Received:**

03/09/2008

Complaint Pending?

No

Status:

Settled

Status Date:

08/20/2008

Settlement Amount:

\$20,000.00

Individual Contribution Amount:

\$0.00

Broker Statement

THIS IS NOT A LATE FILING. THE SETTLEMENT OF A CUSTOMER COMPLAINT IS BEING REPORTED IN ACCORDANCE WITH NTM 96-85, II. INTERPRETIVE QUESTION #5. THE INSURANCE COMPANY RESCINDED THE VARIABLE ANNUITY CONTRACT ON AUGUST 20, 2008 AND RETURNED THE INITIAL DEPOSIT AMOUNT OF \$20,000.



End of Report

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