



IAPD Report

JOHN CONSTANTINE ZANNAKIS

CRD# 2732890

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Qualifications	2 - 5
Registration and Employment History	7 - 8
Disclosure Information	9



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

JOHN CONSTANTINE ZANNAKIS (CRD# 2732890)

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 **01/06/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	RAYMOND JAMES FINANCIAL SERVICES, INC.	CRD# 6694	06/25/2009
IA	RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC	CRD# 149018	06/30/2009

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **29** 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	MORGAN STANLEY SMITH BARNEY	149777	PHILADELPHIA, PA	06/01/2009 - 07/01/2009
IA	MORGAN STANLEY SMITH BARNEY LLC	149777	PHILADELPHIA, PA	06/01/2009 - 07/01/2009
B	CITIGROUP GLOBAL MARKETS INC.	7059	PHILADELPHIA, PA	08/28/2007 - 06/01/2009

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	3



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

Employment 1 of 2

Firm Name: **RAYMOND JAMES FINANCIAL SERVICES, INC.**

Main Address: 880 CARILLON PARKWAY
ST. PETERSBURG, FL 33716

Firm ID#: 6694

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	06/25/2009
B	FINRA	General Securities Sales Supervisor	Approved	06/25/2009
B	Arizona	Agent	Approved	05/17/2018
B	Arkansas	Agent	Approved	03/14/2024
B	California	Agent	Approved	09/15/2009
B	Colorado	Agent	Approved	11/08/2022
B	Connecticut	Agent	Approved	09/02/2021
B	Delaware	Agent	Approved	02/14/2019
B	District of Columbia	Agent	Approved	10/19/2023
B	Florida	Agent	Approved	07/27/2010
B	Georgia	Agent	Approved	03/06/2023
B	Hawaii	Agent	Approved	01/02/2026
B	Illinois	Agent	Approved	02/25/2022



Qualifications

	Regulator	Registration	Status	Date
B	Indiana	Agent	Approved	07/18/2023
B	Iowa	Agent	Approved	01/06/2010
B	Kansas	Agent	Approved	06/16/2023
B	Kentucky	Agent	Approved	01/30/2017
B	Maine	Agent	Approved	04/28/2025
B	Maryland	Agent	Approved	06/22/2015
B	Massachusetts	Agent	Approved	04/16/2025
B	Michigan	Agent	Approved	08/21/2024
B	Mississippi	Agent	Approved	11/13/2018
B	Montana	Agent	Approved	03/02/2018
B	New Jersey	Agent	Approved	06/30/2009
B	New York	Agent	Approved	01/07/2010
B	North Carolina	Agent	Approved	01/06/2020
B	Ohio	Agent	Approved	02/25/2022
B	Pennsylvania	Agent	Approved	06/25/2009
B	South Carolina	Agent	Approved	04/26/2017
B	Virginia	Agent	Approved	08/21/2014
B	Washington	Agent	Approved	02/25/2022

Branch Office Locations



Qualifications

RAYMOND JAMES FINANCIAL SERVICES
4127 TILGHMAN ST
ALLENTOWN, PA 18104

RAYMOND JAMES FINANCIAL SERVICES
176 Mountain Ave
Route 517
HACKETTSTOWN, NJ 07840

Employment 2 of 2

Firm Name: **RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC**
Main Address: 880 CARILLON PARKWAY
SAINT PETERSBURG, FL 33716
Firm ID#: 149018

Regulator	Registration	Status	Date
 Pennsylvania	Investment Adviser Representative	Approved	06/30/2009

Branch Office Locations

RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC
4127 TILGHMAN STREET
ALLENTOWN, PA 18104



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
	General Securities Sales Supervisor - General Module Examination (S10)	Series 10	02/22/2000
	General Securities Sales Supervisor - Options Module Examination (S9)	Series 9	02/22/2000

General Industry/Product Exams

	Exam	Category	Date
	Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
	Futures Managed Funds Examination (S31)	Series 31	12/22/2008
	General Securities Representative Examination (S7)	Series 7	01/07/1997
	Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	04/15/1996

State Securities Law Exams

	Exam	Category	Date
	Uniform Investment Adviser Law Examination (S65)	Series 65	06/30/1997
	Uniform Securities Agent State Law Examination (S63)	Series 63	04/29/1996

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
B	06/01/2009 - 07/01/2009	MORGAN STANLEY SMITH BARNEY	CRD# 149777	PHILADELPHIA, PA
IA	06/01/2009 - 07/01/2009	MORGAN STANLEY SMITH BARNEY LLC	CRD# 149777	PHILADELPHIA, PA
B	08/28/2007 - 06/01/2009	CITIGROUP GLOBAL MARKETS INC.	CRD# 7059	PHILADELPHIA, PA
IA	08/28/2007 - 06/01/2009	CITIGROUP GLOBAL MARKETS INC.	CRD# 7059	PHILADELPHIA, PA
IA	11/06/2002 - 09/27/2007	WACHOVIA SECURITIES, LLC	CRD# 19616	HELLERTOWN, PA
B	11/05/2002 - 09/27/2007	WACHOVIA SECURITIES, LLC	CRD# 19616	HELLERTOWN, PA
B	12/15/2000 - 10/29/2002	MORGAN STANLEY DW INC.	CRD# 7556	PURCHASE, NY
B	12/20/1996 - 12/19/2000	PRUDENTIAL SECURITIES INCORPORATED	CRD# 7471	NEW YORK, NY
B	04/16/1996 - 11/08/1996	PRUCO SECURITIES CORPORATION	CRD# 5685	NEWARK, 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
06/2019 - Present	FULTON BANK	ASSOCIATE/EMPLOYEE	Y	ALLENTOWN, PA, United States
06/2009 - Present	RAYMOND JAMES FINANCIAL SERVICES	FINANCIAL ADVISOR	Y	LANCASTER, PA, United States
06/2009 - Present	RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC.	FINANCIAL ADVISOR	Y	EMMAUS, PA, United States
11/2019 - 11/2019	Fulton Financial Advisors	Other	N	Allentown, PA, United States
06/2009 - 06/2019	FULTON FINANCIAL CORP	FINANCIAL ADVISOR	Y	ALLENTOWN, PA, United States



Registration & Employment History



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)Name of Business: Fulton Financial Advisors Address: 4127 W Tilghman St, Allentown, PA, 18104, United States Activity Type: Support Company - Non Owner Position/Title: Other Investment Related: No Start Date: 11/05/2019 Hours per month devoted to this business: 81+ Hours per month devoted to this business during trading hours: 81+ Description of duties: sales



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	3

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 3

Reporting Source:	Firm
Employing firm when activities occurred which led to the complaint:	CITIGROUP GLOBAL MARKETS, INC.
Allegations:	CLAIMANT ALLEGES, INTER ALIA, THAT FROM 2007 THROUGH 2009 THE FA MADE UNSUITABLE INVESTMENTS IN HER ACCOUNTS.
Product Type:	Annuity-Variable Other: EXCHANGE TRADED FUNDS (ETFS)
Alleged Damages:	\$125,000.00
Is this an oral complaint?	No
Is this a written complaint?	No
Is this an arbitration/CFTC reparation or civil litigation?	Yes
Arbitration/Reparation forum or court name and location:	FINRA
Docket/Case #:	11-03385
Filing date of arbitration/CFTC reparation or civil litigation:	08/30/2011

Customer Complaint Information

Date Complaint Received:	09/13/2011
Complaint Pending?	No



Status: Settled
Status Date: 10/25/2013
Settlement Amount: \$14,999.00
Individual Contribution Amount: \$0.00
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Reporting Source: Individual
Employing firm when activities occurred which led to the complaint: CITIGROUP GLOBAL MARKETS, INC
Allegations: CLAIMANT ALLEGES, INTER ALIA, THAT FROM 2007 THROUGH 2009 THE FA MADE UNSUITABLE INVESTMENTS IN HER ACCOUNTS.
Product Type: Annuity-Variable
Other: EXCHANGE TRADED FUNDS (ETFs)
Alleged Damages: \$125,000.00
Is this an oral complaint? No
Is this a written complaint? No
Is this an arbitration/CFTC reparation or civil litigation? Yes
Arbitration/Reparation forum or court name and location: FINRA
Docket/Case #: 11-03385
Filing date of arbitration/CFTC reparation or civil litigation: 08/30/2011

Customer Complaint Information

Date Complaint Received: 09/13/2011
Complaint Pending? No
Status: Settled
Status Date: 10/25/2013
Settlement Amount: \$14,999.00
Individual Contribution Amount: \$0.00

Disclosure 2 of 3

Reporting Source: Firm
Employing firm when activities occurred which led to the complaint: MORGAN STANLEY SMITH BARNEY
Allegations: CLIENT ALLEGES INVESTMENT WAS INAPPROPRIATE FOR CLIENT BASED ON HER AGE AND RISK TOLERANCE - 6/23/2008. DAMAGES UNSPECIFIED.
Product Type: Unit Investment Trust



Alleged Damages: \$0.00

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: 03/24/2009

Complaint Pending? No

Status: Settled

Status Date: 02/01/2010

Settlement Amount: \$8,500.00

**Individual Contribution
Amount:** \$0.00

Reporting Source: Individual

**Employing firm when
activities occurred which led
to the complaint:** MORGAN STANLEY SMITH BARNEY

Allegations: CLIENT ALLEGES INVESTMENT WAS INAPPROPRIATE FOR CLIENT BASED
ON HER AGE AND RISK TOLERANCE - 6/23/2008.
DAMAGES UNSPECIFIED.

Product Type: Unit Investment Trust

Alleged Damages: \$0.00

Is this an oral complaint? No

Is this a written complaint? Yes

**Is this an arbitration/CFTC
reparation or civil litigation?** No

**Arbitration/Reparation forum
or court name and location:**

Docket/Case #:

**Filing date of
arbitration/CFTC reparation
or civil litigation:** 03/24/2009

Customer Complaint Information

Date Complaint Received: 03/24/2009

Complaint Pending? No

Status: Settled

Status Date: 02/01/2010

Settlement Amount: \$8,500.00

**Individual Contribution
Amount:** \$0.00

**Disclosure 3 of 3**

Reporting Source: Firm

Employing firm when activities occurred which led to the complaint: WACHOVIA SECURITIES, LLC

Allegations: CLIENT ALLEGES THAT FA TOLD THEM THAT THE VALUE OF THEIR ANNUITY WOULD NEVER BE LESS THAN ORIGINALLY INVESTED. ALLEGES UNSPECIFIED DAMAGES, BUT DETERMINED TO BE GREATER THAN \$5,000.00. (11/21/2006)

Product Type: Annuity(ies) - Variable

Alleged Damages: \$0.00

Customer Complaint Information

Date Complaint Received: 12/02/2008

Complaint Pending? No

Status: Denied

Status Date: 01/08/2009

Settlement Amount:

Individual Contribution Amount:

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Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: WACHOVIA SECURIITES LLC

Allegations: CLIENT ALLEGES THAT FA TOLD THEM THAT THE VALUE OF THEIR ANNUITY WOULD NEVER BE LESS THAN ORIGINALLY INVESTED. ALLEGES UNSPECIFIED DAMAGES, BUT DETERMINED TO BE GREATRE THAN \$5,000 (11/21/2006)

Product Type: Annuity-Variable

Alleged Damages: \$0.00

Is this an oral complaint? No

Is this a written complaint? Yes

Is this an arbitration/CFTC reparation or civil litigation? No

Arbitration/Reparation forum or court name and location:

Docket/Case #:

Filing date of arbitration/CFTC reparation or civil litigation: 12/02/2008

Customer Complaint Information

Date Complaint Received: 12/02/2008



Complaint Pending?	No
Status:	Denied
Status Date:	01/08/2009
Settlement Amount:	
Individual Contribution Amount:	



End of Report

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