



IAPD Report

JANET LOUISE HEITZIG

CRD# 3000027

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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

JANET LOUISE HEITZIG (CRD# 300027)

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 **05/06/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	PRINCIPAL SECURITIES, INC.	CRD# 1137	03/08/2002
IA	PRINCIPAL SECURITIES, INC.	CRD# 1137	06/08/2004

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **6** 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	STATE FARM VP MANAGEMENT CORP.	43036	BLOOMINGTON, IL	02/10/1998 - 09/06/2001

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



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

Employment 1 of 1

Firm Name: **PRINCIPAL SECURITIES, INC.**
Main Address: 711 HIGH STREET
DES MOINES, IA 50392
Firm ID#: 1137

Regulator	Registration	Status	Date
B FINRA	Invest. Co and Variable Contracts	Approved	03/08/2002
B FINRA	General Securities Representative	Approved	07/11/2003
B Florida	Agent	Approved	07/19/2013
B Illinois	Agent	Approved	03/08/2002
B Missouri	Agent	Approved	03/08/2002
IA Missouri	Investment Adviser Representative	Approved	06/08/2004
B Ohio	Agent	Approved	11/18/2021
B Pennsylvania	Agent	Approved	01/04/2022
B Texas	Agent	Approved	01/04/2022
IA Texas	Investment Adviser Representative	Approved	01/04/2022

Branch Office Locations

PRINCIPAL SECURITIES, INC.
CHESTERFIELD, MO

PRINCIPAL SECURITIES, INC.
16305 SWINGLEY RIDGE RD
STE 465
CHESTERFIELD, MO 63017



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, 3 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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 Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
 General Securities Representative Examination (S7)	Series 7	07/10/2003
 Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	02/09/1998

State Securities Law Exams

Exam	Category	Date
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 Uniform Investment Adviser Law Examination (S65)	Series 65	06/07/2004
 Uniform Securities Agent State Law Examination (S63)	Series 63	08/07/2000

PROFESSIONAL DESIGNATIONS

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

Chartered Financial Consultant

This representative holds or did hold **1** professional designation(s) that may have been used to qualify as an Investment Advisor representative. Please check with the appropriate designation authority for verification that the designation is still in effect. The contact information for these professional designation authorities can be found on the website for the North American Securities Administrators Association at <http://www.nasaa.org>



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	02/10/1998 - 09/06/2001	STATE FARM VP MANAGEMENT CORP.	CRD# 43036	BLOOMINGTON, IL

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
03/2016 - Present	Principal Securities, Inc.	REGISTERED REP	Y	Saint Louis, MO, United States
03/2002 - Present	PRINCIPAL LIFE INSURANCE COMPANY	AGENT	Y	Saint Louis, 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.

**HEMPHILL FINANCIAL GROUP, SECRETARY OF MU HUSBAND'S DBA, I HANDLE ACCOUNTING ONLY, 9/22/11.

**LEGAL SHIELD. 08/05/2014. SELLING LEGAL SHIELD PRODUCTS SUCH AS PRE-PAID LEGAL PRODUCTS AND IDENTITY THEFT PROTECTION PRODUCTS.

**INSURANCE

POSITION: Outside Insurance Sales NATURE: null INVESTMENT RELATED: Yes NUMBER OF HOURS: 5 SECURITIES TRADING HOURS: 5 START DATE: 11/08/2022

ADDRESS: 16305 Swingley Ridge Rd Ste 465, Chesterfield, MO 63017, United States

DESCRIPTION: Sale and service of outside insurance including fixed life, disability income, long-term care, fixed annuities.

**JUST FORE FUN

POSITION: Secretary NATURE: Board Member/Officer/Director of an Organization INVESTMENT RELATED: No NUMBER OF HOURS: 1 SECURITIES TRADING HOURS: 4 START DATE: 10/01/2025

ADDRESS: 312 Greentrails Dr South, Chesterfield MO 63017, United States

DESCRIPTION: Ladies golf league...less than 25 members. I will set tee times at chosen course and collect score cards after. Not handling money not involved with \$\$\$\$. Only from April through October of each year. 3 year term.



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

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: PRINCOR FINANCIAL SERVICES CORPORATION

Allegations: MET W/ CLIENT 8/3/11, 12/19/11, 1/31/12 REVIEW OF INVESTMENTS, LIFE INS. CLIENT STATED HE WOULD TAKE CV FROM AL TO FUND RETIREMENT. ANALYSIS SHOWS LIFE POLICY WOULD CANCEL AND CV WO DEplete. I OFFERERD SOLUTION OF NEW UL AND VA WITH GMWB ALLOWING FOR LIMITED # OF YRS OF PRM PMT AND GUARANTEED LIFE INC. CLT CHOSE LATER AND AGRD AT DELIVERY. HE CHNGD HIS MIND AFTER FREE LOOK.

Product Type: Annuity-Variable

Alleged Damages: \$0.00

Alleged Damages Amount Explanation (if amount not exact): NO SPECIFIC COMPENSATORY DAMAGES ALLEGED

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: 04/02/2012

Complaint Pending? No



Status: Denied

Status Date: 04/11/2012

Settlement Amount:

Individual Contribution Amount:

Broker Statement

CLIENT MAKE CHOICE FOR REPLACEMENT OF CURRENT LIFE INS POL TO UL AND VA. AGD TO SAME AT POLICY DELIVERY. ONLY AFTER SPEAKING TO "INS FRIEND FROM OHIO" DID HE EXPRESS BUYER'S REMORSE. NO FACT WITHHELD THROUGH SALES PROCESS. CLIENT PRESENTED WITH CHOICES INCLUDING KEEPING CURRENT CONTRACT. HE CHOSE TO REPLACE AND TAKE NEW CONTRACTS TO LIMIT YRS OF LIFE INS PRM PYMT AND HAVE GUARANTEED STREAM OF LIFETIME INC.



End of Report

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