



IAPD Report

LANCE EDWARD HARSHBARGER

CRD# 3059198

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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

LANCE EDWARD HARSHBARGER (CRD# 3059198)

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 **05/05/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	OSAIC WEALTH, INC.	CRD# 23131	06/14/2024
IA	OSAIC WEALTH, INC.	CRD# 23131	06/14/2024

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **16** 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	SECURITIES AMERICA ADVISORS, INC.	110518	OVERLAND PARK, KS	11/14/2014 - 06/14/2024
B	SECURITIES AMERICA, INC.	10205	OVERLAND PARK, KS	11/14/2014 - 06/14/2024
IA	SUNSET FINANCIAL SERVICES, INC.	3538	OVERLAND PARK, KS	03/23/2001 - 11/14/2014

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

Employment 1 of 1

Firm Name: **OSAIC WEALTH, INC.**
Main Address: 18700 N. HAYDEN ROAD
SUITE 255
SCOTTSDALE, AZ 85255
Firm ID#: 23131

	Regulator	Registration	Status	Date
B	FINRA	General Securities Principal	Approved	06/14/2024
B	FINRA	General Securities Representative	Approved	06/14/2024
B	FINRA	Invest. Co and Variable Contracts	Approved	06/14/2024
B	Arizona	Agent	Approved	06/14/2024
B	Arkansas	Agent	Approved	06/14/2024
B	California	Agent	Approved	06/14/2024
B	Colorado	Agent	Approved	06/14/2024
B	Florida	Agent	Approved	06/14/2024
IA	Florida	Investment Adviser Representative	Approved	06/14/2024
B	Illinois	Agent	Approved	06/14/2024
B	Kansas	Agent	Approved	06/14/2024
IA	Kansas	Investment Adviser Representative	Approved	06/14/2024
B	Louisiana	Agent	Approved	06/14/2024



Qualifications

Regulator	Registration	Status	Date
B Missouri	Agent	Approved	06/14/2024
IA Missouri	Investment Adviser Representative	Approved	06/14/2024
B Nebraska	Agent	Approved	06/14/2024
B Oklahoma	Agent	Approved	06/14/2024
B Oregon	Agent	Approved	03/23/2026
B South Carolina	Agent	Approved	06/14/2024
B Texas	Agent	Approved	06/14/2024
IA Texas	Investment Adviser Representative	Restricted Approval	06/14/2024
B Utah	Agent	Approved	06/14/2024
B Washington	Agent	Approved	06/14/2024

Branch Office Locations

OSAIC WEALTH, INC.
12501 ANTIOCH RD
SUITE 102
OVERLAND PARK, KS 66213



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 1 principal/supervisory exam, 3 general industry/product exams, and 2 state securities law exams.

Principal/Supervisory Exams

Exam	Category	Date
General Securities Principal Examination (S24)	Series 24	12/17/2002

General Industry/Product Exams

Exam	Category	Date
Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
General Securities Representative Examination (S7)	Series 7	05/04/2001
Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	05/21/1998

State Securities Law Exams

Exam	Category	Date
Uniform Investment Adviser Law Examination (S65)	Series 65	03/01/2001
Uniform Securities Agent State Law Examination (S63)	Series 63	06/18/1998

PROFESSIONAL DESIGNATIONS

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

Certified Financial Planner

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
IA	11/14/2014 - 06/14/2024	SECURITIES AMERICA ADVISORS, INC.	CRD# 110518	OVERLAND PARK, KS
B	11/14/2014 - 06/14/2024	SECURITIES AMERICA, INC.	CRD# 10205	OVERLAND PARK, KS
IA	03/23/2001 - 11/14/2014	SUNSET FINANCIAL SERVICES, INC.	CRD# 3538	OVERLAND PARK, KS
B	05/22/1998 - 11/14/2014	SUNSET FINANCIAL SERVICES, INC.	CRD# 3538	OVERLAND PARK, KS

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
06/2024 - Present	OSAIC WEALTH, INC.	REGISTERED REPRESENTATIVE	Y	OVERLAND PARK, KS, United States
11/2014 - 06/2024	SECURITIES AMERICA ADVISORS, INC.	INVESTMENT ADVISOR REPRESENTATIVE	Y	OVERLAND PARK, KS, United States
11/2014 - 06/2024	SECURITIES AMERICA, INC.	REGISTERED REPRESENTATIVE	Y	OVERLAND PARK, KS, 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. INSURANCE / ANNUITY BUSINESS

POSITION: Advisor NATURE: In addition to my securities registrations, I also hold an insurance license and can transact life and annuity business when it is deemed appropriate. INVESTMENT RELATED: Yes NUMBER OF HOURS: 2 SECURITIES TRADING HOURS: 2 START DATE: 01/19/2017 ADDRESS: 12501 Antioch, Suite 102, Overland Park KS 66213, United States DESCRIPTION: Whenever it's suitable, I offer various insurance based products (annuities / life insurance) to clients as part of their comprehensive financial plan.

2. ROCKHILL HOMES ASSOCIATION

POSITION: President of the Rockhill Homes Association NATURE: I have been asked to serve on my neighborhood HOA for a period of three years. INVESTMENT RELATED: No NUMBER OF HOURS: 2 SECURITIES TRADING HOURS: 0 START DATE: 08/01/2024 ADDRESS: 611 E. 46th Street, Kansas City MO 64110, United States DESCRIPTION: The HOA board meets to make decisions for the best interest of the neighborhood and to discuss various



Registration & Employment History



OTHER BUSINESS ACTIVITIES

activities in the surrounding area.

3. ROYAL BLUE INC.

POSITION: President NATURE: Royal Blue Inc. is my personal S-Corp that has been set up many years ago for tax planning purposes. It is also a vehicle where I pay basic business expenses like Rent, phone, utilities etc. INVESTMENT RELATED: No
NUMBER OF HOURS: 1 SECURITIES TRADING HOURS: 1 START DATE: 02/01/2004
ADDRESS: 12501 Antioch, Suite 102, Overland Park KS 66213, United States
DESCRIPTION: It's simply a bank account where I run basic monthly expenses through. My fee revenue lands in my personal bank account, so I transfer funds to my business account to pay business related expenses.

4. RENTAL HOUSE

POSITION: Owner NATURE: Rental property for passive income INVESTMENT RELATED: Yes NUMBER OF HOURS: 1
SECURITIES TRADING HOURS: 0 START DATE: 01/30/2026
ADDRESS: 8409 Mercier Street, Kansas City MO 64114, United States
DESCRIPTION: No duties during business hours.



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:	Firm
Employing firm when activities occurred which led to the complaint:	SUNSET FINANCIAL SERVICES, INC.
Allegations:	THE STATEMENT OF CLAIM ALLEGES BREACH OF FIDUCIARY DUTY AND NEGLIGENCE RELATED TO THE SALE OF A REIT IN JANUARY 2008.
Product Type:	Real Estate Security
Alleged Damages:	\$60,000.00

Arbitration Information

Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):	FINRA
Docket/Case #:	15-01944
Date Notice/Process Served:	08/04/2015
Arbitration Pending?	No
Disposition:	Settled
Disposition Date:	05/17/2016
Monetary Compensation Amount:	\$10,000.00
Individual Contribution Amount:	\$2,000.00
Firm Statement	THE REPRESENTATIVE FULLY DENIES ANY AND ALL ALLEGATIONS AND



CLAIMS MADE BY THE COMPLAINANT. THE SETTLEMENT WAS OFFERED AND ACCEPTED TO AVOID ONGOING LEGAL COSTS, HOWEVER, THE REPRESENTATIVE DENIES ANY WRONGDOING.

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	SUNSET FINANCIAL SERVICES, INC.
Allegations:	THE STATEMENT OF CLAIM ALLEGES BREACH OF FIDUCIARY DUTY AND NEGLIGENCE RELATED TO THE SALE OF A REIT IN JANUARY OF 2008.
Product Type:	Real Estate Security
Alleged Damages:	\$60,000.00
Arbitration Information	
Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):	FINRA
Docket/Case #:	15-01944
Date Notice/Process Served:	08/04/2015
Arbitration Pending?	No
Disposition:	Settled
Disposition Date:	05/17/2016
Monetary Compensation Amount:	\$10,000.00
Individual Contribution Amount:	\$2,000.00
Broker Statement	The representative fully denies any and all allegations and claims made by the claimant. The settlement was offered and accepted to avoid ongoing legal costs, however; the representative denies any wrongdoing.



End of Report

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