



IAPD Report

CHARLES DAY LUTZ IV

CRD# 3139350

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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

CHARLES DAY LUTZ IV (CRD# 3139350)

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 **07/23/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	OSAIC INSTITUTIONS, INC.	CRD# 35371	01/31/2025
IA	OSAIC INSTITUTIONS, INC.	CRD# 35371	01/31/2025

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **36** 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	CUSO FINANCIAL SERVICES, L.P.	42132	SAN ANTONIO, TX	02/18/2004 - 01/31/2025
IA	CUSO FINANCIAL SERVICES, L.P.	42132	SAN ANTONIO, TX	02/18/2004 - 01/31/2025
B	FROST BROKERAGE SERVICES, INC.	17465	SAN ANTONIO, TX	01/10/2003 - 02/06/2004

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

Employment 1 of 1

Firm Name: **OSAIC INSTITUTIONS, INC.**

Main Address: 538 PRESTON AVENUE
MERIDEN, CT 06450-4858

Firm ID#: 35371

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	01/31/2025
B	Arizona	Agent	Approved	01/31/2025
B	Arkansas	Agent	Approved	01/31/2025
B	California	Agent	Approved	01/31/2025
B	Colorado	Agent	Approved	01/31/2025
B	Connecticut	Agent	Approved	01/31/2025
B	Florida	Agent	Approved	01/31/2025
B	Georgia	Agent	Approved	02/03/2025
B	Idaho	Agent	Approved	01/31/2025
B	Illinois	Agent	Approved	01/31/2025
B	Indiana	Agent	Approved	01/31/2025
B	Iowa	Agent	Approved	01/31/2025
B	Kentucky	Agent	Approved	01/31/2025



Qualifications

	Regulator	Registration	Status	Date
B	Louisiana	Agent	Approved	01/31/2025
B	Maine	Agent	Approved	01/31/2025
B	Maryland	Agent	Approved	01/31/2025
B	Massachusetts	Agent	Approved	01/31/2025
B	Michigan	Agent	Approved	01/31/2025
B	Minnesota	Agent	Approved	01/31/2025
B	Mississippi	Agent	Approved	01/31/2025
B	Missouri	Agent	Approved	01/31/2025
B	Nebraska	Agent	Approved	01/31/2025
B	Nevada	Agent	Approved	01/31/2025
B	New Jersey	Agent	Approved	01/31/2025
B	New Mexico	Agent	Approved	01/31/2025
B	New York	Agent	Approved	01/31/2025
B	North Carolina	Agent	Approved	01/31/2025
B	Ohio	Agent	Approved	01/31/2025
B	Oklahoma	Agent	Approved	01/31/2025
B	Oregon	Agent	Approved	01/31/2025
B	Pennsylvania	Agent	Approved	01/31/2025
B	South Carolina	Agent	Approved	01/31/2025



Qualifications

	Regulator	Registration	Status	Date
B	Tennessee	Agent	Approved	07/23/2025
B	Texas	Agent	Approved	01/31/2025
IA	Texas	Investment Adviser Representative	Approved	01/31/2025
B	Virginia	Agent	Approved	01/31/2025
B	Washington	Agent	Approved	01/31/2025
B	Wisconsin	Agent	Approved	01/31/2025

Branch Office Locations

OSAIC INSTITUTIONS, INC.
8000 IH 10 W Ste 1014
San Antonio, TX 78230



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
B Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B General Securities Representative Examination (S7)	Series 7	11/06/2001
B Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	11/09/1998

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination (S65)	Series 65	11/08/2001
B Uniform Securities Agent State Law Examination (S63)	Series 63	11/20/1998



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	02/18/2004 - 01/31/2025	CUSO FINANCIAL SERVICES, L.P.	CRD# 42132	SAN ANTONIO, TX
IA	02/18/2004 - 01/31/2025	CUSO FINANCIAL SERVICES, L.P.	CRD# 42132	SAN ANTONIO, TX
B	01/10/2003 - 02/06/2004	FROST BROKERAGE SERVICES, INC.	CRD# 17465	SAN ANTONIO, TX
IA	11/08/2001 - 09/26/2002	MERRILL LYNCH PIERCE FENNER & SMITH INC.	CRD# 7691	SAN ANTONIO, TX
B	11/08/2001 - 09/26/2002	MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED	CRD# 7691	NEW YORK, NY
B	11/10/1998 - 06/18/2001	BANC OF AMERICA INVESTMENT SERVICES, INC.	CRD# 16361	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
01/2025 - Present	OSAIC Institutions, Inc.	Reg rep	Y	Meriden, CT, United States
02/2004 - 01/2025	CUSO FINANCIAL SERVICES, LP	REGISTERED REPRESENTATIVE - SAN ANTONIO FCU	Y	SAN DIEGO, CA, United States
02/2004 - 01/2025	Credit Human Federal Credit Union	REGISTERED REPRESENTATIVE	Y	SAN ANTONIO, TX, 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) NAME OF THE OTHER BUSINESS:First Presbyterian Church
INVESTMENT- RELATED:No
ADDRESS OF THE OTHER BUSINESS:San Antonio, TX
YOUR POSITION OR TITLE:Trustee
NATURE OF THE OTHER BUSINESS:Volunteer
START DATE:1/26/2018
APPROXIMATE NUMBER OF HOURS/MONTH:1



Registration & Employment History



OTHER BUSINESS ACTIVITIES

APPROXIMATE NUMBER OF HOURS DURING TRADING HOURS:1

BRIEFLY DESCRIBE YOUR DUTIES RELATING TO THE OTHER BUSINESS:Trustee of a corporate entity. Handle risk assessment for the church and property transactions.

COMPENSATION :No



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: CUSO FINANCIAL SERVICES, LP

Allegations: ON 3/16/2012, CFS WAS SERVED WITH CLIENT'S LAWSUIT REGARDING A VA PURCHASED THROUGH A CFS IN 2007. NAMED DEFENDANTS ARE THE CFS REPRESENTATIVE, CFS AND PRUDENTIAL INSURANCE. CFS HAD PREVIOUSLY DENIED A VERBAL COMPLAINT BY CLIENT RELATED TO SAME ISSUE. THE LAWSUIT ALLEGES THAT THE VA PURCHASE WAS MISREPRESENTED AND THAT THE CLIENT BELIEVED THAT HE WOULD RECEIVE HIS FULL PRINCIPAL INVESTMENT AT THE END OF THE VA CONTRACT'S 4 YEAR CONTINGENT DEFERRED SALES CHARGE SCHEDULE (SEPTEMBER 2011) WITHOUT CONSIDERATION TO \$59,559 IN CLIENT WITHDRAWALS. CFS DETERMINED THAT DOCUMENTATION SIGNED BY CLIENT AT THE TIME OF SALE SUPPORTED SUITABILITY. ADDITIONALLY, ALL REQUIRED DISCLOSURES WERE MADE VERBALLY AND IN WRITING AS ACKNOWLEDGED BY THE CLIENT WHEN SIGNING ACCOUNT DOCUMENTATION. ACCORDINGLY, CFS DENIED THE INITIAL COMPLAINT IN 2011. CFS CONTINUES TO DENY ALL ALLEGATIONS OF MISREPRESENTATION. ***AS AN ACCOMMODATION TO AVOID PROTRACTED LITIGATION EXPENSE, CFS SETTLED WITH THE CLIENT FOR \$10,000 AND DID NOT REQUEST THE CFS REPRESENTATIVE TO CONTRIBUTE. CFS FOUND NO MERIT TO THE ALLEGATIONS.

Product Type: Annuity-Variable

Alleged Damages: \$34,961.00

Alleged Damages Amount Explanation (if amount not ALLEGED COMPENSATORY DAMAGES WERE CALCULATED BY CFS BASED UPON ACTUAL NET LOSSES FROM PRINCIPAL INVESTMENT INCURRED BY



exact): CLIENT FROM PURCHASE UNTIL FULL SURRENDER OF VARIABLE ANNUITY CONTRACT.

Is this an oral complaint? No

Is this a written complaint? Yes

Is this an arbitration/CFTC reparation or civil litigation? Yes

Arbitration/Reparation forum or court name and location: ST OF TX DISTRICT COURT/224TH JUDICIAL DISTRICT/BEXAR COUNTY, TX

Docket/Case #: 2012-CI-04387

Filing date of arbitration/CFTC reparation or civil litigation: 03/15/2012

Customer Complaint Information

Date Complaint Received: 03/16/2012

Complaint Pending? No

Status: Evolved into Arbitration/CFTC reparation (the individual is a named party)

Status Date: 04/13/2012

Settlement Amount:

Individual Contribution Amount:

Arbitration Information

Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.): FINRA DISPUTE RESOLUTION

Docket/Case #: 13-00332

Date Notice/Process Served: 06/05/2013

Arbitration Pending? No

Disposition: Settled

Disposition Date: 11/04/2014

Monetary Compensation Amount: \$10,000.00

Individual Contribution Amount: \$0.00

Civil Litigation Information

Type of Court: State Court

Name of Court: ST OF TX DISTRICT COURT/224TH JUDICIAL DISTRICT

Location of Court: BEXAR COUNTY, TEXAS

Docket/Case #: 2012-CI-04387

Date Notice/Process Served: 03/16/2012

Litigation Pending? No

Disposition: Other: ABATED SO THAT PLAINTIF MAY PURSUE HIS CLAIM WITH FINRA



ARBITRATION

Disposition Date:

06/05/2013



End of Report

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