IAPD Report

James Richard Sophia Jr

CRD# 3222645

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

James Richard Sophia Jr (CRD# 3222645)

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 **06/04/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	BANKERS LIFE ADVISORY SERVICES, INC.	CRD# 281285	02/04/2026
B	BANKERS LIFE SECURITIES, INC.	CRD# 173962	02/11/2026

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and 1 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	VANDERBILT ADVISORY SERVICES	116537	Shaker Heights, OH	01/24/2025 - 03/19/2025
B	VANDERBILT SECURITIES, LLC	5953	Shaker Heights, OH	01/10/2025 - 03/19/2025
IA	MORGAN STANLEY	149777	Pepper Pike, OH	01/25/2019 - 01/28/2025

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	5
Termination	1
Financial	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 **1** jurisdiction(s) and 1 SRO(s) through his or her employer(s).

Employment 1 of 2

Firm Name: **BANKERS LIFE SECURITIES, INC.**
Main Address: 303 E WACKER DRIVE
STE 500
CHICAGO, IL 60601
Firm ID#: 173962

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	02/11/2026
B	Ohio	Agent	Approved	02/11/2026

Branch Office Locations

25101 Chagrin Boulevard
Ste 170
BEACHWOOD, OH 44122

Employment 2 of 2

Firm Name: **BANKERS LIFE ADVISORY SERVICES, INC.**
Main Address: 303 E. WACKER DRIVE
STE 500
CHICAGO, IL 60601
Firm ID#: 281285

	Regulator	Registration	Status	Date
IA	Ohio	Investment Adviser Representative	Approved	02/04/2026

Branch Office Locations

BANKERS LIFE ADVISORY SERVICES, INC.
25101 Chagrin Boulevard, Ste 170
BEACHWOOD, OH 44122

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
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	06/09/1999

State Securities Law Exams

	Exam	Category	Date
IA	Uniform Investment Adviser Law Examination (S65)	Series 65	09/28/1999
B	Uniform Securities Agent State Law Examination (S63)	Series 63	06/18/1999

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	01/24/2025 - 03/19/2025	VANDERBILT ADVISORY SERVICES	CRD# 116537	Shaker Heights, OH
B	01/10/2025 - 03/19/2025	VANDERBILT SECURITIES, LLC	CRD# 5953	Shaker Heights, OH
IA	01/25/2019 - 01/28/2025	MORGAN STANLEY	CRD# 149777	Pepper Pike, OH
B	01/18/2019 - 01/28/2025	MORGAN STANLEY	CRD# 149777	Pepper Pike, OH
IA	10/09/2007 - 01/24/2019	MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED	CRD# 7691	PEPPER PIKE, OH
B	10/05/2007 - 01/24/2019	MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED	CRD# 7691	PEPPER PIKE, OH
IA	01/14/2003 - 10/16/2007	UBS FINANCIAL SERVICES INC.	CRD# 8174	CLEVELAND, OH
B	10/31/2002 - 10/16/2007	UBS FINANCIAL SERVICES INC.	CRD# 8174	CLEVELAND, OH
B	06/10/1999 - 11/06/2002	WACHOVIA SECURITIES, INC.	CRD# 19616	ST. LOUIS, MO

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
02/2026 - Present	Bankers Life Advisory Services, Inc	Financial Advisor	Y	Beachwood, OH, United States
02/2026 - Present	Bankers Life Securities, Inc	Financial Representative	Y	Beachwood, OH, United States
10/2025 - Present	Bankers Life & Casualty, Inc	Insurance Agent	N	Beachwood, OH, United States
01/2025 - 10/2025	Grandview Consulting	Consultant	N	Shaker Heights, OH, United States
02/2019 - 01/2025	Morgan Stanley Private Bank, N.A.	Financial Advisor	Y	New York, NY, United States
01/2019 - 01/2025	Morgan Stanley	Financial Advisor	Y	Pepper Pike, OH, United States

Registration & Employment History

EMPLOYMENT HISTORY

Employment Dates	Employer Name	Position	Investment Related	Employer Location
06/2011 - 01/2019	Bank of America, N.A.	Senior Financial Advisor	Y	PEPPER PIKE, OH, United States
10/2007 - 01/2019	MERRILL LYNCH, PIERCE, FENNER & SMITH	FINANCIAL ADVISOR	Y	CLEVELAND, OH, 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.

Insurance Agent: I am a 1099 agent for Bankers Life and Casualty Company (BLC). As a BLC agent, I am also appointed with KFA through BLC which allows agents to write business for Medicare Supplement, Annuity and Equity Indexed annuity insurance products, life insurance, health and LTC.

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	5
Termination	1
Financial	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 5

Reporting Source:	Firm
Employing firm when activities occurred which led to the complaint:	MORGAN STANLEY SMITH BARNEY
Allegations:	Client alleged, inter alia, that investment strategy implemented in their account was not in their best interests 2019-2024
Product Type:	No Product
Alleged Damages:	$50,000.00
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 #:	24-01097
Filing date of arbitration/CFTC reparation or civil litigation:	05/17/2024

Customer Complaint Information

Date Complaint Received:	05/21/2024

Complaint Pending?	No
Status:	Settled
Status Date:	08/26/2025
Settlement Amount:	$10,000.00
Individual Contribution Amount:	$0.00

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	MORGAN STANLEY SMITH BARNEY
Allegations:	Client alleged, inter alia, that investment strategy implemented in their account was not in their best interests 2019-2024
Product Type:	No Product
Alleged Damages:	$50,000.00
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 #:	24-01097
Filing date of arbitration/CFTC reparation or civil litigation:	05/17/2024

Customer Complaint Information

Date Complaint Received:	05/21/2024
Complaint Pending?	No
Status:	Settled
Status Date:	08/26/2025
Settlement Amount:	$10,000.00
Individual Contribution Amount:	$0.00

Disclosure 2 of 5

Reporting Source:	Firm
Employing firm when activities occurred which led to the complaint:	Merrill Lynch, Pierce, Fenner & Smith Incorporated
Allegations:	The customer alleges misrepresentations and unsuitable investment recommendations in October 2008.
Product Type:	Annuity-Variable

Alleged Damages: $88,650.00

Arbitration Information

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

Docket/Case #: 20-04007

Date Notice/Process Served: 12/22/2020

Arbitration Pending? No

Disposition: Settled

Disposition Date: 01/26/2022

Monetary Compensation Amount: $35,000.00

Individual Contribution Amount: $0.00

Civil Litigation Information

Type of Court: State Court

Name of Court: Court of Common Pleas

Location of Court: Cuyahoga County, Ohio

Docket/Case #: CV19914407

Date Notice/Process Served: 04/30/2019

Litigation Pending? No

Disposition: Dismissed

Disposition Date: 01/31/2022

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: Merrill Lynch, Pierce, Fenner & Smith Incorporated

Allegations: The customer alleges misrepresentations and unsuitable investment recommendations in October 2008.

Product Type: Annuity-Variable

Alleged Damages: $88,650.00

Arbitration Information

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

Docket/Case #: 20-04007

Date Notice/Process Served: 12/22/2020

Arbitration Pending? No

Disposition: Settled

Disposition Date:	01/26/2022
Monetary Compensation Amount:	$35,000.00
Individual Contribution Amount:	$0.00

Civil Litigation Information

Type of Court:	State Court
Name of Court:	Court of Common Pleas
Location of Court:	Cuyahoga County, Ohio
Docket/Case #:	CV19914407
Date Notice/Process Served:	04/30/2019
Litigation Pending?	No
Disposition:	Dismissed
Disposition Date:	01/31/2022

Disclosure 3 of 5

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED
Allegations:	HE CUSTOMER ALLEGES FAILURE TO FOLLOW INSTRUCTIONS IN JULY 2011. COMPENSATORY DAMAGES ARE NOT SPECIFIED.
Product Type:	Equity Listed (Common & Preferred Stock)
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:	09/20/2011
Complaint Pending?	No
Status:	Settled
Status Date:	09/28/2011
Settlement Amount:	$8,484.90
Individual Contribution Amount:	$0.00

Disclosure 4 of 5

Reporting Source:	Individual

Employing firm when activities occurred which led to the complaint:	MERRILL LYNCH PIERCE FENNER & SMITH, INC
Allegations:	THE CUSTOMER ALLEGES UNAUTHORIZED TRADING.
Product Type:	Annuity(ies) - Variable
Alleged Damages:	$0.00

Customer Complaint Information

Date Complaint Received:	10/15/2008
Complaint Pending?	No
Status:	Denied
Status Date:	12/29/2008
Settlement Amount:	
Individual Contribution Amount:	
Broker Statement	MERRILL LYNCH FOUND [CUSTOMER'S] CLAIMS TO BE WITHOUT MERIT.

Disclosure 5 of 5

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	FIRST UNION SECURITIES INC.
Allegations:	CLIENT ALLEGES HE WAS NOT ADVISED CORRECTLY ABOUT FEES CONNECTED WITH HIS B SHARE MUTUAL FUNDS AND, BECAUSE OF THAT, HE ALLEGEDLY HAD TO PAY $9,000 TOO MUCH IN FEES WHEN HE SOLD HIS SHARES IN DECEMBER 2001.
Product Type:	Mutual Fund(s)
Alleged Damages:	$9,000.00

Customer Complaint Information

Date Complaint Received:	02/15/2002
Complaint Pending?	No
Status:	Denied
Status Date:	03/05/2002
Settlement Amount:	
Individual Contribution Amount:	
Broker Statement	IN A LETTER DATED 3/5/02, THE FIRM DENIED THE CLIENT'S ALLEGATIONS.

Termination

This disclosure event involves a situation where the Investment Adviser Representative voluntarily resigned, was discharged or was permitted to resign after allegations were made that accused the Investment Adviser Representative of violating investment-related statutes, regulations, rules or industry standards of conduct; fraud or the wrongful taking of property; or failure to supervise in connection with investment-related statutes, regulations, rules or industry standards of conduct.

Disclosure 1 of 1

Reporting Source:	Firm
Firm Name:	Morgan Stanley
Termination Type:	Discharged
Termination Date:	01/09/2025
Allegations:	Allegations related to use of personal device to engage in off-platform written business-related communications, failure to disclose a lien, and an outside financial relationship with a customer.
Product Type:	No Product

Reporting Source:	Individual
Firm Name:	MORGAN STANLEY SMITH BARNEY
Termination Type:	Discharged
Termination Date:	01/09/2025
Allegations:	Allegations related to use of personal device to engage in off-platform written business-related communications, failure to disclose a lien, and an outside financial relationship with a customer.
Product Type:	No Product

Financial

This disclosure event involves a final bankruptcy, compromise with one or more creditors, or Securities Investor Protection Corporation liquidation that occurred within the last 10 years and that involved the Investment Adviser Representative or an organization/investment adviser that the Investment Adviser Representative controlled that occurred within the last 10 years.

Disclosure 1 of 1

Reporting Source:	Individual
Action Type:	Bankruptcy
Bankruptcy:	Chapter 7
Action Date:	04/08/2025
Organization Investment-Related?	
Type of Court:	Federal Court
Name of Court:	US Bankruptcy Court
Location of Court:	Cleveland, Ohio
Docket/Case #:	25-11469-skk
Action Pending?	No
Disposition:	Discharged
Disposition Date:	07/23/2025

End of Report

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