



IAPD Report

ADRIAN LEE SOTELO

CRD# 3234061

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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

ADRIAN LEE SOTELO (CRD# 3234061)

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 **01/08/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	FROST BROKERAGE SERVICES, INC.	CRD# 17465	12/02/2024
IA	FROST INVESTMENT SERVICES	CRD# 286129	12/02/2024

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **19** 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	PNC INVESTMENTS	129052	BOERNE, TX	08/18/2021 - 12/04/2024
B	PNC INVESTMENTS	129052	BOERNE, TX	08/16/2021 - 12/04/2024
IA	PNC MANAGED ACCOUNT SOLUTIONS, INC.	110476	San Antonio, TX	01/25/2019 - 08/17/2021

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	2



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

Employment 1 of 2

Firm Name: **FROST INVESTMENT SERVICES**
Main Address: 111 WEST HOUSTON STREET
SAN ANTONIO, TX 78205
Firm ID#: 286129

	Regulator	Registration	Status	Date
IA	Oklahoma	Investment Adviser Representative	Approved	01/06/2025
IA	Texas	Investment Adviser Representative	Approved	12/02/2024
IA	Washington	Investment Adviser Representative	Approved	01/09/2026

Branch Office Locations

FROST INVESTMENT SERVICES
16500 SAN PEDRO AVE
SAN ANTONIO, TX 78232

Employment 2 of 2

Firm Name: **FROST BROKERAGE SERVICES, INC.**
Main Address: 111 W. HOUSTON STREET
SAN ANTONIO, TX 78205
Firm ID#: 17465

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	12/02/2024
B	FINRA	Invest. Co and Variable Contracts	Approved	12/02/2024
B	Alaska	Agent	Approved	01/08/2026
B	Arizona	Agent	Approved	01/08/2026



Qualifications

	Regulator	Registration	Status	Date
B	Arkansas	Agent	Approved	01/08/2026
B	California	Agent	Approved	01/08/2026
B	Colorado	Agent	Approved	07/16/2025
B	Florida	Agent	Approved	01/08/2026
B	Michigan	Agent	Approved	01/08/2026
B	Mississippi	Agent	Approved	01/08/2026
B	New Jersey	Agent	Approved	03/31/2025
B	New Mexico	Agent	Approved	01/03/2025
B	New York	Agent	Approved	01/08/2026
B	North Carolina	Agent	Approved	02/26/2025
B	Ohio	Agent	Approved	01/08/2026
B	Oklahoma	Agent	Approved	01/03/2025
B	Pennsylvania	Agent	Approved	01/08/2026
B	Texas	Agent	Approved	12/02/2024
B	Virginia	Agent	Approved	01/08/2026
B	Washington	Agent	Approved	03/12/2025
B	Wisconsin	Agent	Approved	01/03/2025

Branch Office Locations

16500 SAN PEDRO



Qualifications

SAN ANTONIO, TX 78232



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 Investment Company Products/Variable Contracts Representative Examination (S6TO)	Series 6TO	01/02/2023
B Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B General Securities Representative Examination (S7)	Series 7	04/16/2001

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination (S65)	Series 65	01/24/2019
B Uniform Securities Agent State Law Examination (S63)	Series 63	04/19/2001



PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **0** professional designation(s).

No information reported.



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	08/18/2021 - 12/04/2024	PNC INVESTMENTS	CRD# 129052	BOERNE, TX
B	08/16/2021 - 12/04/2024	PNC INVESTMENTS	CRD# 129052	BOERNE, TX
IA	01/25/2019 - 08/17/2021	PNC MANAGED ACCOUNT SOLUTIONS, INC.	CRD# 110476	San Antonio, TX
B	05/16/2013 - 08/16/2021	BBVA SECURITIES INC.	CRD# 27060	SAN ANTONIO, TX
B	04/03/2003 - 05/16/2013	BBVA COMPASS INVESTMENT SOLUTIONS, INC	CRD# 17086	SAN ANTONIO, TX
B	11/13/2002 - 05/01/2003	STATE FARM VP MANAGEMENT CORP.	CRD# 43036	BLOOMINGTON, IL
B	04/17/2001 - 09/10/2002	EDWARD JONES	CRD# 250	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
12/2024 - Present	FROST BROKERAGE SERVICES, INC.	FINANCIAL ADVISOR II	Y	SAN ANTONIO, TX, United States
12/2024 - Present	FROST INVESTMENT SERVICES	FINANCIAL ADVISOR II	Y	SAN ANTONIO, TX, United States
08/2021 - 11/2024	PNC INVESTMENTS	FINANCIAL ADVISOR	Y	BOERNE, TX, United States
01/2019 - 08/2021	BBVA WEALTH SOLUTIONS INC.	FINANCIAL CONSULTANT	Y	SAN ANTONIO, TX, United States
05/2013 - 08/2021	BBVA SECURITIES INC.	MASS TRANSFER	Y	SAN ANTONIO, TX, United States
04/2003 - 08/2021	BBVA COMPASS INSURANCE AGENCY, INC.	AGENT	Y	AUSTIN, TX, United States
03/2003 - 08/2021	COMPASS BANK	EMPLOYEE	Y	BIRMINGHAM, AL, 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.

No information reported.



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	2

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 2

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	BBVA COMPASS INVESTMENT SOLUTIONS, INC.
Allegations:	CUSTOMER PURCHASED VARIABLE ANNUITY CONTRACT IN MARCH, 2012. CUSTOMER CLAIMS VARIABLE ANNUITY CONTRACT IS UNSUITABLE.
Product Type:	Annuity-Variable
Alleged Damages:	\$5,000.00
Alleged Damages Amount Explanation (if amount not exact):	CUSTOMER DOES MAKE MAKE SPECIFIC MONETARY CLAIM. FIRM ESTIMATES DAMAGES WOULD BE IN EXCESS OF \$5000.00
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:	07/30/2012
Complaint Pending?	No
Status:	Settled
Status Date:	09/10/2012
Settlement Amount:	\$0.00



Individual Contribution Amount: \$0.00

Broker Statement INSURANCE CARRIER AGREED TO ALLOW CUSTOMER TO SURRENDER CONTRACT AND RECEIVE CURRENT VALUE WITHOUT SURRENDER CHARGE. THE FIRM GAVE UP IT'S COMMISSION AMOUNT OF \$9,095.68 TO THE CARRIER.

Disclosure 2 of 2

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: COMPASS BROKERAGE, INC.

Allegations: CUSTOMER COMPLAINED TO THE TX DEPT. OF INSURANCE THAT SHE PURCHASED ANNUITY CONTRACTS IN MAY, 2007. CUSTOMER FREE-LOOKED THE CONTRACTS AND RECEIVED LESS THAN HER INITIAL PREMIUM BECAUSE HER VA PREMIUMS WERE SUBJECT TO MARKET RISK. CUSTOMER ALLEGES THAT SHE WAS NOT INFORMED THAT HER INVESTMENT WOULD BE SUBJECT TO MARKET RISK DURING THE FREE-LOOK PERIOD.

Product Type: Annuity(ies) - Variable

Alleged Damages: \$5,406.32

Customer Complaint Information

Date Complaint Received: 09/26/2007

Complaint Pending? No

Status: Closed/No Action

Status Date: 10/03/2007

Settlement Amount:

Individual Contribution Amount:

Broker Statement CUSTOMER COMPLAINT WAS MADE TO THE TEXAS DEPARTMENT OF INSURANCE AND FORWARDED TO RIVERSOURCE, THE INSURANCE CARRIER FOR RESPONSE. THE FIRM WAS ADVISED OF THE COMPLAINT BY RIVERSOURCE. RIVERSOURCE DENIED CUSTOMER'S CLAIM FOR COMPENSATION.



End of Report

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