



IAPD Report

JOHN FLEMING REUTEMANN JR

CRD# 374456

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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

JOHN FLEMING REUTEMANN JR (CRD# 374456)

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 **10/13/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	RESEARCH FINANCIAL STRATEGIES	CRD# 153247	05/06/2010
B	PURSHE KAPLAN STERLING INVESTMENTS	CRD# 35747	08/01/2012

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **14** 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	LPL FINANCIAL LLC	6413	ROCKVILLE, MD	05/21/1997 - 08/08/2012
IA	LPL FINANCIAL LLC	6413	ROCKVILLE, MD	06/09/1997 - 04/26/2011
B	D.E. FREY & COMPANY, INC.	23595	DENVER, CO	04/24/1995 - 05/21/1997

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
Regulatory Event	1
Criminal	1
Customer Dispute	6



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

Employment 1 of 2

Firm Name: **PURSHE KAPLAN STERLING INVESTMENTS**

Main Address: 80 STATE STREET
ALBANY, NY 12207

Firm ID#: 35747

Regulator	Registration	Status	Date
 FINRA	General Securities Principal	Approved	08/01/2012
 FINRA	General Securities Representative	Approved	08/01/2012
 FINRA	Operations Professional	Approved	08/01/2012
 California	Agent	Approved	08/02/2012
 Colorado	Agent	Approved	08/01/2012
 Delaware	Agent	Approved	08/23/2012
 District of Columbia	Agent	Approved	08/01/2012
 Florida	Agent	Approved	08/01/2012
 Maryland	Agent	Approved	08/01/2012
 New York	Agent	Approved	08/01/2012
 North Carolina	Agent	Approved	02/05/2013
 Ohio	Agent	Approved	02/24/2019
 Pennsylvania	Agent	Approved	08/01/2012



Qualifications

Regulator	Registration	Status	Date
B South Carolina	Agent	Approved	05/20/2025
B Virginia	Agent	Approved	08/01/2012
B Wisconsin	Agent	Approved	08/01/2012

Branch Office Locations

2273 Research Blvd.
SUITE 101
ROCKVILLE, MD 20850

Nokomis, FL

Employment 2 of 2

Firm Name: **RESEARCH FINANCIAL STRATEGIES**

Main Address: 2273 RESEARCH BLVD
SUITE 101
ROCKVILLE, MD 20850-3264

Firm ID#: 153247

Regulator	Registration	Status	Date
IA Florida	Investment Adviser Representative	Approved	08/19/2024
IA Maryland	Investment Adviser Representative	Approved	05/06/2010
IA Texas	Investment Adviser Representative	Restricted Approval	05/06/2010

Branch Office Locations

RESEARCH FINANCIAL STRATEGIES
2273 RESEARCH BLVD
SUITE 101
ROCKVILLE, MD 20850-3264

RESEARCH FINANCIAL STRATEGIES
Nokomis, FL



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, 4 general industry/product exams, and 2 state securities law exams.

Principal/Supervisory Exams

Exam	Category	Date
 General Securities Principal Examination (S24)	Series 24	05/28/1996

General Industry/Product Exams

Exam	Category	Date
 General Securities Representative Examination (S7TO)	Series 7TO	01/02/2023
 Operations Professional Examination (S99TO)	Series 99TO	01/02/2023
 Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
 Registered Representative Examination (S1)	Series 1	05/14/1974

State Securities Law Exams

Exam	Category	Date
 Uniform Investment Adviser Law Examination (S65)	Series 65	05/06/1993
 Uniform Securities Agent State Law Examination (S63)	Series 63	11/25/1986

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
B	05/21/1997 - 08/08/2012	LPL FINANCIAL LLC	CRD# 6413	ROCKVILLE, MD
IA	06/09/1997 - 04/26/2011	LPL FINANCIAL LLC	CRD# 6413	ROCKVILLE, MD
B	04/24/1995 - 05/21/1997	D.E. FREY & COMPANY, INC.	CRD# 23595	DENVER, CO
B	07/20/1994 - 04/07/1995	CENTAURUS FINANCIAL, INC.	CRD# 30833	ANAHEIM, CA
B	01/17/1995 - 03/28/1995	TITAN/VALUE EQUITIES GROUP, INC.	CRD# 6359	IRVINE, CA
B	06/26/1989 - 12/31/1994	TITAN/VALUE EQUITIES GROUP, INC.	CRD# 6359	IRVINE, CA
B	05/16/1986 - 06/17/1989	KAVANAUGH SECURITIES, INC.	CRD# 10606	
B	01/05/1982 - 01/10/1986	CARDELL & ASSOCIATES, INCORPORATED	CRD# 7700	
B	03/31/1978 - 12/28/1981	INDEPENDENT FINANCIAL PLANNERS CORPORATION	CRD# 653	
B	05/14/1974 - 12/08/1976	CORNERSTONE FINANCIAL SERVICES, INC.	CRD# 953	

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
08/2012 - Present	PURSHE KAPLAN STERLING INVESTMENTS	REGISTERED REPRESENTATIVE	Y	ALBANY, NY, United States
04/2010 - Present	REUTEMANN FINANCIAL SOLUTIONS, INC.	INVESTMENT ADVISOR REPRESENTATIVE	Y	ROCKVILLE, MD, United States
06/1992 - Present	RESEARCH FINANCIAL STRATEGIES INC	OTHER - INDEPENDENT INS. AGNEVY DBA	N	ROCKVILLE, MD, United States
12/1990 - Present	RESEARCH FINANCIAL SERVICES, INC.	OTHER - BRANCH MGR AND REG REP	N	GAITHERSBURG, MD, 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.

- 1.) ASH BROKERAGE SERVICES; NOT INVESTMENT RELATED; INSURANCE; APPOINTED AGENT FOR VARIOUS COMPANIES; START DATE: 7/1992; FIXED AND VARIABLE LIFE, ANNUITY AND LTC INSURANCE SERVICES
- 2.) 4/1/2010 - ACT IN A FIDUCIARY CAPACITY-RESEARCH FINANCIAL STRATEGIES, INC. 401(K) PLAN. 401(K) PLAN FOR MY DBA COMPANY. - 2273 Research Blvd, Suite 101, Rockville, MD 20850
- 3.) 01/24/08 - NON-VARIABLE INSURANCE DBA - RESEARCH FINANCIAL STRATEGIES, INC TO BE USED FOR ALL SECURITIES BUSINESS AND ALL NONVARIABLE INSURANCE BUSINESS - 90% TIME SPENT.
- 4.) 05/17/10 - REGISTERED INVESTMENT ADVISOR, (HYBRID RIA) REUTEMANN FINANCIAL SOLUTIONS, INC. KNOWN TO THE PUBLIC AS RESEARCH FINANCIAL STRATEGIES (AN APPROVED DBA)., , 90% MD. (HYBRID RIA) PROVIDING INVESTMENT ADVICE FOR A FEE AND FINANCIAL PLANNING FOR HOURLY AND/OR FIXED FEES., RESEARCH FINANCIAL STRATEGIES, 90% MD.
- 5.) 6319 Crested Eagle Lane Rental Property. Not investment related. 6319 Crested Eagle Lane, Nokomis, FL. Rental Property. 50/50 owner with spouse. Start March 2022. 1hr/mo. 0 hours during trading. Per revised lease, the rental property will be managed by myself and my wife. The tenant has assumed responsibility for repairs and maintenance. Rental payments will be made via direct deposit into our joint checking account
- 6.) No More MPT! LLC. 2273 Research Blvd Suite 101 Rockville MD 20850. Not investment related. Teaching and coaching class and website for professional advisors with licenses only. Owner of LLC. Monthly subscription fee. 20 hours month/ 5 during trading. Host weekly meetings, post content to website and answer questions from students.
- 7.) 6279 Crested Eagle Lane Rental Property 2. Not investment related 3. Address in itme 1 4. Single Family house rental property 5. 50/50 owner with spouse 6. 5/1/2024 7. 1 hr/mo 8. 0 hrs during trading 9. Rental property will be managed by myself & my wife. We will communicate with the renter re: repairs & maintenance & direct a contractor to do the work. Rental payments will be made via direct deposit into our join checking account.
- 8.) Reutemann Financial Florida Inc. Investment Related. 14671 Hidden Sawgrass Path Nokomis, FL 34275. Management Service. CEO. 1/2025. 160. 130. Investment Management Services.
- 9.) Author. Non-Investment Related. 14671 Hidden Sawgrass path Nokomis, FL 34275. Writer/Book. Author. 9/2025. 3. 0. Author of book.



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
Regulatory Event	1
Criminal	1
Customer Dispute	6

Regulatory Event

This disclosure event may include a final, formal proceeding initiated by a regulatory authority (e.g., a state securities agency, a federal regulator such as the Securities and Exchange Commission or the Commodities Futures Trading Commission, or a foreign financial regulatory body) for a violation of investment-related rules or regulations. This disclosure event may also include a revocation or suspension of an Investment Adviser Representative's authority to act as an attorney, accountant or federal contractor.

Disclosure 1 of 1

Reporting Source:	Regulator
Regulatory Action Initiated By:	Florida Office of Financial Regulation
Sanction(s) Sought:	Cease and Desist Civil and Administrative Penalty(ies)/Fine(s)
Date Initiated:	08/19/2024
Docket/Case Number:	122694-SR
URL for Regulatory Action:	
Employing firm when activity occurred which led to the regulatory action:	Reutemann Financial Solutions, Inc.
Product Type:	No Product
Allegations:	Rendered investment advice, from a location within Florida, without being registered by the Office.
Current Status:	Final
Resolution:	Order
Does the order constitute a final order based on violations of any laws or regulations that prohibit fraudulent, manipulative, or deceptive conduct?	No



Resolution Date:	08/19/2024
Sanctions Ordered:	Cease and Desist Civil and Administrative Penalty(ies)/Fine(s)
Monetary Sanction 1 of 1	
Monetary Related Sanction:	Civil and Administrative Penalty(ies)/Fine(s)
Total Amount:	\$16,250.00
Portion Levied against individual:	\$16,250.00
Payment Plan:	
Is Payment Plan Current:	
Date Paid by individual:	08/19/2024
Was any portion of penalty waived?	No
Amount Waived:	
Regulator Statement	On August 19, 2024, the Office of Financial Regulation (Office) entered a Final Order adopting the Stipulation and Consent Agreement in the matter of John Fleming Reutemann, Jr. (Reutemann). Reutemann neither admitted nor denied the allegations but consented to the entry of findings by the Office. The Office found that Reutemann violated section 517.12(4), Florida Statutes, by rendering investment advice, from a location within Florida, without being registered by the Office. Reutemann agreed to Cease and Desist from violations of Chapter 517, Florida Statutes, and the Administrative Rules adopted thereto, and to pay an administrative fine in the amount of \$16,250. The Office agreed to approve Reutemann's application as an associated person (RA) with Reutemann Financial Solutions, Inc. effective August 19, 2024.
Reporting Source:	Individual
Regulatory Action Initiated By:	Florida Office of Financial Regulation
Sanction(s) Sought:	Cease and Desist Civil and Administrative Penalty(ies)/Fine(s)
Date Initiated:	08/19/2024
Docket/Case Number:	122694-SR
Employing firm when activity occurred which led to the regulatory action:	Reutemann Financial Solutions, Inc.
Product Type:	No Product
Allegations:	Rendered investment advice from a location within Florida without being registered by the Office.
Current Status:	Final
Resolution:	Order



Does the order constitute a final order based on violations of any laws or regulations that prohibit fraudulent, manipulative, or deceptive conduct?

No

Resolution Date: 08/19/2024

Sanctions Ordered: Cease and Desist
Civil and Administrative Penalty(ies)/Fine(s)

Monetary Sanction 1 of 1

Monetary Related Sanction: Civil and Administrative Penalty(ies)/Fine(s)

Total Amount: \$16,250.00

Portion Levied against individual: \$16,250.00

Payment Plan:

Is Payment Plan Current:

Date Paid by individual: 08/19/2024

Was any portion of penalty waived?

Amount Waived:

Broker Statement

The lack of a timely registration in Florida was a complete misunderstanding. There was never an intent to violate any of the Florida Statutes. Telephone calls & virtual meetings were conducted before FL registration, but only with existing clients to do an account review, retirement planning or review investment goals. No new products were sold, no new accounts were opened, and no marketing was conducted.



Criminal

This disclosure event involves a criminal charge against the Investment Adviser Representative that has resulted in a dismissal, plea, acquittal or conviction. The criminal matter may relate to any felony or certain misdemeanor offenses (e.g., bribery, perjury, forgery, counterfeiting, extortion, fraud, wrongful taking of property).

Disclosure 1 of 1

Reporting Source:

Individual

Court Details:

MONTGOMERY COUNTY, STATE OF MARYLAND

Charge Date:

10/01/1978

Charge Details:

1 COUNT, MISDEMEANOR - DISORDERLY CONDUCT, PETTY LARCENY,
DISMISSED.

Felony?

No

Current Status:

Final

Status Date:

10/01/1978

Disposition Details:

CHARGES WERE DROPPED; AN OFFICIAL JUDGEMENT "NOLLED PROSSED"
WAS ENTERED. MATTER WAS EXPUNGED ONE YEAR LATER.

Broker Statement

REUTMANN WAS
ARRESTED AND CHARGED WITH DISORDERLY CONDUCT AND PETTY
LARCENY IN OCTOBER, 1978. ALL CHARGES WERE DROPPED; AN OFFICIAL
JUDGEMENT "NOLLED PROSSED" WAS ENTERED.



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 6

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	Purshe Kaplan Sterling Investments
Allegations:	Client alleges unsuitable investment in an aggressive growth fund in his advisory account held through an unaffiliated advisory firm: Research Financial Strategies.
Product Type:	Other: Advisory Account
Alleged Damages:	\$0.00
Alleged Damages Amount Explanation (if amount not exact):	Unspecified.
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:	03/11/2019
Complaint Pending?	No
Status:	Closed/No Action
Status Date:	01/12/2021
Settlement Amount:	
Individual Contribution Amount:	

Disclosure 2 of 6

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	LPL FINANCIAL
Allegations:	CUSTOMER ALLEGED THAT INSTRUCTION TO REALLOCATE TO MONEY MARKET IN OCTOBER 2008 WAS NOT FOLLOWED, LEADING TO \$5776.27 DECLINE IN VALUE AS OF FEBRUARY 2009, FOR WHICH HE SOUGHT REIMBURSEMENT.
Product Type:	Annuity-Variable
Alleged Damages:	\$5,776.27



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: 02/23/2009

Complaint Pending? No

Status: Denied

Status Date: 05/29/2009

Settlement Amount:

Individual Contribution Amount:

Broker Statement CUSTOMER'S INSTRUCTION TO REALLOCATE TO MONEY MARKET IN OCTOBER 2008 WAS FOLLOWED, BUT CUSTOMER THEN AGREED TO REALLOCATED TO EQUITY-BASED SUB-ACCOUNT IN NOVEMBER 2008. THIS SUB-ACCOUNT THEN DECLINED IN VALUE PRIOR TO CUSTOMER'S INSTRUCTION TO REALLOCATE BACK TO MONEY MARKET IN JANUARY 2009.

Disclosure 3 of 6

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: D. E. FREY

Allegations: CUSTOMER ALLEGED THAT VARIABLE LIFE POLICY THAT HE PURCHASED IN 1995 WAS MISREPRESENTED, THAT HE DID NOT RECEIVE THE POLICY, AND THAT THE APPLICATION INCORRECTLY STATED WHERE IT WAS PURCHASED. CUSTOMER SEEKS A REFUND OF PREMIUMS PAID, PLUS INTEREST.

Product Type: Insurance

Alleged Damages: \$5,000.00

Alleged Damages Amount Explanation (if amount not exact): ALLEGED COMPENSATORY AMOUNT IS UNSPECIFIED, BUT REASONABLY BELIEVED TO BE GREATER THAN \$5,000.

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: 07/07/2008

Complaint Pending? No

Status: Closed/No Action

Status Date: 06/03/2009

**Settlement Amount:****Individual Contribution****Amount:****Broker Statement**

CUSTOMER COMPLAINT WAS FILED WITH THE CALIFORNIA INSURANCE DEPARTMENT, WHICH REQUESTED RESPONSE FROM MR. REUTEMANN, WHICH HE PROVIDED. ON JUNE 3, 2009, MR. REUTEMANN'S OFFICE INQUIRED ABOUT THE STATUS OF THE MATTER AND WAS ADVISED THAT IT HAD BEEN CLOSED WITH NO ACTION TAKEN.

Disclosure 4 of 6**Reporting Source:** Individual**Employing firm when activities occurred which led to the complaint:** LINSCO / PRIVATE LEDGER CORP.**Allegations:** CUSTOMER ALLEGES THAT LOSSES OF \$670,000 RESULTED FROM UNSUITABLE RECOMMENDATION OF VARIABLE ANNUITIES IN 1998, AND OF VARIABLE UNIVERSAL LIFE POLICY IN 2000. ALLEGATIONS WILL BE DENIED, AS PROFITS OF APPROXIMATELY \$310,000 WERE REALIZED IN OVERALL INVESTMENTS.**Product Type:** Annuity(ies) - Variable**Other Product Type(s):** VARIABLE UNIVERSAL LIFE**Alleged Damages:** \$670,000.00**Customer Complaint Information****Date Complaint Received:** 12/16/2005**Complaint Pending?** No**Status:** Arbitration/Reparation**Status Date:** 12/16/2005**Settlement Amount:****Individual Contribution Amount:****Arbitration Information****Arbitration/Reparation Claim filed with and Docket/Case No.:** NASD NO. 05-06215**Date Notice/Process Served:** 12/16/2005**Arbitration Pending?** No**Disposition:** Settled**Disposition Date:** 11/13/2006**Monetary Compensation Amount:** \$415,000.00**Individual Contribution Amount:** \$10,000.00**Broker Statement**

CASE INVOLVED THE PURCHASE OF A VARIABLE UNIVERSAL LIFE INSURANCE POLICY IN MAY 2000 IN CONNECTION WITH A COMMON "WEALTH-TRANSFER" STRATEGY IN WHICH AN IRREVOCABLE TRUST IS



THE OWNER OF THE POLICY. CLAIMANT WAS THE TRUSTEE OF THE IRREVOCABLE TRUST AND THE WIDOW, AND THEY HAD BEEN CUSTOMERS OF MR. REUTEMANN'S SINCE 1997. CLAIMANT'S HUSBAND, WHO WAS A SOPHISTICATED INVESTOR, ATTENDED AN INVESTMENT SEMINAR IN DECEMBER 1999 THAT EXPLAINED THE CONCEPT, AND TOLD MR. REUTEMANN IN MARCH 2000 THAT HE WISHED TO IMPLEMENT IT. THEY AGREED THAT THE POLICY WOULD BE ON HIS WIFE'S LIFE, AND SHE EXECUTED ALL THE PAPERWORK FOR THE PURCHASE OF THE POLICY, WHICH WAS INITIALLY FUNDED IN AUGUST 2000. HUSBAND DIED UNEXPECTEDLY IN FEBRUARY 2001. CLAIMANT TERMINATED THE RELATIONSHIP IN FEBRUARY 2005, AND FILED HER CLAIM IN DECEMBER 2005. BY THAT TIME, A TOTAL OF \$415,000 HAD BEEN INVESTED IN THE INSURANCE POLICY. DESPITE DIFFICULT MARKET CONDITIONS, GAINS OF APPROXIMATELY \$400,000 HAD BEEN ACHIEVED IN THEIR ACCOUNTS FROM BEGINNING TO END, AND, DESPITE A POST-TERMINATION WITHDRAWAL OF \$191,000 FROM THE POLICY AND A REDUCTION IN DEATH BENEFIT, THE INSURANCE POLICY CONTINUED TO GUARANTEE PAYMENT OF \$748,000 TO THE TRUST UPON THE WIDOW'S DEATH. LPL AND MR. REUTEMANN DECIDED THE CLAIM SHOULD BE VIGOROUSLY DEFENDED. ON THE SECOND DAY OF HEARING, HOWEVER, LPL'S AND MR. REUTEMANN'S LIABILITY INSURER REQUESTED THAT A SETTLEMENT BE OFFERED TO CLAIMANT, PRINCIPALLY BECAUSE IT APPEARED THAT THE ABSENCE OF HER HUSBAND-THE PRINCIPAL DECISION-MAKER-WOULD COMPLICATE DEFENSE OF A CLAIM BROUGHT BY HIS WIDOW. CLAIMANT AGREED TO ACCEPT THE OFFER.

Disclosure 5 of 6

Reporting Source:	Regulator
Employing firm when activities occurred which led to the complaint:	LINSCO/PRIVATE LEDGER CORP.
Allegations:	BREACH OF CONTRACT; NEGLIGENCE; BREACH OF FIDUCIARY DUTY; SUITABILITY; MISREPRESENTATION
Product Type:	Other
Other Product Type(s):	UNSPECIFIED SECURITIES
Alleged Damages:	\$252,876.00
Arbitration Information	
Arbitration/Reparation Claim filed with and Docket/Case No.:	NASD - CASE #04-02078
Date Notice/Process Served:	03/24/2004
Arbitration Pending?	No
Disposition:	Award
Disposition Date:	02/24/2005
Disposition Detail:	RESPONDENTS ARE JOINTLY AND SEVERALLY LIABLE TO AND SHALL PAY TO CLAIMANTS COMPENSATORY DAMAGES IN THE AMOUNT OF \$115,000.00.
Reporting Source:	Individual



Employing firm when activities occurred which led to the complaint: LINSCO / PRIVATE LEDGER CORP.

Allegations: CUSTOMER ALLEGED THAT INVESTMENTS FROM OCTOBER 2000 THROUGH DECEMBER 2002 WERE UNSUITABLE.

Product Type: Mutual Fund(s)

Alleged Damages: \$250,000.00

Customer Complaint Information

Date Complaint Received: 12/23/2002

Complaint Pending? No

Status: Arbitration/Reparation

Status Date: 01/24/2003

Settlement Amount:

Individual Contribution Amount:

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.: [NASD CASE NO. 04-02078](#)

Date Notice/Process Served: 04/05/2004

Arbitration Pending? No

Disposition: Award to Customer

Disposition Date: 02/24/2005

Monetary Compensation Amount: \$115,000.00

Individual Contribution Amount: \$10,000.00

Disclosure 6 of 6

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: LINSCO / PRIVATE LEDGER CORP.

Allegations: CUSTOMER ALLEGES THAT PURCHASE OF SECURITY IN SEPTEMBER 2000, AND ADDITIONAL SECURITY IN NOVEMBER 2001, WERE UNAUTHORIZED AND UNSUITABLE. I DENY THESE ALLEGATIONS. ALL TRANSACTIONS WERE DISCUSSED AND AUTHORIZED.

Product Type: Mutual Fund(s)

Alleged Damages: \$52,000.00

Customer Complaint Information

Date Complaint Received: 08/07/2002

Complaint Pending? No

Status: Denied



Status Date: 09/16/2002

Settlement Amount:

Individual Contribution Amount:



End of Report

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