



IAPD Report

Salvatore Robert Salvo

CRD# 409637

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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

Salvatore Robert Salvo (CRD# 409637)

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 **06/10/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	PURSHE KAPLAN STERLING INVESTMENTS	CRD# 35747	09/19/2018
IA	SUMMIT FINANCIAL, LLC	CRD# 299322	01/03/2019

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **33** 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	SUMMIT EQUITIES INC	11039	PARSIPPANY, NJ	06/05/2002 - 12/27/2018
IA	SUMMIT FINANCIAL RESOURCES INC	104990	PARSIPPANY, NJ	06/07/2002 - 09/20/2018
B	SUMMIT EQUITIES, INC.	11039	PARSIPPANY, NJ	10/22/1982 - 09/19/2018

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	3



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 **33** 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
B	FINRA	General Securities Principal	Approved	09/19/2018
B	FINRA	General Securities Representative	Approved	09/19/2018
B	Arizona	Agent	Approved	01/21/2021
B	Arkansas	Agent	Approved	09/19/2018
B	California	Agent	Approved	09/19/2018
B	Colorado	Agent	Approved	09/19/2018
B	Connecticut	Agent	Approved	01/08/2025
B	Delaware	Agent	Approved	09/19/2018
B	Florida	Agent	Approved	09/19/2018
B	Georgia	Agent	Approved	01/02/2020
B	Idaho	Agent	Approved	01/15/2021
B	Illinois	Agent	Approved	01/23/2020
B	Iowa	Agent	Approved	01/09/2025



Qualifications

	Regulator	Registration	Status	Date
B	Maine	Agent	Approved	01/03/2020
B	Maryland	Agent	Approved	11/10/2025
B	Massachusetts	Agent	Approved	01/29/2020
B	Michigan	Agent	Approved	09/19/2018
B	Minnesota	Agent	Approved	01/02/2020
B	Missouri	Agent	Approved	01/13/2021
B	New Hampshire	Agent	Approved	01/08/2025
B	New Jersey	Agent	Approved	09/19/2018
B	New York	Agent	Approved	09/19/2018
B	North Carolina	Agent	Approved	08/28/2019
B	North Dakota	Agent	Approved	01/15/2025
B	Ohio	Agent	Approved	01/31/2025
B	Oregon	Agent	Approved	01/11/2025
B	Pennsylvania	Agent	Approved	09/19/2018
B	Rhode Island	Agent	Approved	01/08/2025
B	South Carolina	Agent	Approved	09/26/2018
B	Tennessee	Agent	Approved	09/19/2018
B	Texas	Agent	Approved	09/19/2018
B	Utah	Agent	Approved	01/08/2025



Qualifications

	Regulator	Registration	Status	Date
B	Virginia	Agent	Approved	09/19/2018
B	Washington	Agent	Approved	10/25/2022
B	Wisconsin	Agent	Approved	01/02/2020

Branch Office Locations

4 Campus Drive
Parsippany, NJ 07054

Employment 2 of 2

Firm Name: **SUMMIT FINANCIAL, LLC**

Main Address: 4 CAMPUS DRIVE
PARSIPPANY, NJ 07054

Firm ID#: 299322

	Regulator	Registration	Status	Date
IA	New Jersey	Investment Adviser Representative	Approved	01/03/2019

Branch Office Locations

SUMMIT FINANCIAL, LLC
4 CAMPUS DRIVE
PARSIPPANY, NJ 07054



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 1 state securities law exam.

Principal/Supervisory Exams

	Exam	Category	Date
B	General Securities Principal Examination (S24)	Series 24	06/21/1982

General Industry/Product Exams

	Exam	Category	Date
B	General Securities Representative Examination (S7TO)	Series 7TO	01/02/2023
B	Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
B	Registered Representative Examination (S1)	Series 1	10/01/1973

State Securities Law Exams

	Exam	Category	Date
B	Uniform Securities Agent State Law Examination (S63)	Series 63	08/14/1996



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	06/05/2002 - 12/27/2018	SUMMIT EQUITIES INC	CRD# 11039	PARSIPPANY, NJ
IA	06/07/2002 - 09/20/2018	SUMMIT FINANCIAL RESOURCES INC	CRD# 104990	PARSIPPANY, NJ
B	10/22/1982 - 09/19/2018	SUMMIT EQUITIES, INC.	CRD# 11039	PARSIPPANY, NJ
IA	06/24/2002 - 07/25/2012	SUMMIT FAMILY WEALTH COUNSELING INC	CRD# 108053	PARSIPPANY, NJ
B	01/02/1988 - 04/20/1990	MML INVESTORS SERVICES, INC.	CRD# 10409	SPRINGFIELD, MA
B	04/26/1983 - 01/02/1988	MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY	CRD# 2682	
B	10/04/1973 - 06/09/1982	CG EQUITY SALES COMPANY	CRD# 145	

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
11/2018 - Present	SUMMIT FINANCIAL, LLC	IAR	Y	PARSIPPANY, NJ, United States
09/2018 - Present	Purshe Kaplan Sterling Investments	REGISTERED REPRESENTATIVE	Y	Albany, NY, United States
10/1982 - 12/2018	SUMMIT EQUITIES, INC.	RR / IAR	Y	PARSIPPANY, NJ, United States
10/1982 - 09/2018	SUMMIT FINANCIAL RESOURCES, INC.	IAR	Y	PARSIPPANY, NJ, 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) Summit Financial LLC. Inv. related. Parsippany, NJ . RIA, IAR. 9/2018. 160hrs/mo, all during trading hrs. Provide financial advice.



Registration & Employment History



OTHER BUSINESS ACTIVITIES

- 2) Offers Insurance As A Broker Or Agent Through Numerous Insurance Companies. Some Sales Are Through SRM, An Affiliated Company Which Is Licensed To Sell Various Insurance Products. Mr. Salvo Earns Both Cash And Non-Cash Compensation Based On Sales Of These Products.
- 3) MR. SALVO IS A BOARD MEMBER OF LEGATUS, A RELIGIOUS ORG- 5072 ANNUNCIATION CIRCLE, SUITE 202 AVE MARIA, FL 34142. HE PLANS AND RUNS MEETINGS AND MEETS WITH THE BOARD FOR PLANNING PURPOSES. MR. SALVO BEGAN THIS RELATIONSHIP 7 YEARS AGO AND NO COMPENSATION IS GENERATED FROM THIS OUTSIDE BUSINESS ACTIVITY; HE MAY GET SOME SUMMIT CLIENTS AS A RESULT OF HIS RELATIONSHIP WITH LEGATUS. 5 HRS/MO-0 DURING TRADING HRS
- 4) MR. SALVO IS A MEMBER OF THE GIFT PLANNING COUNSEL OF NJ AN OUTSIDE BUSINESS ACTIVITY WITH NO LOCATION. FOR THIS BUSINESS, MR. SALVO ATTENDS EDUCATIONAL SEMINARS AND NETWORKS WITH OTHER MEMBERS. HE HAS BEEN A MEMBER FOR TEN YEARS. HE DOES PAY MEMBERSHIP DUES. 2 HRS/MO-2 DURING TRADING HRS. MR. SALVO MAY BE HIRED BY A NONPROFIT TO DO SEMINARS FOR DONORS WHICH MAY RESULT IN HIM BEING HIRED TO DO PLANNING FOR SAID INDIVIDUAL, RESULTING IN A SUMMIT CLIENT.
- 5) MR. SALVO IS THE LICENSED USER OF THE DONOR MOTIVATION PROGRAM-36A NORTH SMITH STREET AVENEL, NJ 07001- 2003-THIS IS A FOR PROFIT CHARITABLE ORG. THROUGH WHICH MR. SALVO GIVES EDUCATIONAL SEMINARS ON PLANNED GIVING FOR NON-PROFIS. HE RECEIVES A FEE A YEAR FOR EACH ORGANIZATION THAT HE WORKS FOR AND PAYS A YEARLY FEE FOR THE LICENSE TO USE THE SYSTEM. 5 HRS/MO- 1/2 HR DURING TRADING HRS
- 6) SALVO AND COMPANIES, INC-NOT INV. RELATED-CONSULTING, MARKETING & DEVELOPMENT OF CURRENT & PROSPECTIVE CLIENTS-4 CAMPUS DR., PARSIPPANY, NJ 07054-CONSULTING, MARKETING & DEVELOPMENT- PRESIDENT/OWNER-3/24/82-4 HRS/MO-0 DURING TRADING HRS-CONSULTING FOR THE PURPOSE OF FURTHER DEVELOPING CURRENT CLIENTS & MARKETING PROSPECTIVE CLIENTS.
- 7) Salvador Salvo LLC. Investment Related. 20 Hillcrest Road, Boonton Township, NJ 02005. Advisory Business, Managing Member. Start 11/2020. 160hrs/mo, all during trading hours. Investment advisory & financial planning services. In addition, Salvador Salvo LLC will sell 76% interest to Summit Growth Partners.



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	3

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 3

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	PURSHE KAPLAN STERLING INVESTMENTS
Allegations:	Clients allege advisors and Summit were negligent, made misrepresentations and omissions, and breached their fiduciary duties and contractual obligations by referring the clients to a third-party captive insurance company that allegedly committed fraud and lost the clients' investment.
Product Type:	Other: Captive Insurance
Alleged Damages:	\$784,000.00
Arbitration Information	
Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):	AAA
Docket/Case #:	None
Date Notice/Process Served:	08/06/2025
Arbitration Pending?	Yes
Broker Statement	Upon request from the Clients' accountant, Advisors referred Clients to two third party captive insurance vendors that had been utilized by other clients. The captive vendor that Clients chose closed after allegedly committing fraud. Advisor did not solicit Clients to use captive insurance or these vendors. Nor did Advisor receive any compensation for referring Clients to these vendors.

**Disclosure 2 of 3**

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: PURSHE KAPLAN STERLING INVESTMENTS

Allegations: Client alleges that the custodian should have transferred all his existing positions in-kind to his new account and that he should have been notified of the positions that did not transfer in-kind sooner. Client alleges that as a result, the advisor team failed their fiduciary responsibilities by not knowing that all of his existing positions may not have been able to be transferred in kind.

Product Type: Other: Advisory Account

Alleged Damages: \$1,802,000.00

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: 07/02/2025

Complaint Pending? Yes

Status:

Status Date: 07/25/2025

Settlement Amount:

Individual Contribution Amount:

Disclosure 3 of 3

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: SUMMIT EQUITIES, INC,

Allegations: CLAIMANTS ALLEGE UNSUITABLE INVESTMENT RECOMMENDATIONS, MATERIAL MISREPRESENTATIONS AND FAILURE TO DISCLOSE MATERIAL FACTS REGARDING THE INVESTMENTS IN ADDITION TO SUMMIT EQUITIES FAILURE TO SUPERVISE.

Product Type: Insurance
Other: MANAGED ACCOUNTS/OUTSIDE MONEY MGR.

Alleged Damages: \$0.00

Alleged Damages Amount Explanation (if amount not exact): PURSUANT TO THE STATEMENT OF CLAIM, DAMAGES ARE TO BE DETERMINED BY THE ARBITRATION PANEL AFTER THE ARBITRATION HEARING.

Arbitration Information

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



Docket/Case #:	10-04308
Date Notice/Process Served:	10/10/2010
Arbitration Pending?	No
Disposition:	Settled
Disposition Date:	01/03/2013
Monetary Compensation Amount:	\$87,500.00
Individual Contribution Amount:	\$5,000.00
Broker Statement	WITHOUT ADMITTING ANY OF THE ALLEGATIONS BUT TO AVOID THE TIME AND EXPENSE OF A PROTRACTED ARBITRATION, THE RESPONDENTS AGREED TO A COMPROMISE WITH THE DISMISSAL OF ALL CLAIMS.



End of Report

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