



## IAPD Report

# IVO-ANDREAS SCHILBACH

CRD# 4598470

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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

### IVO-ANDREAS SCHILBACH (CRD# 4598470)

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 **05/06/2025**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
<b>B</b>	RAYMOND JAMES FINANCIAL SERVICES, INC.	CRD# 6694	02/10/2010
<b>IA</b>	RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC	CRD# 149018	02/10/2010

### QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **15** 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>IA</b>	UBS FINANCIAL SERVICES INC.	8174	SEATTLE, WA	01/02/2003 - 02/17/2010
<b>B</b>	UBS FINANCIAL SERVICES INC.	8174	SEATTLE, WA	12/06/2002 - 02/17/2010

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

### Employment 1 of 2

Firm Name: **RAYMOND JAMES FINANCIAL SERVICES, INC.**  
Main Address: 880 CARILLON PARKWAY  
ST. PETERSBURG, FL 33716  
Firm ID#: 6694

	Regulator	Registration	Status	Date
<b>B</b>	FINRA	General Securities Representative	Approved	02/10/2010
<b>B</b>	FINRA	General Securities Sales Supervisor	Approved	10/28/2010
<b>B</b>	Alaska	Agent	Approved	02/10/2010
<b>B</b>	Arizona	Agent	Approved	07/07/2015
<b>B</b>	California	Agent	Approved	02/10/2010
<b>B</b>	Colorado	Agent	Approved	06/07/2019
<b>B</b>	Florida	Agent	Approved	03/12/2014
<b>B</b>	Hawaii	Agent	Approved	06/21/2024
<b>B</b>	Idaho	Agent	Approved	06/17/2015
<b>B</b>	Illinois	Agent	Approved	11/02/2016
<b>B</b>	Massachusetts	Agent	Approved	07/19/2021
<b>B</b>	New York	Agent	Approved	09/12/2021
<b>B</b>	Oregon	Agent	Approved	02/10/2010



### Qualifications

Regulator	Registration	Status	Date
<b>B</b> Texas	Agent	Approved	06/18/2015
<b>B</b> Vermont	Agent	Approved	05/06/2025
<b>B</b> Washington	Agent	Approved	02/10/2010
<b>B</b> Wyoming	Agent	Approved	06/17/2015

### Branch Office Locations

**RAYMOND JAMES FINANCIAL SERVICES**  
 15130 MAIN ST.  
 SUITE 200  
 MILL CREEK, WA 98012

### Employment 2 of 2

Firm Name: **RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC**  
 Main Address: 880 CARILLON PARKWAY  
 SAINT PETERSBURG, FL 33716  
 Firm ID#: 149018

Regulator	Registration	Status	Date
<b>IA</b> Texas	Investment Adviser Representative	Restricted Approval	02/22/2016
<b>IA</b> Washington	Investment Adviser Representative	Approved	02/10/2010

### Branch Office Locations

**RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC**  
 15130 Main St, Suite 200  
 Mill Creek, WA 98012



## 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 2 principal/supervisory exams, 2 general industry/product exams, and 1 state securities law exam.**

#### Principal/Supervisory Exams

Exam	Category	Date
General Securities Sales Supervisor - Options Module Examination (S9)	Series 9	10/21/2010
General Securities Sales Supervisor - General Module Examination (S10)	Series 10	05/04/2010

#### General Industry/Product Exams

Exam	Category	Date
Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
General Securities Representative Examination (S7)	Series 7	12/05/2002

#### State Securities Law Exams

Exam	Category	Date
Uniform Combined State Law Examination (S66)	Series 66	12/26/2002

### 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	01/02/2003 - 02/17/2010	UBS FINANCIAL SERVICES INC.	CRD# 8174	SEATTLE, WA
B	12/06/2002 - 02/17/2010	UBS FINANCIAL SERVICES INC.	CRD# 8174	SEATTLE, WA

#### 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
07/2019 - Present	The Way Group, LLC	Partner	N	Camano, WA, United States
07/2010 - Present	SCHILBACH CAPITAL STRATEGIES, LLC - SUPPORT CO.	PROPRIETER/OWNER	Y	SEATTLE, WA, United States
03/2010 - Present	Schilbach Capital Services, LLC	Support Company - Owner	N	Mill Creek, WA, United States
02/2010 - Present	RAYMOND JAMES FINANCIAL SERVICES	FINANCIAL ADVISOR	Y	SEATTLE, WA, United States
02/2010 - Present	RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC	INVESTMENT ADVISOR REP	Y	SEATTLE, WA, 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 Business: Schilbach Capital Services, LLC Address: 15130 Main St, Suite 200, Mill Creek, WA, 98102, United States Activity Type: Support Company - Owner Position/Title: Other Investment Related: No Start Date: 03/17/2010 Hours per month devoted to this business: 0-1 Hours per month devoted to this business during trading hours: 0-1 Description of duties: Support Company

(2)Name of Business: The Way Group Hospitality, LLC Address: 10809 Mukilteo Speedway, Mukilteo, WA, 98275, United States Activity Type: Business Owner Position/Title: Partner Investment Related: No Start Date: 07/01/2019 Hours per month devoted to this business: 11-20 Hours per month devoted to this business during trading hours: 0-1 Description of duties: Partner involved in business decisions and financial oversight.



## 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

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	UBS FINANCIAL SERVICES INC./ 43138110-2010-467
<b>Allegations:</b>	TIME FRAME: OCTOBER 25, 2007 CLIENT ALLEGES HER FINANCIAL ADVISOR MISLED AND POORLY ADVISED HER BY STATING LEHMAN WAS A SOLID FIRM. THE CLIENT FURTHER ALLEGES SHE IS RETIRED AND COULD NOT AFFORD TO MAKE SUCH RISKY INVESTMENTS SINCE SHE DID NOT HAVE THE EARNING CAPACITY TO MAKE UP FOR ANY LOSSES DUE TO POOR INVESTMENTS.
<b>Product Type:</b>	Other: STRUCTURED PRODUCTS
<b>Alleged Damages:</b>	\$5,000.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	THE ALLEGED DAMAGES ARE ESTIMATED TO BE IN EXCESS OF \$5,000.
<b>Is this an oral complaint?</b>	No
<b>Is this a written complaint?</b>	Yes
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

### Customer Complaint Information

<b>Date Complaint Received:</b>	09/28/2010
<b>Complaint Pending?</b>	No



**Status:** Settled  
**Status Date:** 12/22/2010  
**Settlement Amount:** \$10,000.00  
**Individual Contribution Amount:** \$0.00

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**Reporting Source:** Individual  
**Employing firm when activities occurred which led to the complaint:** UBS FINANCIAL SERVICES INC

**Allegations:** TIME FRAME: OCTOBER 25, 2007 CLIENT ALLEGES HER FINANCIAL ADVISOR MISLED AND POORLY ADVISED HER BY STATING LEHMAN WAS A SOLID FIRM. THE CLIENT FURTHER ALLEGES SHE IS RETIRED AND COULD NOT AFFORD TO MAKE SUCH RISKY INVESTMENTS SINCE SHE DID NOT HAVE THE EARNING CAPACITY TO MAKE UP FOR ANY LOSSES DUE TO POOR INVESTMENTS

**Product Type:** Other: STRUCTURED PRODUCTS

**Alleged Damages:** \$5,000.00

**Alleged Damages Amount Explanation (if amount not exact):** THE ALLEGED DAMAGES ARE ESTIMATED TO BE IN EXCESS OF \$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:** 09/28/2010

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 12/22/2010

**Settlement Amount:** \$10,000.00

**Individual Contribution Amount:** \$0.00

**Disclosure 2 of 3**

**Reporting Source:** Firm  
**Employing firm when activities occurred which led to the complaint:** UBS FINANCIAL SERVICES INC.

**Allegations:** TIME FRAME: NOV. 2007 - SEPT. 2008. CLAIMANTS ALLEGE THAT UBS MISREPRESENTED LEHMAN BROTHER'S FINANCIAL CONDITION AND THE UNDERLYING FACTS AND RISKS ASSOCIATED WITH INVESTING IN THE NOTES AT ISSUE, NEGLIGENTLY SOLD NOTES AT ISSUE TO CLAIMANTS, SOLD UNSUITABLE PRODUCTS TO CLAIMANTS, FAILED TO SUPERVISE ITS



EMPLOYEES; AND, IN SO DOING, VIOLATED STATE AND FEDERAL SECURITIES LAWS AND THE WASHINGTON CONSUMER PROTECTION ACT.

**Product Type:** Other: LEHMAN BROTHERS 100% PRINCIPAL PROTECTED NOTES

**Alleged Damages:** \$25,000.00

**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:** FINRA

**Docket/Case #:** 1003683

**Filing date of arbitration/CFTC reparation or civil litigation:** 09/01/2010

**Customer Complaint Information**

**Date Complaint Received:** 09/01/2010

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 05/26/2011

**Settlement Amount:** \$10,000.00

**Individual Contribution Amount:** \$0.00

**Reporting Source:** Individual

**Employing firm when activities occurred which led to the complaint:** UBS FINANCIAL SERVICES INC.

**Allegations:** TIME FRAME: NOV. 2007 - SEPT. 2008. CLAIMANTS ALLEGE THAT UBS MISREPRESENTED LEHMAN BROTHER'S FINANCIAL CONDITION AND THE UNDERLYING FACTS AND RISKS ASSOCIATED WITH INVESTING IN THE NOTES AT ISSUE, NEGLIGENTLY SOLD NOTES AT ISSUE TO CLAIMANTS, SOLD UNSUITABLE PRODUCTS TO CLAIMANTS, FAILED TO SUPERVISE ITS EMPLOYEES; AND, IN SO DOING, VIOLATED STATE AND FEDERAL SECURITIES LAWS AND THE WASHINGTON CONSUMER PROTECTION ACT.

**Product Type:** Other: LEHMAN BROTHERS 100% PRINCIPAL PROTECTED NOTES

**Alleged Damages:** \$25,000.00

**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:** FINRA

**Docket/Case #:** 1003683



Filing date of arbitration/CFTC reparation or civil litigation: 09/01/2010

### Customer Complaint Information

Date Complaint Received: 09/01/2010  
Complaint Pending? No  
Status: Settled  
Status Date: 12/22/2010  
Settlement Amount: \$10,000.00  
Individual Contribution Amount: \$0.00

### Disclosure 3 of 3

Reporting Source: Firm  
Employing firm when activities occurred which led to the complaint: UBS FINANCIAL SERVICES INC

Allegations: TIME FRAME? 8/07 - 9/08  
CLAIMANT ALLEGES MISREPRESENTATIONS, BREACH OF FIDUCIARY DUTY, BREACH OF CONTRACT AND UNSUITABLE RECOMMENDATIONS ON CONNECTION WITH THE INVESTMENTS OF LEHMAN BROTHERS BONDS IN CLAIMANT'S UBS ACCOUNT, AND IN AN INVESTMENT IN A "FINANCIAL PRODUCT" OF AN AIG SUBSIDIARY.

Product Type: Other: LEHMAN BROTHERS BONDS; UNSPECIFIED 'FINANCIAL PRODUCT' OF AN AIG SUBSIDIARY

Alleged Damages: \$21,946.00

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: FINRA

Docket/Case #: 10-02686

Filing date of arbitration/CFTC reparation or civil litigation: 06/15/2010

### Customer Complaint Information

Date Complaint Received: 06/15/2010  
Complaint Pending? No  
Status: Settled  
Status Date: 01/06/2011  
Settlement Amount: \$16,000.00  
Individual Contribution Amount: \$0.00



**Amount:**  
.....

**Reporting Source:** Individual

**Employing firm when activities occurred which led to the complaint:** UBS FINANCIAL SERVICES INC

**Allegations:** TIME FRAME? 8/07 - 9/08 CLAIMANT ALLEGES MISREPRESENTATIONS, BREACH OF FIDUCIARY DUTY, BREACH OF CONTRACT AND UNSUITABLE RECOMMENDATIONS ON CONNECTION WITH THE INVESTMENTS OF LEHMAN BROTHERS BONDS IN CLAIMANT'S UBS ACCOUNT, AND IN AN INVESTMENT IN A "FINANCIAL PRODUCT" OF AN AIG SUBSIDIARY.

**Product Type:** Other: LEHMAN BROTHERS BONDS; UNSPECIFIED 'FINANCIAL PRODUCT' OF AN AIG SUBSIDIARY

**Alleged Damages:** \$21,946.00

**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:** FINRA

**Docket/Case #:** 10-02686

**Filing date of arbitration/CFTC reparation or civil litigation:** 06/15/2010

### Customer Complaint Information

**Date Complaint Received:** 06/15/2010

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 01/06/2011

**Settlement Amount:** \$16,000.00

**Individual Contribution Amount:** \$0.00



## End of Report

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