



IAPD Report

SOPHIE M LANCASTER

CRD# 4977599

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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

SOPHIE M LANCASTER (CRD# 4977599)

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 **05/11/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	CETERA ADVISORS LLC	CRD# 10299	01/02/2015
IA	CETERA INVESTMENT ADVISERS LLC	CRD# 105644	03/21/2024

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **8** 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	CETERA ADVISORS LLC	10299	MAITLAND, FL	01/12/2015 - 03/21/2024
IA	NEXT FINANCIAL GROUP, INC.	46214	GAINSVILLE, FL	06/26/2012 - 01/06/2015
B	NEXT FINANCIAL GROUP, INC.	46214	GAINSVILLE, FL	06/21/2012 - 01/06/2015

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

Employment 1 of 2

Firm Name: **CETERA ADVISORS LLC**
Main Address: 5299 DTC BLVD #800
GREENWOOD VILLAGE, CO 80111
Firm ID#: 10299

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	01/02/2015
B	District of Columbia	Agent	Approved	07/17/2019
B	Florida	Agent	Approved	01/02/2015
B	Georgia	Agent	Approved	01/02/2015
B	Indiana	Agent	Approved	04/01/2024
B	Massachusetts	Agent	Approved	10/15/2025
B	New York	Agent	Approved	05/11/2026
B	Pennsylvania	Agent	Approved	03/19/2026
B	South Carolina	Agent	Approved	04/17/2020

Branch Office Locations

CETERA ADVISORS LLC
3600 NW 43RD ST STE G-2
GAINESVILLE, FL 32606

Employment 2 of 2

Firm Name: **CETERA INVESTMENT ADVISERS LLC**
Main Address: 1450 AMERICAN LANE
6TH FLOOR, SUITE 650



Qualifications

Firm ID#: SCHAUMBURG, IL 60173-2096
105644

	Regulator	Registration	Status	Date
IA	Florida	Investment Adviser Representative	Approved	03/21/2024

Branch Office Locations

CETERA INVESTMENT ADVISERS LLC
3600 NW 43RD ST STE G-2
GAINSVILLE, FL 32606



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
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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	05/22/2006

State Securities Law Exams

Exam	Category	Date
IA B Uniform Combined State Law Examination (S66)	Series 66	08/01/2008
B Uniform Securities Agent State Law Examination (S63)	Series 63	05/25/2006



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	01/12/2015 - 03/21/2024	CETERA ADVISORS LLC	CRD# 10299	MAITLAND, FL
IA	06/26/2012 - 01/06/2015	NEXT FINANCIAL GROUP, INC.	CRD# 46214	GAINSVILLE, FL
B	06/21/2012 - 01/06/2015	NEXT FINANCIAL GROUP, INC.	CRD# 46214	GAINSVILLE, FL
IA	06/10/2011 - 06/21/2012	BROKERSXPRESS LLC	CRD# 127081	GAINESVILLE, FL
B	06/03/2011 - 06/21/2012	BROKERSXPRESS LLC	CRD# 127081	GAINESVILLE, FL
B	04/07/2011 - 06/07/2011	BBVA COMPASS INVESTMENT SOLUTIONS, INC	CRD# 17086	GAINESVILLE, FL
IA	01/16/2009 - 02/17/2011	MULTI-FINANCIAL SECURITIES CORPORATION	CRD# 10299	GAINESVILLE, FL
B	01/02/2009 - 02/17/2011	MULTI-FINANCIAL SECURITIES CORPORATION	CRD# 10299	GAINESVILLE, FL
IA	08/27/2008 - 01/06/2009	EDWARD JONES	CRD# 250	NEWBERRY, FL
B	05/23/2006 - 01/06/2009	EDWARD JONES	CRD# 250	NEWBERRY, FL

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
01/2024 - Present	CETERA INVESTMENT ADVISERS LLC	INVESTMENT ADVISOR REPRESENTATIVE	Y	SCHAUMBURG, IL, United States
01/2015 - Present	CETERA ADVISORS LLC	REGISTERED REPRESENTATIVE	Y	DENVER, CO, 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. HERITAGE WEALTH MANAGEMENT, LLC, FIXED INSURANCE WITH VARIOUS COMPANIES, INVEST REL, SAME AS REGISTERED LOCATION, FIXED INSURANCE, START 12/19/14, VARIOUS HRS DURING TRADING, INSURANCE AGENT, SELLS LIFE, HEALTH, DISABILITY, ANNUITIES AND LONG TERM CARE.

2. BATOIRAI WIDOWS & ORPHANS, INC., NOT INVEST REL, PO BOX 140151, GAINESVILLE, FL, 32614, NON-PROFIT, START 01/01/13, 1HR/WK NOT DURING TRADING HRS, PRESIDENT.

3. GLOBAL REACH, NOT INVEST REL, SAME AS RESIDENTIAL ADDRESS, NON-PROFIT, START 01/01/13, .5HR/WK NOT DURING TRADING HRS, FOUNDER.

4. UNIQUE DESTINATIONS, NOT INVEST REL, SAME AS RESIDENTIAL ADDRESS, TRAVEL AGENCY, START 01/01/11, 1HR/WK NOT DURING TRADING HRS, TRAVEL AGENT.

5. NAME OF OTHER BUSINESS: HERITAGE TAX SERVICES ;
INVESTMENT RELATED: NO ;
ADDRESS: SAME AS REGISTERED LOCATION ;
NATURE OF BUSINESS: TAX PREPARATION SERVICES ;
START DATE: 01/2020 ;
POSITION/TITLE/RELATIONSHIP: TAX PREPARER ;
APX NUMBER OF HOURS PER WEEK: 10 ;
APX NUMBER OF HOURS DURING TRADING HOURS: 10 ;
BRIEF DESCRIPTION OF DUTIES: TAX PREPARATION SERVICES TO W2 AND SELF-EMPLOYED INDIVIDUALS ;

6. NAME OF OTHER BUSINESS: HERITAGE ABODE, LLC;
INVESTMENT RELATED: NO;
ADDRESS: 3600 NW 43RD STREET SUITE G2 GAINESVILLE FL 32606;
NATURE OF BUSINESS: REAL ESTATE;
START DATE: 3/30/31;
POSITION/TITLE/RELATIONSHIP: OWNER/MEMBER;
APX NUMBER OF HOURS PER WEEK: 1;
APX NUMBER OF HOURS DURING TRADING HOURS: 1;
BRIEF DESCRIPTION OF DUTIES: PURCHASE RENTAL PROPERTY FOR INCOME;

7. NAME OF OTHER BUSINESS: ACTIVATE CHURCH;
INVESTMENT RELATED: NO;
ADDRESS: 1001 SE 11TH ST, GAINESVILLE, FL 32641;
NATURE OF BUSINESS: CHURCH;
START DATE: 11/2022;
POSITION/TITLE/RELATIONSHIP: PASTOR;
APX NUMBER OF HOURS PER WEEK: 6;
APX NUMBER OF HOURS DURING TRADING HOURS: 6;
BRIEF DESCRIPTION OF DUTIES: SPIRITUAL LEADER OF THE CHRISTIAN FAITH - PREACHING SERMONS, ORGANIZING CHARITABLE ACTIVITIES & CHURCH EVENTS, MEETING WITH MEMBER OF CONGREGATION;



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	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 1

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	CETERA ADVISORS LLC
Allegations:	CLIENT ALLEGES THE VARIABLE ANNUITY PURCHASED WAS UNSUITABLE.
Product Type:	Annuity-Variable
Alleged Damages:	\$8,500.00
Alleged Damages Amount Explanation (if amount not exact):	THIS IS THE CDSC COST TO THE CLIENT TO LIQUIDATE THE PRODUCT.
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:	06/05/2015
Complaint Pending?	No
Status:	Closed/No Action
Status Date:	08/04/2017
Settlement Amount:	



**Individual Contribution
Amount:**

Broker Statement

BENEFITS AND FEATURES OF THREE DIFFERENT PRODUCTS WERE PRESENTED TO THE CLIENT. SEEING HOW THE INCOME AND DEATH BENEFIT GUARANTEES COULD BENEFIT THE CLIENT IN THE RMD YEARS, THE CLIENT SELECTED A PORTION, APPROXIMATELY 16%, OF THEIR RETIREMENT ASSETS TO BE INVESTED IN THE VARIABLE ANNUITY. AFTER MY CLIENT'S HUSBAND WAS ADVISED BY HIS ADVISOR THAT THE PRODUCT WAS NOT SUITABLE, THE CLIENT WROTE A LETTER TO REQUEST FOR THEIR INVESTMENT TO BE RETURNED. THE CLIENT STATED IN A CONVERSATION WITH ME THAT LETTER SUBMITTED TO CARRIER WAS NOT A CUSTOMER COMPLAINT BUT A REQUEST FOR THE 21 DAY FREE LOOK PERIOD TO BE EXTENDED SO THAT THEY COULD COME OUT OF THE INVESTMENT.



End of Report

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