



## IAPD Report

# Michael David Hartzell

CRD# 4989949

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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

### Michael David Hartzell (CRD# 4989949)

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 **03/23/2026**.

### CURRENT EMPLOYERS

This individual is not currently registered as an Investment Adviser Representative.

### QUALIFICATIONS

This individual is not currently registered as an Investment Adviser Representative.

**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
	W&S BROKERAGE SERVICES, INC.	8099	OWINGS MILL, MD	11/18/2025 - 03/23/2026
	AE WEALTH MANAGEMENT, LLC	282580	Severna Park, MD	02/18/2025 - 09/29/2025
	ELITE INCOME ADVISORS, INC.	285429	ELLICOTT CITY, MD	11/25/2020 - 01/13/2025

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
Judgment/Lien	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 not currently registered as an Investment Adviser Representative.



## 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, 0 general industry/product exams, and 1 state securities law exam.**

#### Principal/Supervisory Exams

Exam	Category	Date
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No information reported.

#### General Industry/Product Exams

Exam	Category	Date
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No information reported.

#### State Securities Law Exams

Exam	Category	Date
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<b>IA</b> <b>B</b>	Uniform Combined State Law Examination (S66)	Series 66	09/22/2018
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### 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	11/18/2025 - 03/23/2026	W&S BROKERAGE SERVICES, INC.	CRD# 8099	OWINGS MILL, MD
IA	02/18/2025 - 09/29/2025	AE WEALTH MANAGEMENT, LLC	CRD# 282580	Severna Park, MD
IA	11/25/2020 - 01/13/2025	ELITE INCOME ADVISORS, INC.	CRD# 285429	ELLCOTT CITY, MD
IA	07/27/2020 - 11/17/2020	HORNOR, TOWNSEND & KENT, LLC	CRD# 4031	CONSHOHOCKEN, PA
IA	07/17/2006 - 06/14/2007	THRIVENT INVESTMENT MANAGEMENT INC.	CRD# 18387	BALTIMORE, MD

#### 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
11/2025 - Present	W&S Brokerage Services, Inc.	Registered Representative	Y	Owings Mills, MD, United States
11/2025 - Present	Western & Southern Life	Agent	N	Owings Mills, MD, United States
04/2025 - Present	High School Youth Football Coach	Defensive Line Coach	N	Towson, MD, United States
04/2025 - 10/2025	American Financial Education Alliance	Chapter President	Y	Concord, NC, United States
01/2025 - 10/2025	LaBarge Financial, LLC	Investment Adviser Representative	Y	Severna Park, MD, United States
01/2025 - 09/2025	AE Wealth Management, LLC	Investment Adviser Representative	Y	Topeka, KS, United States
01/2025 - 09/2025	Madison Avenue Securities	Registered Sales Assistant	Y	San Diego, CA, United States
11/2020 - 01/2025	Elite Income Advisors, Inc.	Investment Adviser Representative	Y	Columbia, MD, United States
08/2018 - 12/2024	Risk Protection Insurance Services	Owner	N	Ellicott City, MD, United States
11/2019 - 11/2020	HORNOR TOWNSEND & KENT LLC	REGISTERED REPRESENTATIVE	Y	HORSHAM, PA, United States
10/2019 - 11/2020	PENN MUTUAL LIFE INSURANCE COMPANY	AGENT	Y	HORSHAM, PA, United States



## Registration & Employment History

### EMPLOYMENT HISTORY

Employment Dates	Employer Name	Position	Investment Related	Employer Location
07/2018 - 11/2019	NYLIFE Securities LLC	PARTNER	Y	Bethesda, MD, United States
07/2018 - 11/2019	New York Life Insurance Com	agent	Y	Bethesda, MD, United States
12/2015 - 11/2019	Tide Creek Insurance Services	Owner	N	Finksburg, MD, United States
05/2017 - 07/2018	Thompson Financial Group	Brokerage Director	Y	Hunt Valley, MD, United States
05/2017 - 05/2017	Massachusetts Mutual Life Insurance Company	ADMIN	Y	Hunt Valley, MD, United States
03/2017 - 05/2017	MML INVESTORS SERVICES, LLC	Mass Transfer	Y	Hunt Valley, MD, United States
02/2007 - 03/2017	METLIFE SECURITIES INC	DIRECTOR OF BUSINESS DEVELOPMENT	Y	ELKRIDGE, MD, 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.

Western & Southern Life- NO- Owings Mills, MD- Full Times Sales Agent///Lasting Change, VP of the board, Recovery house for women, Not investment related, 1/2 hour per month, No compensation///Warhawks Wrestling Inc, President of board, Not investment related, 1 hour per month, No compensation///Maryland State Wrestling Association, Western Region Director, Not investment related, 1 hour per month, No compensation///Loyola Blakefield High School, Assistant football & wrestling coach, Not investment related, 5 hours per month, Annual stipend///



## 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
Judgment/Lien	1

### Judgment/Lien

This disclosure event involves an unsatisfied and outstanding judgment or lien against the Investment Adviser Representative.

#### Disclosure 1 of 1

<b>Reporting Source:</b>	Individual
<b>Judgment/Lien Holder:</b>	JPMorgan Chase Bank, NA
<b>Judgment/Lien Amount:</b>	\$18,928.82
<b>Judgment/Lien Type:</b>	Civil
<b>Date Filed with Court:</b>	07/29/2024
<b>Date Individual Learned:</b>	07/29/2024
<b>Type of Court:</b>	State Court
<b>Name of Court:</b>	District Court of Maryland for Carroll County
<b>Location of Court:</b>	Carroll County, MD
<b>Docket/Case #:</b>	D-102-CV-24-007792
<b>Judgment/Lien Outstanding?</b>	Yes



## End of Report

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