



IAPD Report

TERRY LANE COLEMAN

CRD# 50838

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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

TERRY LANE COLEMAN (CRD# 50838)

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 **03/10/2023**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	VIRTUE CAPITAL MANAGEMENT, LLC	CRD# 167816	05/09/2016

QUALIFICATIONS

This representative is currently registered in **0** SRO(s) and **1** 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	FIRST HEARTLAND CAPITAL, INC.	32460	LAKE ST. LOUIS, MO	11/16/2021 - 11/29/2021
IA	FIRST HEARTLAND CONSULTANTS, INC.	110377	Chesterfield, MO	09/03/2021 - 11/29/2021
IA	HORTER INVESTMENT MANAGEMENT, LLC	119880	CHESTERFIELD, MO	05/31/2012 - 05/10/2016

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



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 **1** jurisdiction(s) and **0** SRO(s) through his or her employer(s).

Employment 1 of 1

Firm Name: **VIRTUE CAPITAL MANAGEMENT, LLC**
Main Address: 12 CADILLAC DR.
SUITE 280
BRENTWOOD, TN 37027
Firm ID#: 167816

	Regulator	Registration	Status	Date
IA	Missouri	Investment Adviser Representative	Approved	05/09/2016

Branch Office Locations

VIRTUE CAPITAL MANAGEMENT, LLC
691 TRADE CENTER BLVD.
SUITE 5
CHESTERFIELD, MO 63005



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	06/23/1998

General Industry/Product Exams

Exam	Category	Date
B Investment Company Products/Variable Contracts Representative Examination (S6TO)	Series 6TO	11/12/2021
B General Securities Representative Examination (S7)	Series 7	08/13/1993
B Registered Representative Examination (S1)	Series 1	11/19/1979

State Securities Law Exams

Exam	Category	Date
B Uniform Securities Agent State Law Examination (S63)	Series 63	05/24/1982



PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **1** professional designation(s).

Chartered Financial Consultant

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
B	11/16/2021 - 11/29/2021	FIRST HEARTLAND CAPITAL, INC.	CRD# 32460	LAKE ST. LOUIS, MO
IA	09/03/2021 - 11/29/2021	FIRST HEARTLAND CONSULTANTS, INC.	CRD# 110377	Chesterfield, MO
IA	05/31/2012 - 05/10/2016	HORTER INVESTMENT MANAGEMENT, LLC	CRD# 119880	CHESTERFIELD, MO
IA	07/19/2007 - 05/27/2008	SPECTRUM CAPITAL, INC.	CRD# 28303	CHESTERFIELD, MO
B	01/22/2007 - 05/27/2008	SPECTRUM CAPITAL, INC.	CRD# 28303	CHESTERFIELD, MO
IA	06/19/2006 - 07/17/2007	RETIREMENT INCOME ADVISORS, LLC	CRD# 136420	ST. PETERS, MO
IA	10/08/2004 - 05/30/2006	GATEWAY FINANCIAL ADVISORS, INC.	CRD# 115025	ST. PETERS, MO
B	06/22/2004 - 05/04/2006	FSC SECURITIES CORPORATION	CRD# 7461	O'FALLON, MO
B	04/26/2004 - 05/26/2004	NATCITY INVESTMENTS, INC.	CRD# 17490	CLEVELAND, OH
B	02/21/2003 - 04/27/2004	WALNUT STREET SECURITIES, INC.	CRD# 15840	EL SEGUNDO, CA
IA	03/15/2001 - 02/13/2003	TRANSAMERICA FINANCIAL ADVISORS, INC.	CRD# 3600	ST LOUIS, MO
B	02/09/2001 - 02/13/2003	TRANSAMERICA FINANCIAL ADVISORS, INC.	CRD# 3600	LOS ANGELES, CA
B	07/23/1997 - 02/07/2001	FIRST HEARTLAND CAPITAL, INC.	CRD# 32460	LAKE ST. LOUIS, MO
B	06/05/1989 - 07/29/1997	TRANSAMERICA FINANCIAL RESOURCES, INC.	CRD# 3600	LOS ANGELES, CA
B	06/20/1989 - 07/31/1995	TRANSAMERICA SECURITIES SALES CORPORATION	CRD# 17970	LOS ANGELES, CA
B	03/10/1982 - 05/30/1989	PRINCOR FINANCIAL SERVICES CORPORATION	CRD# 1137	DES MOINES, IA



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	01/18/1974 - 11/05/1981	METROPOLITAN LIFE INSURANCE COMPANY	CRD# 4095	

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
04/2016 - Present	Virtue Capital Management, LLC	Investment Adviser Representative	Y	NASHVILLE, TN, United States
11/2007 - Present	RETIREMENT RESOURCE ADVISORS	PRESIDENT / OWNER	Y	CHESTERFIELD, MO, United States
06/2004 - Present	RETIREMENT RESOURCE GROUP	PRESIDENT / OWNER	Y	CHESTERFIELD, MO, 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) RETIREMENT RESOURCE GROUP, Title: OWNER / PRESIDENT, Description: MARKET AND SELL FIXED ANNUITIES (FIA AND MYGA), LIFE INSURANCE (BOTH TERM AND INDEXED) AND SOME SENIOR HEALTH PRODUCTS., Start Date: 06-26-1905, Address: 17295 CHESTERFIELD AIRPORT ROAD, SUITE 200, CHESTERFIELD, MO 63005, Investment-related? NO, Hours per month: 100, During trading hours: 80



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

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:	Firm
Regulatory Action Initiated By:	MISSOURI COMMISSIONER OF SECURITIES
Sanction(s) Sought:	
Date Initiated:	10/18/2004
Docket/Case Number:	NO #04-1359 SE
Employing firm when activity occurred which led to the regulatory action:	FIRST HEARTLAND CAPITAL
Product Type:	Annuity-Variable
Allegations:	ALLEGATIONS ALLEGE SWITCHING OF VARIABLE ANNUITIES AND QUESTION SUITABILITY OF PRODUCTS. COMPLAINT WAS FILED AGAINST [BROKER]. STATE OF MISSOURI BROUGHT ME IN THINKING I WAS SUPERVISOR AND WAS NOT FIRST HEARTLAND WAS. I HIRED A LAWYER TO DEPEND MY POSITION WITH THE STATE.
Current Status:	Final
Resolution:	Other
Resolution Date:	06/01/2005
Sanctions Ordered:	Cease and Desist Other: NONE
Firm Statement	THIS CASE WENT TO ARBITRATION AND WAS SETTLED INVOLVING THE AGENT [BROKER]. MY ATTORNEY ADVISED ME TO NOT CONTACT ANYONE AT THE STATE LEVEL. HE FEELS THAT THE CASE IS RESOLVED BETWEEN AGENT AND [CUSTOMER].



Reporting Source:	Individual
Regulatory Action Initiated By:	MISSOURI DEPARTMENT OF INSURANCE
Sanction(s) Sought:	Cease and Desist
Date Initiated:	04/16/2004
Docket/Case Number:	04-1359 SE
Employing firm when activity occurred which led to the regulatory action:	NATIONAL CITY BANK
Product Type:	Annuity-Variable
Allegations:	COMPLAINT WAS FILED AGAINST [BROKER], STATE OF MISSOURI BROUGHT ME IN THINKING I WAS SUPERVISOR AND WAS NOT FIRST HEARTLAND WAS. I HIRED A LAWYER TO DEFEND MY POSITION WITH STATE.
Current Status:	Final
Resolution:	CEASE AND DESIST / INJUNCTION
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:	06/01/2005
Sanctions Ordered:	Cease and Desist Other: NONE
Broker Statement	THIS CASE WENT TO ARBITRATION AND WAS SETTLED INVOLVING THE AGENT [BROKER]. MY ATTORNEY ADVISED ME TO NOT CONTACT ANYONE AT THE STATE LEVEL. THE CASE WAS RESOLVED BETWEEN AGENT AND [CUSTOMER].



End of Report

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