



IAPD Report

JAMES M FOLLSTAD

CRD# 5480875

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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

JAMES M FOLLSTAD (CRD# 5480875)

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 **06/03/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	PRINCIPAL SECURITIES, INC.	CRD# 1137	02/08/2008
IA	PRINCIPAL SECURITIES, INC.	CRD# 1137	01/20/2009

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **29** 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
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No information reported.

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?

No



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

Employment 1 of 1

Firm Name: **PRINCIPAL SECURITIES, INC.**

Main Address: 711 HIGH STREET
DES MOINES, IA 50392

Firm ID#: 1137

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	02/08/2008
B	FINRA	General Securities Principal	Approved	12/19/2008
B	Alabama	Agent	Approved	05/17/2021
B	Arizona	Agent	Approved	01/20/2021
B	Arkansas	Agent	Approved	02/18/2021
B	California	Agent	Approved	06/21/2016
B	Colorado	Agent	Approved	10/16/2019
B	Connecticut	Agent	Approved	03/23/2021
B	Florida	Agent	Approved	07/06/2009
B	Georgia	Agent	Approved	05/19/2021
B	Illinois	Agent	Approved	02/12/2008
IA	Illinois	Investment Adviser Representative	Approved	01/20/2009
B	Indiana	Agent	Approved	08/24/2017



Qualifications

	Regulator	Registration	Status	Date
B	Kansas	Agent	Approved	07/13/2017
B	Massachusetts	Agent	Approved	10/22/2021
B	Michigan	Agent	Approved	11/09/2009
B	Minnesota	Agent	Approved	07/25/2016
B	Missouri	Agent	Approved	12/10/2024
B	Nebraska	Agent	Approved	10/20/2020
B	New Hampshire	Agent	Approved	02/08/2023
B	New Mexico	Agent	Approved	02/07/2023
B	New York	Agent	Approved	03/09/2023
B	North Carolina	Agent	Approved	02/01/2024
B	Ohio	Agent	Approved	06/27/2022
B	Pennsylvania	Agent	Approved	07/01/2022
B	South Carolina	Agent	Approved	01/04/2016
B	South Dakota	Agent	Approved	10/11/2016
B	Tennessee	Agent	Approved	12/15/2021
B	Texas	Agent	Approved	08/12/2021
IA	Texas	Investment Adviser Representative	Restricted Approval	08/13/2021
B	Virginia	Agent	Approved	04/04/2020



Qualifications

Regulator	Registration	Status	Date
B Washington	Agent	Approved	12/21/2016
B Wisconsin	Agent	Approved	07/06/2009

Branch Office Locations

PRINCIPAL SECURITIES, INC.
3333 FINLEY RD STE 500
DOWNERS GROVE, IL 60515



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, 2 general industry/product exams, and 1 state securities law exam.

Principal/Supervisory Exams

Exam	Category	Date
B General Securities Principal Examination (S24)	Series 24	12/18/2008

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	02/07/2008

State Securities Law Exams

Exam	Category	Date
IA B Uniform Combined State Law Examination (S66)	Series 66	02/11/2008



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:

No information reported.

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
03/2021 - Present	Union Financial Inc.	Financial Professional	Y	Downers Grove, IL, United States
03/2016 - Present	PRINCIPAL SECURITIES INC	REGISTERED REP	Y	DOWNERS GROVE, IL, United States
01/2008 - Present	PRINCIPAL LIFE INSURANCE CO	AGENT	Y	DOWNERS GROVE, IL, United States
10/2016 - 01/2020	Washington Avenue Advisors	Finan	Y	Downers Grove, IL, United States
03/2016 - 10/2016	The Centennial Group	Financial rep	Y	Lombard, IL, 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.

***OUTSIDE GROUP BENEFITS/INSURANCE, MEDICAL, LTD, LIFE,11/09/2012. ***Fixed Insurance, Fixed life, health, 09/21/16.



End of Report

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