IAPD Report

GREGORY SCOTT LESTER

CRD# 5596604

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

GREGORY SCOTT LESTER (CRD# 5596604)

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 **12/05/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	OSAIC WEALTH, INC.	CRD# 23131	10/01/2025
IA	OSAIC WEALTH, INC.	CRD# 23131	10/01/2025

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **13** 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	CROSS FINANCIAL ADVISORS	287686	BEAVERTON, OR	06/29/2017 - 12/05/2025
B	LPL FINANCIAL LLC	6413	BEAVERTON, OR	10/22/2012 - 10/07/2025
IA	LPL FINANCIAL LLC	6413	BEAVERTON, OR	10/22/2012 - 12/21/2017

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

Employment 1 of 1

Firm Name: **OSAIC WEALTH, INC.**

Main Address: 18700 N. HAYDEN ROAD
SUITE 255
SCOTTSDALE, AZ 85255

Firm ID#: 23131

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	10/01/2025
B	Arizona	Agent	Approved	10/01/2025
B	California	Agent	Approved	10/01/2025
B	Colorado	Agent	Approved	10/01/2025
B	Florida	Agent	Approved	10/01/2025
IA	Florida	Investment Adviser Representative	Approved	10/02/2025
B	Georgia	Agent	Approved	10/01/2025
B	Idaho	Agent	Approved	10/01/2025
IA	Idaho	Investment Adviser Representative	Approved	10/01/2025
B	Indiana	Agent	Approved	10/01/2025
B	Iowa	Agent	Approved	10/01/2025
B	Kansas	Agent	Approved	10/01/2025
B	New Mexico	Agent	Approved	10/01/2025

Qualifications

	Regulator	Registration	Status	Date
B	Oregon	Agent	Approved	10/01/2025
B	Texas	Agent	Approved	10/01/2025
IA	Texas	Investment Adviser Representative	Restricted Approval	10/02/2025
B	Washington	Agent	Approved	10/01/2025

Branch Office Locations

OSAIC WEALTH, INC.
Post Falls, ID

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 1 state securities law exam.

Principal/Supervisory Exams

Exam	Category	Date
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	12/09/2008

State Securities Law Exams

	Exam	Category	Date
IA B	Uniform Combined State Law Examination (S66)	Series 66	05/29/2009

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	06/29/2017 - 12/05/2025	CROSS FINANCIAL ADVISORS	CRD# 287686	BEAVERTON, OR
B	10/22/2012 - 10/07/2025	LPL FINANCIAL LLC	CRD# 6413	BEAVERTON, OR
IA	10/22/2012 - 12/21/2017	LPL FINANCIAL LLC	CRD# 6413	BEAVERTON, OR
IA	06/01/2009 - 07/05/2012	EDWARD JONES	CRD# 250	HILLSBORO, OR
B	05/18/2009 - 07/05/2012	EDWARD JONES	CRD# 250	HILLSBORO, OR
B	12/10/2008 - 03/03/2009	AXA ADVISORS, LLC	CRD# 6627	PORTLAND, OR

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
10/2025 - Present	OSAIC WEALTH, INC.	Registered Representative	Y	Post Falls, ID, United States
05/2017 - 10/2025	Cross Financial Advisors, LLC	Investment Adviser Representation	Y	BEAVERTON, OR, United States
10/2012 - 10/2025	LPL Financial, LLC	Registered Representative	Y	BEAVERTON, OR, 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. CROSS INLAND WEALTH MANAGEMENT
POSITION: Wealth Advisor NATURE: Sole Proprietorship INVESTMENT RELATED: Yes NUMBER OF HOURS: 180
SECURITIES TRADING HOURS: 180 START DATE: 11/04/2022
ADDRESS: 4555 E Marble Fox Ave, Post Falls ID 83854, United States
DESCRIPTION: Account/asset management, financial planning, etc.

2. 7/5/2017 - Cross Financial Advisors LLC - Investment Related - At Reported Business Location(s) - Registered Investment Advisor Hybrid - Start 07/15/2017 - 80 Hours Per Month/65 Hours During Securities Trading - I provide investment advisory services through Cross Financial Advisors, LLC, an independent investment advisor firm. I started this business activity in July 2017. I expect to spend approximately 80 hours per month on this activity. Please see the advisory firm's Form ADV for more information about its address, the nature of its business, its owners, and its services at http://www.adviserinfo.sec.gov/IAPD. The

Registration & Employment History

OTHER BUSINESS ACTIVITIES

firm is separate from and independent of LPL Financial.

3. 12/10/2020 - Cross Financial - Investment Related - At Reported Business Location(s) - DBA for LPL Business (entity for LPL business).

4. 10/24/2022 - Cross Inland Wealth Management - Investment Related - At Reported Business Location(s) - DBA for LPL Business (entity for LPL business) - Start Date: 11/04/2022 - 180 Hours Per Month/130 Hours During Securities Trading.

5. CROSS INLAND WEALTH MANAGEMENT
POSITION: Wealth Advisor NATURE: Sole Proprietorship INVESTMENT RELATED: Yes NUMBER OF HOURS: 180
SECURITIES TRADING HOURS: 180 START DATE: 11/04/2022
ADDRESS: 4555 E Marble Fox Ave, Post Falls ID 83854, United States
DESCRIPTION: Account/asset management, financial planning, etc.

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:	EDWARD JONES
Allegations:	03/19/10-03/19/10: CLIENT CLAIMS THE FA RECOMMENDED SHE SELL TWO OF HER ANNUITIES AND OPEN 2 IRA ACCOUNTS, ONE FOR 2009 AND ONE FOR 2010. THE CLIENT CLAIMS THE FA FAILED TO FIND OUT THE TAX IMPLICATIONS AND PENALTIES INVOLVED IN LIQUIDATING THE ANNUITIES. CLIENT CLAIMS SHE HAS CONSULTED WITH A TAX CONSULTANT AND WAS TOLD, AS A RESULT SHE HAS GONE FROM A 10% TAX BRACKET TO A 25% TAX BRACKET AND WILL HAVE TO PAY A 10% PENALTY SINCE SHE IS NOT YET 59 1/2. CLIENT STATES SHE WILL OWE APPROXIMATELY $21,000.00 TO THE IRS AND $6,500.00 TO THE STATE OF OREGON FOR HER 2010 TAXES. THE CLIENT CLAIMS SHE WAS OFFERED $12,000.00 FROM OUR FIRM TO SETTLE THE ISSUE; HOWEVER, THE CLIENT FEELS THIS IS NOT SUFFICIENT AND WANTS $60,000.00 OR HER ANNUITIES REINSTATED PLUS ANY INCOME SHE HAS LOST SINCE 3/19/10 AND PAY HER FOR THE TAXES DUE AND PENALTY COSTS.
Product Type:	Annuity-Variable
Alleged Damages:	$60,000.00
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:	06/21/2010
Complaint Pending?	No
Status:	Settled
Status Date:	07/27/2010
Settlement Amount:	$12,000.00
Individual Contribution Amount:	$0.00
Broker Statement	THE FA CLAIMS THE CLIENT STATED DURING THEIR FIRST MEETING, SHE DID NOT WANT TO KEEP HER ING ANNUITY. THE FA STATES HE EXPLAINED TO THE CLIENT, IF SHE SOLD THE CONTRACT, SHE WOULD LOSE THE DEATH BENEFIT. ACCORDING TO THE FA, THE CLIENT TOLD HIM ON TWO OCCASIONS, SHE WAS NOT CONCERNED WITH THE DEATH BENEFIT. THE FA CONDUCTED A CONFERENCE CALL WITH ING AND THE CLIENT. DURING THE CALL, THE FA CLARIFIED WITH THE ING REP., THE CLIENT WOULD ONLY BE PAYING TAXES ON THE AMOUNT OF GAIN OVER $87,000.00, THE AMOUNT REFLECTED ON THE CLIENT'S STATEMENT TO BE THE COST BASIS. THE ING REP ADVISED THIS WAS CORRECT. THE CLIENT PROCEEDED WITH THE LIQUIDATION. WHEN THE CLIENT RECEIVED THEIR CHECK IS WAS LESS THAN EXPECTED. FA STATES HE CONDUCTED A SECOND CONFERENCE CALL WHICH WAS ESCALATED TO A SUPERVISOR. DURING THE CALL THE SUPERVISOR DISCLOSED THE COST BASIS WAS CONSIDERABLY LOWER, WHICH RESULTED IN THE HIGHER AMOUNT OF TAXES BEING WITHHELD. AT THIS POINT, FOR THE FIRST TIME, THE CLIENT STATED SHE HAD NOT PURCHASED THE CONTRACT FROM ING. THE FA STATES THIS WAS THE FIRST TIME HE HAD BEEN TOLD THE ACCURATE COST BASIS. THE FA CLAIMS, HAD HE KNOWN THIS INFORMATION HE WOULD HAVE MADE OTHER RECOMMENDATIONS. THE CLIENT WAS PREVIOUSLY OFFERED $12,000.00 TO RESOLVE THE COMPLAINT. THE CLIENT DID INCUR A TAX PENALTY OF $6,714.55 AS A RESULT OF LIQUIDATING THE CONTRACT BEFORE AGE 59 1/2. WE HAVE EXTENDED THE OFFER OF $12,000.00 TO THE CLIENT FOR ANOTHER 30 DAYS. THIS IS TO REIMBURSE THE CLIENT FOR THE PENALTY OF $6,714.55 AND A PORTION OF THE TAXES SHE INCURRED. THIS IS BASED ON THE FACT THE CLIENT WOULD BE PAYING TAXES ON THE DISTRIBUTION AT SOME POINT IN THE FUTURE. SINCE THE CLIENT WAS NOT CONCERNED ABOUT LOSING THE DEATH BENEFIT, HER REQUEST FOR COMPENSATION TO PURCHASE LIFE INSURANCE WAS RESPECTFULLY DENIED. CLIENT ACCEPTED THE $12,000.00 OFFER, CHECK REQUEST WAS DONE.

End of Report

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