



IAPD Report

CHARLES ZODDA

CRD# 5733657

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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

CHARLES ZODDA (CRD# 5733657)

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 **01/09/2024**.

CURRENT EMPLOYERS

Firm	CRD#	Registered Since
IA ARMSTRONG ADVISORY GROUP INC.	CRD# 318662	05/03/2022

QUALIFICATIONS

This representative is currently registered in **0** SRO(s) and **2** 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 SECURITIES AMERICA ADVISORS, INC.	110518	NEEDHAM, MA	02/09/2011 - 06/01/2022
B SECURITIES AMERICA, INC.	10205	NEEDHAM, MA	01/28/2010 - 06/01/2022

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	2





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

Employment 1 of 1

Firm Name: **ARMSTRONG ADVISORY GROUP INC.**
Main Address: 144 GOULD STREET
SUITE 210
NEEDHAM, MA 02494
Firm ID#: 318662

	Regulator	Registration	Status	Date
	Massachusetts	Investment Adviser Representative	Approved	05/03/2022
	New Hampshire	Investment Adviser Representative	Approved	05/31/2022

Branch Office Locations

ARMSTRONG ADVISORY GROUP INC.
144 GOULD STREET
SUITE 210
NEEDHAM, MA 02494

ARMSTRONG ADVISORY GROUP INC.
ONE NEW HAMPSHIRE AVE
SUITE 125
PORTSMOUTH, NH 03801



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
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No information reported.

General Industry/Product Exams

Exam	Category	Date
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Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
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General Securities Representative Examination (S7)	Series 7	01/27/2010
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State Securities Law Exams

Exam	Category	Date
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Uniform Combined State Law Examination (S66)	Series 66	04/22/2010
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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	02/09/2011 - 06/01/2022	SECURITIES AMERICA ADVISORS, INC.	CRD# 110518	NEEDHAM, MA
B	01/28/2010 - 06/01/2022	SECURITIES AMERICA, INC.	CRD# 10205	NEEDHAM, MA

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
05/2022 - Present	Armstrong Advisory Group Inc.	Managing Partner - Chief Investment Officer	Y	Needham, MA, United States
02/2011 - 05/2022	SECURITIES AMERICA ADVISORS, INC.	INVESTMENT ADVISOR REPRESENTATIVE	Y	NEEDHAM, ME, United States
02/2011 - 05/2022	SECURITIES AMERICA, INC.	REGISTERED REPRESENTATIVE	Y	NEEDHAM, MA, 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) INSURANCE SALES: Mr. Zodda is a licensed insurance agent/producer. Business is conducted at 144 Gould St, Ste 210, Needham MA 02494, United States. Start date: 04/2011. Prior to 06/01/2022: Investment Related. All types of insurance products have been sold inclusive of those that require securities registration. Effective 06/01/2022: Investment related. Sales of Insurance Products that do not require securities licensing only. Number of hours: Less than an hour per month.

(2) THE FINANCIAL EXCHANGE: Mr. Zodda is a Radio Host. As such, Mr. Zodda is co-hosting the radio program "The Financial Exchange". Activity is conducted at 144 Gould St, Ste 210, Needham MA 02494, United States. Investment related: As a co-host of the financial show, Mr. Zodda expresses his views and provides contemporaneous comments related to the general market, economic developments as well as certain educational information. Start date: 08/2015. Mr. Zodda dedicates 2 hours a day to this activity.

(3) TV ANALYST: Mr. Zodda is a commentator providing investment and economic information to local television news stations on an as-needed basis. Investment related. As a TV commentator, Mr. Zodda expresses his views and provides contemporaneous comments related to the general market, economic developments. Start date: 04/2011. Mr. Zodda dedicates 8 hours a week to this activity.

(4) STUBHUB - OCCASIONAL TICKET SELLER: Mr. Zodda is an owner of a set of season tickets for Boston Burins games. From time to time, when unable to attend, Mr. Zodda lists game tickets on StubHub. Not Investment Related. Location: N/A. Start date: 10/2018; Dedicated hours: N/A

(5) FESSENDEN SCHOOL ALUMNI EXECUTIVE COMMITTEE: Mr. Zodda is a volunteer. Activity is conducted at 250 Waltham St., West Newton, MA 02465. As a volunteer, Mr. Zodda participates in meetings and activities related to reunions and school



Registration & Employment History



OTHER BUSINESS ACTIVITIES

alumni networking events. Not investment related. Start Date: 10/2017. No dedicated hours.



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	2

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 2

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	Securities America Advisors Inc.
Allegations:	Client alleges that The Armstrong Group failed to manage his accounts. Client's accounts were opened at Securities America in September 2016 and closed in April 2017.
Product Type:	Other: Managed Account
Alleged Damages:	\$51,146.20
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:	06/13/2017
Complaint Pending?	No
Status:	Settled
Status Date:	10/02/2017
Settlement Amount:	\$23,933.16
Individual Contribution Amount:	\$2,762.87

**Broker Statement**

The Armstrong Group attempted to reach the client, but did not connect with the client to discuss investment of the cash proceeds in the client's account.

Disclosure 2 of 2**Reporting Source:**

Individual

Employing firm when activities occurred which led to the complaint:

SECURITIES AMERICA, INC.

Allegations:

CLIENT SENT AN E-MAIL ON DECEMBER 23, 2011 TO REPRESENTATIVE MAKING ALLEGATIONS OF POOR PERFORMANCE.

Product Type:

Mutual Fund
Real Estate Security

Alleged Damages:

\$5,000.00

Alleged Damages Amount Explanation (if amount not exact):

CLIENT DID NOT MAKE A SPECIFIC CLAIM FOR DAMAGES, BUT FIRM CANNOT MAKE A GOOD FAITH DETERMINATION THAT ANY LOSSES WOULD BE LESS THAN \$5000.00

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:**

12/23/2011

Complaint Pending?

No

Status:

Denied

Status Date:

01/20/2012

Settlement Amount:**Individual Contribution Amount:****Broker Statement**

THE CLIENT HAS EXPRESSED HIS DISSATISFACTION WITH THE PERFORMANCE OF HIS ACCOUNT DURING A SHORT WINDOW OF TIME THE TOTAL TIME THE CLIENT HAD BEEN WORKING WITH ME WAS 14 MONTHS. DURING THE TIMEFRAME THE ACCOUNT HAD GROWN BY APPROXIMATELY 9%. DUE TO A MARKET CORRECTION THE ACCOUNT LOST THE ASSOCIATED GAINS, BUT NOT THE PRINCIPAL. THE S&P 500 INDEX CORRECTION WAS APPROXIMATELY 14%. THE CLIENT'S TIME HORIZON WAS GREATER THAN 10 YEARS. DUE TO HIS STATED TIME HORIZON AND RISK TOLERANCE I FEEL THE ALLOCATION OF THE PORTFOLIO WAS APPROPRIATE. ACTION WAS TAKEN TO MITIGATE LOSSES DURING THE TIMEFRAME IN QUESTION. CLIENT FELT CONFIDENT ENOUGH IN THE FUTURE PROSPECTS OF THE PORTFOLIO TO CONTINUE TO RETAIN ME AS HIS ADVISOR.



End of Report

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