



IAPD Report

ROBERT MICHAEL HORSTMAN

CRD# 5819066

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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

ROBERT MICHAEL HORSTMAN (CRD# 5819066)

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 **07/07/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	LINCOLN INVESTMENT	CRD# 519	09/18/2020
IA	CAPITAL ANALYSTS	CRD# 162200	09/25/2020
IA	LINCOLN INVESTMENT	CRD# 519	01/06/2021

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **18** 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	ADVICE AND PLANNING SERVICES	20472	FAIRFAX, VA	08/27/2015 - 08/18/2020
B	TIAA-CREF INDIVIDUAL & INSTITUTIONAL SERVICES, LLC	20472	FAIRFAX, VA	08/27/2015 - 08/18/2020
IA	CETERA ADVISOR NETWORKS LLC	13572	VIENNA, VA	06/26/2014 - 08/17/2015

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
Termination	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 **18** jurisdiction(s) and 1 SRO(s) through his or her employer(s).

Employment 1 of 2

Firm Name: **LINCOLN INVESTMENT**
Main Address: 601 OFFICE CENTER DRIVE
SUITE 300
FORT WASHINGTON, PA 19034-3232
Firm ID#: 519

	Regulator	Registration	Status	Date
	FINRA	General Securities Representative	Approved	09/18/2020
	Arizona	Agent	Approved	09/25/2020
	California	Agent	Approved	01/06/2021
	Colorado	Agent	Approved	11/05/2020
	Connecticut	Agent	Approved	01/06/2021
	Florida	Agent	Approved	03/23/2021
	Georgia	Agent	Approved	09/27/2021
	Nevada	Agent	Approved	07/27/2023
	New Jersey	Agent	Approved	07/02/2026
	New Mexico	Agent	Approved	01/06/2021
	New York	Agent	Approved	09/26/2021
	North Carolina	Agent	Approved	09/27/2021
	Ohio	Agent	Approved	04/01/2021



Qualifications

	Regulator	Registration	Status	Date
B	Oregon	Agent	Approved	12/06/2021
B	Pennsylvania	Agent	Approved	09/27/2021
B	South Carolina	Agent	Approved	09/24/2021
B	Texas	Agent	Approved	01/09/2021
IA	Texas	Investment Adviser Representative	Restricted Approval	01/06/2021
B	Virginia	Agent	Approved	09/18/2020
B	Washington	Agent	Approved	10/26/2021

Branch Office Locations

LINCOLN INVESTMENT

3101 N. Central Ave.
Suite 890
Phoenix, AZ 85012

LINCOLN INVESTMENT

16165 N. 83rd Ave.
Ste. 200
Peoria, AZ 85382

Employment 2 of 2

Firm Name: **CAPITAL ANALYSTS**
Main Address: 601 OFFICE CENTER DRIVE
SUITE 300
FORT WASHINGTON, PA 19034-3232
Firm ID#: 162200

	Regulator	Registration	Status	Date
IA	Arizona	Investment Adviser Representative	Approved	09/25/2020

Branch Office Locations

CAPITAL ANALYSTS

5016 S. Ash Avenue
Suite 103
Tempe, AZ 85282



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 2 state securities law exams.

Principal/Supervisory Exams

Exam	Category	Date
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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	01/10/2011

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination (S65)	Series 65	06/25/2014
B Uniform Securities Agent State Law Examination (S63)	Series 63	03/31/2011



PROFESSIONAL DESIGNATIONS

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

Certified Financial Planner

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
IA	08/27/2015 - 08/18/2020	ADVICE AND PLANNING SERVICES	CRD# 20472	FAIRFAX, VA
B	08/27/2015 - 08/18/2020	TIAA-CREF INDIVIDUAL & INSTITUTIONAL SERVICES, LLC	CRD# 20472	FAIRFAX, VA
IA	06/26/2014 - 08/17/2015	CETERA ADVISOR NETWORKS LLC	CRD# 13572	VIENNA, VA
B	04/16/2014 - 08/17/2015	CETERA ADVISOR NETWORKS LLC	CRD# 13572	VIENNA, VA
B	07/01/2011 - 04/17/2014	ALLSTATE FINANCIAL SERVICES, LLC	CRD# 18272	ARLINGTON, VA
B	01/11/2011 - 05/18/2011	MML INVESTORS SERVICES, LLC	CRD# 10409	GLEN ALLEN, VA

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
09/2020 - Present	Capital Analysts	Investment Advisor Representative	Y	FORT WASHINGTON, PA, United States
09/2020 - Present	Lincoln Investment	Registered Representative & Investment Adviser Representative	Y	FORT WASHINGTON, PA, United States
08/2015 - 07/2020	TIAA	WEALTH MANAGEMENT ADVISOR	Y	FAIRFAX, VA, United States
08/2015 - 07/2020	TIAA-CREF INDIVIDUAL & INSTITUTIONAL SERVICES, LLC	REGISTERED REPRESENTATIVE	Y	FAIRFAX, VA, United States



Registration & Employment History



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.

FIXED INSURANCE AND ANNUITIES

POSITION: Agent NATURE: Fixed Insurance and Annuities INVESTMENT RELATED: Yes NUMBER OF HOURS: 10

SECURITIES TRADING HOURS: 10 START DATE: 10/01/2021

ADDRESS: 5016 S Ash Ave, Suite 103, Tempe AZ 85282, United States

DESCRIPTION: I provide comprehensive financial planning services for my clients, so if their plan dictates that they need insurance, or if a fixed product improves their plan, I will incorporate that into their implementation recommendations.

Horstman Capital Management LLC

Position: President/Owner Nature: Tax/Accounting, Bookkeeping and payroll Investment Related: No Hours: 1 Securities Trading Hours: 0 Start Date: 6/1/2026 Address: 3101 N Central Ave, Suite 890 Phoenix, Arizona 85012 Description: Own the business and operate bookkeeping and payroll.



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
Termination	1

Termination

This disclosure event involves a situation where the Investment Adviser Representative voluntarily resigned, was discharged or was permitted to resign after allegations were made that accused the Investment Adviser Representative of violating investment-related statutes, regulations, rules or industry standards of conduct; fraud or the wrongful taking of property; or failure to supervise in connection with investment-related statutes, regulations, rules or industry standards of conduct.

Disclosure 1 of 1

Reporting Source: Firm

Firm Name: TIAA-CREF INDIVIDUAL & INSTITUTIONAL SERVICES, LLC

Termination Type: Discharged

Termination Date: 07/21/2020

Allegations: Mr. Horstman was found to have sent information to his personal email address in violation of company policy. This information included details of his book of business that are proprietary to TIAA.

Product Type: No Product

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Reporting Source: Individual

Firm Name: TIAA-CREF INDIVIDUAL & INSTITUTIONAL SERVICES, LLC

Termination Type: Discharged

Termination Date: 07/21/2020

Allegations: Mr. Horstman was found to have sent information to his personal email address in violation of company policy. This information included details of his book of business that are proprietary to TIAA.

Product Type: No Product



End of Report

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