IAPD Report

BLAKE ALAN SMITH

CRD# 5937024

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

BLAKE ALAN SMITH (CRD# 5937024)

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 **04/28/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	HANTZ FINANCIAL SERVICES, INC.	CRD# 46047	06/21/2012
IA	HANTZ FINANCIAL SERVICES, INC.	CRD# 46047	01/02/2013

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **26** 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

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

Employment 1 of 1

Firm Name: **HANTZ FINANCIAL SERVICES, INC.**

Main Address: 26200 AMERICAN DRIVE
FIFTH FLOOR
SOUTHFIELD, MI 48034

Firm ID#: 46047

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	06/21/2012
B	Arizona	Agent	Approved	01/04/2024
B	Arkansas	Agent	Approved	01/29/2025
B	California	Agent	Approved	08/24/2020
B	Delaware	Agent	Approved	08/10/2020
B	District of Columbia	Agent	Approved	02/22/2021
B	Florida	Agent	Approved	11/13/2019
B	Georgia	Agent	Approved	11/13/2019
B	Illinois	Agent	Approved	11/18/2020
B	Indiana	Agent	Approved	02/06/2026
B	Kentucky	Agent	Approved	02/06/2026
B	Louisiana	Agent	Approved	09/16/2021
B	Massachusetts	Agent	Approved	08/11/2021

Qualifications

	Regulator	Registration	Status	Date
B	Michigan	Agent	Approved	12/21/2012
IA	Michigan	Investment Adviser Representative	Approved	01/02/2013
B	Minnesota	Agent	Approved	04/28/2026
B	Missouri	Agent	Approved	09/09/2021
B	New Jersey	Agent	Approved	09/22/2021
B	New York	Agent	Approved	02/22/2021
IA	North Carolina	Investment Adviser Representative	Approved	04/03/2013
B	North Carolina	Agent	Approved	04/05/2013
B	Ohio	Agent	Approved	10/02/2023
B	Oregon	Agent	Approved	09/20/2022
IA	Oregon	Investment Adviser Representative	Approved	09/22/2022
B	Pennsylvania	Agent	Approved	11/01/2019
B	South Carolina	Agent	Approved	04/28/2021
B	Tennessee	Agent	Approved	03/06/2026
B	Texas	Agent	Approved	08/11/2021
B	Virginia	Agent	Approved	10/16/2020
B	Washington	Agent	Approved	11/01/2019

Branch Office Locations

HANTZ FINANCIAL SERVICES, INC.
26200 AMERICAN DRIVE

Qualifications

FIFTH FLOOR
SOUTHFIELD, MI 48034

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	06/20/2012

State Securities Law Exams

	Exam	Category	Date
IA B	Uniform Combined State Law Examination (S66)	Series 66	11/09/2012

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:

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
01/2012 - Present	HANTZ FINANCIAL SERVICES	FINANCIAL CONSULTANT	Y	SOUTHFIELD, MI, 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.

No information reported.

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:	HANTZ FINANCIAL SERVICES, INC.
Allegations:	The complaint alleges, generally, that the Firm used high-pressure sales tactics during a one-time meeting to pressure the client into reallocating his investment portfolio, as well as a lack of communication by the Firm and failure to properly inform the client of portfolio reallocations. The complainant has been a client of Hantz since 1998. Complainant's adviser voluntarily left Hantz in late August 2023. A portfolio review meeting was scheduled on October 17, 2023, to review the client's portfolio allocations and introduce the client to Mr. Smith as the new adviser joining the planning team. After meeting with the planning team and reviewing the planning team's recommendations, the client signed new annuity product paperwork on October 18, 2023. After Hantz's operations and compliance team reviewed the paperwork, it was submitted to the insurance company on October 20, 2023. The insurance company requested additional information. The planning team worked with the client between October 25, 2023, and November 20, 2023, to fully complete the paperwork, which was submitted on November 21, 2023. Policy acceptance documents were sent to the client for signature on December 6, 2023. Neither Hantz nor Mr. Smith heard from the client until December 21, 2023, when he sent an email notifying the planning team that he was moving his accounts away from Hantz and Mr. Smith to Raymond James.
Product Type:	Annuity-Fixed Annuity-Variable Mutual Fund
Alleged Damages:	$69,451.69
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:	04/11/2024
Complaint Pending?	No
Status:	Denied
Status Date:	05/09/2024
Settlement Amount:	
Individual Contribution Amount:	

Broker Statement

The Firm and Mr. Smith have investigated the allegations noted above and both deny any wrongdoing or inappropriate conduct. The client's portfolio review and meeting was scheduled to introduce the client to a new adviser joining the service team. The Firm's books and records indicate that the complaint is factually inaccurate and without merit, and that the Firm's recommendation was supported by the client's risk profile. During the client's 20-year relationship with the Firm, other changes to his planning team occurred. Each time, the Firm facilitated a smooth transition to fully support maintaining the client's financial plan, risk profile, and investment allocations.

In this instance, the client's previous adviser left the Firm to conduct business at a competitor. As a result of the departure, Mr. Smith was appointed as the client's new financial adviser. Mr. Smith joined the Firm's planning team and reviewed the client's risk profile and current investment allocations, including discussions around moving assets into a fixed annuity product. While current changes in market and interest rate risk were discussed and how the annuity product addressed those risks, no reallocation documents were presented or signed at this meeting.

Despite the client's statement that he "was never asked what [his] goals/objectives were," records show that a new, updated risk assessment was performed by Mr. Smith in light of changes in market and interest rate conditions since the client's last planning review. The team believed the existing investment allocation was not properly aligned with the client's stated risk tolerance and recommendations were made to align the portfolio with a more conservative approach in line with the client's stated objectives and risk tolerance. Although the client claims that no conversations were had after the initial introductory meeting, the Firm's records indicate that the recommendations were thoroughly discussed with the client--over the course of multiple conversations and meetings--and appropriately documented by Mr. Smith. The recommended reallocation significantly lowered the client's annual investment fees, while providing guaranteed rates of interest and contractual rights to make annual withdrawals if liquidity was ever needed from the annuity policy. The client had multiple opportunities to raise questions and/or reject the recommendations before the portfolio was reallocated, but never did.

The Firm and Mr. Smith subsequently learned that the client was still communicating with his former adviser, now working at a competing investment firm. It appears the former adviser was assisting the client in unwinding the Firm's recommendations after the client had moved his assets to the former adviser at the competing firm.

End of Report

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