IAPD Report

ROBERT ALAN HARSCHEID

CRD# 6062974

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 ALAN HARSCHEID (CRD# 6062974)

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 **11/20/2025**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	BANKERS LIFE SECURITIES, INC.	CRD# 173962	05/26/2016
IA	BANKERS LIFE ADVISORY SERVICES, INC.	CRD# 281285	11/21/2016

QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **16** 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	INVESTMENT ADVISORS	15708	CHANTILLY, VA	10/22/2012 - 05/27/2016
B	PROEQUITIES, INC.	15708	CHANTILLY, VA	09/12/2012 - 05/26/2016

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

Employment 1 of 2

Firm Name: **BANKERS LIFE SECURITIES, INC.**

Main Address: 303 E WACKER DRIVE
STE 500
CHICAGO, IL 60601

Firm ID#: 173962

	Regulator	Registration	Status	Date
B	FINRA	General Securities Representative	Approved	05/26/2016
B	FINRA	General Securities Principal	Approved	01/31/2020
B	Delaware	Agent	Approved	05/03/2022
B	District of Columbia	Agent	Approved	05/26/2016
B	Florida	Agent	Approved	10/17/2024
B	Hawaii	Agent	Approved	01/07/2025
B	Maine	Agent	Approved	01/08/2025
B	Maryland	Agent	Approved	07/18/2019
B	Mississippi	Agent	Approved	01/07/2025
B	Nevada	Agent	Approved	11/09/2020
B	North Carolina	Agent	Approved	02/18/2025
B	Ohio	Agent	Approved	11/20/2025
B	South Carolina	Agent	Approved	01/06/2022

Qualifications

	Regulator	Registration	Status	Date
B	Texas	Agent	Approved	04/22/2019
B	Utah	Agent	Approved	11/05/2021
B	Virginia	Agent	Approved	05/26/2016
B	Washington	Agent	Approved	01/07/2025
B	West Virginia	Agent	Approved	01/07/2025

Branch Office Locations

4501 SINGER COURT
SUITE 160
CHANTILLY, VA 20151

Employment 2 of 2

Firm Name: **BANKERS LIFE ADVISORY SERVICES, INC.**

Main Address: 303 E. WACKER DRIVE
STE 500
CHICAGO, IL 60601

Firm ID#: 281285

	Regulator	Registration	Status	Date
IA	Virginia	Investment Adviser Representative	Approved	11/21/2016

Branch Office Locations

BANKERS LIFE ADVISORY SERVICES, INC.
4501 Singer Ct Ste 160
Chantilly, VA 20151

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	01/31/2020

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	09/11/2012

State Securities Law Exams

	Exam	Category	Date
IA B	Uniform Combined State Law Examination (S66)	Series 66	10/18/2012

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:

	Registration Dates	Firm Name	ID#	Branch Location
IA	10/22/2012 - 05/27/2016	INVESTMENT ADVISORS	CRD# 15708	CHANTILLY, VA
B	09/12/2012 - 05/26/2016	PROEQUITIES, INC.	CRD# 15708	CHANTILLY, 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
11/2016 - Present	BANKERS LIFE ADVISORY SERVICES, INC	FINANCIAL ADVISOR/OSJ	Y	CHANTILLY, VA, United States
05/2016 - Present	BANKERS LIFE SECURITIES, INC.	FINANCIAL ADVISOR/OSJ	Y	CHANTILLY, VA, United States
08/2005 - Present	BANKERS LIFE & CASUALTY Co.	SALES MANAGER/INSURANCE AGENT	N	CHANTILLY, VA, United States
08/2005 - 01/2018	Bankers Life and Casualty	Unit Sales Manager and Insurance Agent	N	Chantilly, VA, 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.

BANKERS LIFE AND CASUALTY COMPANY
POSITION: UNIT SALES MANAGER/INSURANCE AGENT NATURE: INSURANCE INVESTMENT RELATED: YES NUMBER OF HOURS: 160 INVESTMENT RELATED HOURS: 160 START DATE: 08/01/2005
ADDRESS: 4501 SINGER COURT, SUITE 325, CHANTILLY VA 20151
DESCRIPTION: MANAGE AND TRAIN INSURANCE SALES AGENTS, SELL INSURANCE PRODUCTS (LIFE, HEALTH, ANNUITY).

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:	Bankers Life Securities, Inc. and Bankers Life Casualty and Company
Allegations:	In a written complaint, dated June 16, 2020, addressed to Bankers Life and Casualty Company (BLC), an insurance company affiliate of the Firm and received by the firm on June 26, 2020, complainant alleged she was not properly informed of the features of a Guaranteed Lifetime Income Annuity (GLIA) purchased from BLC in March of 2019. Complainant alleged the participation rates were not properly disclosed, she was not offered other investment options. Client stated, had she been fully informed of the terms, she would not have purchased the annuity and asked to cancel the policy without surrender charges. BLC determined that the annuity was suitable, complainant was informed of their surrender schedule and participation rates, and the request to cancel the annuity came outside of the "free-look" period. While the annuity sold to the complainant was not a security and was issued by BLC, the firm is reporting this complaint because the source of funding for the BLC annuity came from the sale of securities recommended by a registered representative of the firm.
Product Type:	Other: Equity-Indexed Annuity
Alleged Damages:	$10,528.00
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:	06/26/2020
Complaint Pending?	No
Status:	Denied
Status Date:	07/14/2020
Settlement Amount:	
Individual Contribution Amount:	
Broker Statement	This complaint (the only one in my 15+ year career) was initially authored by a competing financial representative who misrepresented the client's Bankers Life contract in a number of different ways and promised the client that she could expect 20%+ returns if she were to dissolve her existing contract and switch to the new advisor. Based on that faulty information, the client signed the complaint but later indicated she didn't know it claimed that I and the insurance agent involved had done anything improper. The client acknowledged that all of our recommendations were in line with her goals, stated objectives, risk tolerance, that we knew her well, that we had multiple meetings with her in order to service her properly and that she never felt pressured or deceived. She acknowledged that we discussed many options but that her biggest concern was that we did not "convince" her to take more risk and that we did not show her a product with a guaranteed 20% first year return (as the other advisor allegedly did). The complainant did continue to indicate that her risk tolerance was very conservative, that she appreciated all we had done for her and she still has a number of in-force plans in place with us. The complainant has also complimented us numerous times over the duration of our relationship as well as referred other clients to us. This complaint was found to be unsubstantiated due to a number of factors including extensive documentation of meetings and conversations with the complainant which directly contradict the claims proposed by the competing financial representative in the complaint she helped author. I wholeheartedly stand by my recommendations and only regret that it appears as though the client is being taken advantage of by deceptive selling tactics from another financial representative who initially posed as a financial literacy expert without disclosing her conflict of interest in trying to procure the funds for her own gain.

End of Report

This page is intentionally left blank.