



## IAPD Report

# GREGORY JAMES KARIS

CRD# 6336167

<b><u>Section Title</u></b>	<b><u>Page(s)</u></b>
Report Summary	1
Qualifications	2 - 3
Registration and Employment History	4
Disclosure Information	5



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 JAMES KARIS (CRD# 6336167)

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 **05/07/2024**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	INFLECTION ADVISORS	CRD# 288602	07/14/2017
IA	INFLECTION RETIREMENT SERVICES	CRD# 312680	11/24/2021

### 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	MML INVESTORS SERVICES, LLC	10409	LOS ANGELES, CA	01/11/2016 - 05/12/2017
B	MML INVESTORS SERVICES, LLC	10409	LOS ANGELES, CA	08/04/2015 - 05/12/2017

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
Regulatory Event	1
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 **2** jurisdiction(s) and **0** SRO(s) through his or her employer(s).

#### Employment 1 of 2

Firm Name: **INFLECTION ADVISORS**  
Main Address: CAMARILLO, CA  
Firm ID#: 288602

Regulator	Registration	Status	Date
IA California	Investment Adviser Representative	Approved - Pending IAR CE	01/01/2026
IA Texas	Investment Adviser Representative	Restricted Approval	10/18/2023

#### Branch Office Locations

**INFLECTION ADVISORS**  
CAMARILLO, CA

#### Employment 2 of 2

Firm Name: **INFLECTION RETIREMENT SERVICES**  
Main Address: 2945 TOWNSGATE RD  
SUITE 200  
WESTLAKE VILLAGE, CA 91361  
Firm ID#: 312680

Regulator	Registration	Status	Date
IA California	Investment Adviser Representative	Approved - Pending IAR CE	01/01/2026
IA Texas	Investment Adviser Representative	Restricted Approval	11/09/2022

#### Branch Office Locations

**INFLECTION RETIREMENT SERVICES**  
2945 TOWNSGATE RD  
SUITE 200  
WESTLAKE VILLAGE, CA 91361



## 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>B</b> Securities Industry Essentials Examination (SIE)	SIE	05/12/2017
---	-----	------------

<b>B</b> General Securities Representative Examination (S7)	Series 7	08/03/2015
---	----------	------------

#### State Securities Law Exams

Exam	Category	Date
------	----------	------

<b>IA</b> <b>B</b> Uniform Combined State Law Examination (S66)	Series 66	11/24/2015
---	-----------	------------

### PROFESSIONAL DESIGNATIONS

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

Certified Financial Planner

This representative holds or did hold 1 professional designation(s) that may have been used to qualify as an Investment Advisor representative. Please check with the appropriate designation authority for verification that the designation is still in effect. The contact information for these professional designation authorities can be found on the website for the North American Securities Administrators Association at <http://www.nasaa.org>



## 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	01/11/2016 - 05/12/2017	MML INVESTORS SERVICES, LLC	CRD# 10409	LOS ANGELES, CA
B	08/04/2015 - 05/12/2017	MML INVESTORS SERVICES, LLC	CRD# 10409	LOS ANGELES, CA

### 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
01/2024 - Present	Inflection Management LLC	Owner & Business Manager	N	Camarillo, CA, United States
02/2021 - Present	Inflection Retirement Services	CEO & CCO	Y	Los Angeles, CA, United States
05/2017 - Present	Inflection Business Consulting Inc. d/b/a Inflection Advisors	CEO & CCO	Y	LOS ANGELES, CA, United States
05/2015 - 05/2017	MML INVESTORS SERVICES LLC	REGISTERED REPRESENTATIVE	Y	LOS ANGELES, CA, United States
10/2013 - 05/2017	MASSMUTUAL LIFE INSURANCE COMPANY	AGENT	Y	LOS ANGELES, CA, 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.

Gregory Karis is currently an independent insurance agent engaging in insurance sales with multiple carriers. This activity accounts for about 10% of his time. Gregory is affiliated with MFE Insurance Brokerage. Gregory Karis also is an owner and IAR of Inflection Retirement Services and performs pension and qualified plan advisory services for businesses. In addition, Gregory Karis owns a business management firm that provides, bookkeeping, accounting and corporate management services. Inflection Management LLC is the business management firm.



## 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
Regulatory Event	1
Termination	1

### Regulatory Event

This disclosure event may include a final, formal proceeding initiated by a regulatory authority (e.g., a state securities agency, a federal regulator such as the Securities and Exchange Commission or the Commodities Futures Trading Commission, or a foreign financial regulatory body) for a violation of investment-related rules or regulations. This disclosure event may also include a revocation or suspension of an Investment Adviser Representative's authority to act as an attorney, accountant or federal contractor.

#### Disclosure 1 of 1

<b>Reporting Source:</b>	Individual
<b>Regulatory Action Initiated By:</b>	CALIFORNIA DEPARTMENT OF INSURANCE
<b>Sanction(s) Sought:</b>	Civil and Administrative Penalty(ies)/Fine(s) Other: Denial of unrestricted license, approval of restricted license
<b>Date Initiated:</b>	12/11/2013
<b>Docket/Case Number:</b>	LCB 1352-AP(AR)
<b>Employing firm when activity occurred which led to the regulatory action:</b>	MASSMUTUAL INSURANCE
<b>Product Type:</b>	No Product
<b>Allegations:</b>	When applying for my CA life, health, disability insurance license I inadvertently checked the box "no" instead of "yes" when asked about whether or not I had been convicted of a misdemeanor. The CA Division of Insurance did not provide me an opportunity to correct the application. Instead, they issued an Order to Deny my (unrestricted) insurance license, which stated I "knowingly and willfully made a misstatement" on my application, and simultaneously issued to me a "restricted" license for a short time. The restriction being, to follow the rules. The incident in question occurred while I was a young college student. I received two separate tickets and unbeknownst to me, one of them was listed on my record as a misdemeanor rather than just a ticket.
<b>Current Status:</b>	Final
<b>Resolution:</b>	Order



**Does the order constitute a final order based on violations of any laws or regulations that prohibit fraudulent, manipulative, or deceptive conduct?**

No

**Resolution Date:**

01/29/2014

**Sanctions Ordered:**

Civil and Administrative Penalty(ies)/Fine(s)  
Other: RESTRICTED LICENSE ISSUED.

**Monetary Sanction 1 of 1**

**Monetary Related Sanction:**

Civil and Administrative Penalty(ies)/Fine(s)

**Total Amount:**

\$790.00

**Portion Levied against individual:**

\$790.00

**Payment Plan:**

**Is Payment Plan Current:**

**Date Paid by individual:**

06/16/2014

**Was any portion of penalty waived?**

No

**Amount Waived:**

**Broker Statement**

When initially applying for my CA life, health, disability insurance license in 2014 I inadvertently checked the box "no" instead of "yes" when asked about whether or not I had been convicted of a misdemeanor. The CA Division of Insurance did not provide me an opportunity to correct the application when the oversight was brought to my attention. Instead, they proceeded to issue an order to deny my application. They did approve a restricted license for a short time, later removing the restriction in 2015. The oversight was not intentional but a simple and unfortunate mistake. I was unaware that a ticket I received in 2008 as a college student resulted in a misdemeanor charge. I was unrepresented and not provided advice in this process while new to the business.



### 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:** MML INVESTORS SERVICES, LLC  
**Termination Type:** Discharged  
**Termination Date:** 09/24/2014  
**Allegations:** TERMINATED IN RELATION TO FINRA'S NOTICE ABOUT STATUTORY DISQUALIFICATION.  
**Product Type:** No Product

---

**Reporting Source:** Individual  
**Firm Name:** MML INVESTORS SERVICES LLC  
**Termination Type:** Discharged  
**Termination Date:** 09/24/2014  
**Allegations:** TERMINATED IN RELATION TO FINRA'S NOTICE ABOUT STATUTORY DISQUALIFICATION  
**Product Type:** No Product

**Broker Statement**  
When initially applying for my CA life, health, disability insurance license in 2014 I inadvertently checked the box "no" instead of "yes" when asked about whether or not I had been convicted of a misdemeanor. The CA Division of Insurance did not provide me an opportunity to correct the application. Instead, they proceeded to issue an order to deny my application. This caused concern at MML based on FINRA communications. I was allowed to voluntarily resign, but MML instead marked my Form (here) as "discharged". This was unfortunate and quite surprising. CA Division of insurance did approve a restricted license for a short time, later removing the restriction. This was all due to an unfortunate omission on my insurance application. I was unrepresented and not provided advice or counsel in this process. The State of CA eventually removed the "restriction" from my insurance license on 3/13/2015 and MML did rehire me.



## End of Report

This page is intentionally left blank.