



## IAPD Report

# DENNIS ALLEN WAY

CRD# 708505

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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

### DENNIS ALLEN WAY (CRD# 708505)

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 **04/01/2026**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
<b>B</b>	PFS INVESTMENTS INC.	CRD# 10111	02/14/1983
<b>IA</b>	PRIMERICA ADVISORS	CRD# 10111	08/01/2011

### QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **13** 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
<b>B</b>	CONTINENTAL MANAGEMENT, INC.	1526	LOCATION	01/06/1981 - 11/18/1982
<b>B</b>	WESTAMERICA FINANCIAL CORPORATION	883	LOCATION	05/13/1980 - 01/31/1981

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



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

### Employment 1 of 1

Firm Name: **PRIMERICA ADVISORS**  
Main Address: 1 PRIMERICA PARKWAY  
DULUTH, GA 30099-0001  
Firm ID#: 10111

	Regulator	Registration	Status	Date
<b>B</b>	FINRA	Invest. Co and Variable Contracts	Approved	02/14/1983
<b>B</b>	FINRA	Investment Co./Variable Contracts Prin	Approved	12/12/1985
<b>B</b>	Arkansas	Agent	Approved	08/15/2025
<b>B</b>	California	Agent	Approved	07/08/2020
<b>B</b>	Florida	Agent	Approved	01/31/2022
<b>B</b>	Iowa	Agent	Approved	08/26/1983
<b>IA</b>	Iowa	Investment Adviser Representative	Approved	08/01/2011
<b>B</b>	Michigan	Agent	Approved	05/04/2023
<b>B</b>	Minnesota	Agent	Approved	03/08/2001
<b>B</b>	Missouri	Agent	Approved	06/27/2002
<b>B</b>	Nebraska	Agent	Approved	03/01/1983
<b>B</b>	New York	Agent	Approved	02/11/2025
<b>B</b>	North Carolina	Agent	Approved	02/19/2026



### Qualifications

Regulator	Registration	Status	Date
<b>B</b> South Dakota	Agent	Approved	11/14/2023
<b>B</b> Texas	Agent	Approved	05/30/2012
<b>B</b> Wisconsin	Agent	Approved	04/01/2026

### Branch Office Locations

**PRIMERICA ADVISORS**  
1000 73RD ST  
STE 11  
WEST DES MOINES, IA 50265

**PRIMERICA ADVISORS**  
WEST DES MOINES, IA



## 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, 3 general industry/product exams, and 2 state securities law exams.**

#### Principal/Supervisory Exams

Exam	Category	Date
Investment Company Products/Variable Contracts Principal Examination (S26)	Series 26	12/09/1985

#### General Industry/Product Exams

Exam	Category	Date
Investment Company Products/Variable Contracts Representative Examination (S6TO)	Series 6TO	01/02/2023
Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
Registered Representative Examination (S1)	Series 1	05/08/1980

#### State Securities Law Exams

Exam	Category	Date
Uniform Investment Adviser Law Examination (S65)	Series 65	03/21/2011
Uniform Securities Agent State Law Examination (S63)	Series 63	07/03/1980

### 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
B	01/06/1981 - 11/18/1982	CONTINENTAL MANAGEMENT, INC.	CRD# 1526	
B	05/13/1980 - 01/31/1981	WESTAMERICA FINANCIAL CORPORATION	CRD# 883	

### 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
02/1991 - Present	PRIMERICA FINANCIAL SERVICES	SALES	Y	WEST DES MOINES, IA, United States
11/1982 - Present	PFS INVESTMENTS INC.	SALES	Y	WEST DES MOINES, IA, 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.

Sales of investment-related products; part-time or full-time, for companies affiliated with PFS Investments Inc. I may also receive non-investment related compensation from Primerica Mortgage, LLC for the sale of loan products and/or Primerica Client Services, Inc. (a co-located affiliate of PFS Investments Inc.) for part-time referrals of home security and automation products, as well as other home related services.

Rental Property, Owner W/Spouse, 10/2012 to Present.

Rental Income, Rent out condo to tenants, 2008 to Present.

Dennis Way and Associates, Inc., Investment related, West Des Moines, IA 50265, Primerica Business Purposes, Owner/President, 6/5/2003 to Present, 160 hours committed per month (140 hours during securities trading hours), Legal entity formed solely for Primerica business purposes.

First Iowa Homes, Inc., Not investment related, West Des Moines, IA 50266, Partner, 04/2020 to Present, 4 hours committed per month (2 hours during securities trading hours), Legal entity formed for real estate investing.

LDD Enterprises, Inc., Investment related, West Des Moines, IA 50266, Partner, 12/2007 to Present, 4 hours committed per month (2 hours during securities trading hours), Legal entity formed for rental properties.



## 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

### 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

**Reporting Source:** Individual

**Regulatory Action Initiated By:** NEBRASKA

**Sanction(s) Sought:**

**Other Sanction(s) Sought:**

**Date Initiated:** 06/08/1981

**Docket/Case Number:** A-475

**Employing firm when activity occurred which led to the regulatory action:**

**Product Type:**

**Other Product Type(s):**

**Allegations:**

**Current Status:** Final

**Resolution:** Decision

**Resolution Date:** 06/08/1981

**Sanctions Ordered:** Monetary/Fine \$170.00  
Suspension

**Other Sanctions Ordered:**

**Sanction Details:**

**Broker Statement** ON JUNE 8, 1981, DENNIS WAY RECEIVED A SEVEN DAY SUSPENSION AND A FINE OF \$170.00 FROM THE NEBRASKA DEPARTMENT



OF INSURANCE. CAUSE NO. A-475. MR. WAY, ACTING IN HIS CAPACITY AS AN INSURANCE AGENT, PREPARED AN APPLICATION FOR INSURANCE ON THE LIFE OF FRANCIS STEFFENSMEIER WHICH WAS TO REPLACE EXISTING INSURANCE HELD BY THE APPLICANT. MR. WAY MADE AN INCOMPLETE COMPARISON AND FAILED TO ACCURATELY COMPLETE DISCLOSURE STATEMENTS COMPARING THE TWO POLICIES.



## End of Report

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