



IAPD Report

DONALD GERARD TERNS

CRD# 725597

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Qualifications	2 - 4
Registration and Employment History	5
Disclosure Information	6

i 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

DONALD GERARD TERNS (CRD# 725597)

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 **05/13/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
B	SIGMA FINANCIAL CORPORATION	CRD# 14303	04/12/1999
IA	SPC	CRD# 110692	03/05/2010

QUALIFICATIONS

This representative is currently registered in **2** 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	APEX CAPITAL, L.L.C.	40803	HARPER WOODS, MI	11/10/1997 - 03/19/1999
B	EAST - WEST CAPITAL CORPORATION	16348	HARPER WOODS, MI	07/30/1990 - 11/24/1997
B	HORIZONS INTERNATIONAL CORPORATION	20530	HARPER WOODS, MI	03/10/1988 - 07/23/1990

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	2



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 2 SRO(s) through his or her employer(s).

Employment 1 of 2

Firm Name: **SIGMA FINANCIAL CORPORATION**
Main Address: 300 PARKLAND PLAZA
ANN ARBOR, MI 48103-9508
Firm ID#: 14303

Regulator	Registration	Status	Date
B FINRA	General Securities Representative	Approved	04/12/1999
B Nasdaq Stock Market	General Securities Representative	Approved	07/12/2006
B California	Agent	Approved	10/12/2011
B Colorado	Agent	Approved	11/16/2023
B Florida	Agent	Approved	04/19/1999
B Georgia	Agent	Approved	07/20/2016
B Illinois	Agent	Approved	03/26/2009
B Indiana	Agent	Approved	03/01/2023
B Massachusetts	Agent	Approved	04/21/1999
B Michigan	Agent	Approved	04/13/1999
B Minnesota	Agent	Approved	06/30/2011
B New Hampshire	Agent	Approved	05/14/2026
B Ohio	Agent	Approved	02/10/2017



Qualifications

Regulator	Registration	Status	Date
B Texas	Agent	Approved	07/22/2008
B Wisconsin	Agent	Approved	05/20/2021

Branch Office Locations

37811 W. 12 MILE RD
 SUITE 101
 FARMINGTON HILLS, MI 48331

Employment 2 of 2

Firm Name: **SPC**
 Main Address: 300 PARKLAND PLAZA
 ANN ARBOR, MI 48103
 Firm ID#: 110692

Regulator	Registration	Status	Date
IA Michigan	Investment Adviser Representative	Approved	03/05/2010

Branch Office Locations

SPC
 37811 W 12 MILE
 SUITE 101
 FARMINGTON HILLS, MI 48331



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, 4 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
------	----------	------

Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
General Securities Representative Examination (S7)	Series 7	10/20/1984
Direct Participation Programs Representative Examination (S22)	Series 22	12/10/1981
Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	03/10/1981

State Securities Law Exams

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

Uniform Securities Agent State Law Examination (S63)	Series 63	02/13/1981
--	-----------	------------

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
B	11/10/1997 - 03/19/1999	APEX CAPITAL, L.L.C.	CRD# 40803	HARPER WOODS, MI
B	07/30/1990 - 11/24/1997	EAST - WEST CAPITAL CORPORATION	CRD# 16348	
B	03/10/1988 - 07/23/1990	HORIZONS INTERNATIONAL CORPORATION	CRD# 20530	
B	01/04/1988 - 02/18/1988	SECURITY SERVICE CORPORATION	CRD# 17125	
B	03/12/1981 - 01/12/1988	PENNSYLVANIA SECURITIES COMPANY	CRD# 7667	

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
01/2003 - Present	SIGMA PLANNING CORPORATION	INVESTMENT ADVISOR	Y	ANN ARBOR, MI, United States
03/1999 - Present	SIGMA FINANCIAL CORPORATION	NOT PROVIDED	Y	ANN ARBOR, 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.

1. SALE OF VARIOUS INSURANCE PRODUCTS THROUGH VARIOUS INSURANCE COMPANIES.
2. FIB Director - FIB (Fonda, Island, Briggs Lake) Water Board. Report to the FIB Board which is in charge of the water authority directing the operations / rate setting / upkeep of the system and financial oversight. Start date: 1/1/19, approx. 4 hrs/mo, with 30% during mkt hrs. Not investment related, no access to funds.



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	2

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 2

Reporting Source: Regulator

Employing firm when activities occurred which led to the complaint:

Allegations: >03/27/01 BREACH OF CONTRACT AND FIDUCIARY DUTY, COMMON LAW FRAUD, CONSPIRACY, CONVERSION, NEGLIGENCE

Product Type: Other

Other Product Type(s): UNKNOWN TYPE OF SECURITIES

Alleged Damages: \$65,000.00

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.: NASD - CASE #99-04513

Date Notice/Process Served: 09/29/1999

Arbitration Pending? No

Disposition: Settled

Disposition Date: 03/14/2001

Disposition Detail: CLAIMANT SETTLED HER CLAIMS AGAINST RESPONDENT DONALD G TERNS PRIOR TO THE HEARING.

Reporting Source: Individual



Employing firm when activities occurred which led to the complaint: APEX CAPITAL, EAST - WEST

Allegations: UNSUITABILITY. CLIENT INVESTED IN A SECURITY WHICH LATER EXPERIENCED FINANCIAL DIFFICULTIES AND STOPPED MAKING DISTRIBUTIONS.

Product Type: Other

Other Product Type(s): LAND CONTRACT TRUSTS

Alleged Damages: \$65,000.00

Customer Complaint Information

Date Complaint Received: 11/11/1999

Complaint Pending? No

Status: Settled

Status Date: 02/26/2001

Settlement Amount: \$8,750.00

Individual Contribution Amount: \$0.00

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.: NASD # 99-04513

Date Notice/Process Served: 11/11/1999

Arbitration Pending? No

Disposition: Settled

Disposition Date: 02/26/2001

Monetary Compensation Amount: \$8,750.00

Individual Contribution Amount: \$0.00

Broker Statement CASE RESOLVED, ALL ALLEGATIONS WITHDRAW IN REGARD TO DONALD TERNS.

Disclosure 2 of 2

Reporting Source: Regulator

Employing firm when activities occurred which led to the complaint:

Allegations: >01/11/01 FRAUD, MISREPRESENTATION, UNSUITABILITY, BREACH OF FIDUCIARY DUTY

Product Type: Other

Other Product Type(s): UNKNOWN TYPE OF SECURITIES

Alleged Damages: \$297,224.41



Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.: NASD - CASE #99-04222

Date Notice/Process Served: 09/13/1999

Arbitration Pending? No

Disposition: Award

Disposition Date: 12/19/2000

Disposition Detail: RESPONDENT DONALD TERNS IS SOLELY LIABLE AND SHALL PAY TO CLAIMANT THE SUM OF \$43,934.24 IN COMPENSATORY DAMAGES PLUS INTEREST.

Reporting Source: Individual

Employing firm when activities occurred which led to the complaint: APEX CAPITAL

Allegations: CLAIMANT ASSERTS DAMAGES, UPWARD OF \$25,000. CLAIMANT ALLEGES INVESTMENTS IN AN AUTO DEALER NOTE AND AN INVESTMENT IN MORTGAGE CORPORATION OF AMERICA WERE INCONSISTENT WITH HIS GOALS, MISREPRESENTATION, FRAUD & VIOLATION OF MICHIGAN UNIFORM SECURITIES ACT.

Product Type: Investment Contract(s)

Alleged Damages:

Customer Complaint Information

Date Complaint Received: 08/12/1998

Complaint Pending? No

Status: Arbitration/Reparation

Status Date: 09/13/1999

Settlement Amount:

Individual Contribution Amount:

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.: NATIONAL ASSOC. OF SECURITIES DEALERS; 99-04222

Date Notice/Process Served: 09/13/1999

Arbitration Pending? No

Disposition: Award to Customer

Disposition Date: 12/19/2000

Monetary Compensation Amount: \$43,934.24

Individual Contribution Amount: \$43,934.24



Broker Statement

NOT PROVIDED CLAIMANT AND RETIRED COMMERCIAL PILOT WHO IS KNOWLEDGEABLE, SOPHISTICATED, AND DETAIL-ORIENTED. HE REVIEWED ALL RECOMMENDATIONS VERY CAREFULLY PRIOR TO INVESTING THE INVESTMENTS HE SELECTED WERE REASONABLE IN LIGHT OF HIS OBJECTIVES. HE IS AN ACCREDITED INVESTOR WITH A NET WORTH OF 2 MILLION. THE PRODUCTS MENTIONED ABOVE WERE APPROVED BY MY PRIOR BROKER-DEALER, APEX CAPITAL. RESPONDENT IS SOLELY LIABLE AND SHALL PAY TO CLAIMANT THE SUM OF \$43934.24 IN COMPENSATORY DAMAGES PLUS INTEREST.



End of Report

This page is intentionally left blank.