



## IAPD Report

# WILLARD DEAN KLINK

CRD# 837623

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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

### WILLARD DEAN KLINK (CRD# 837623)

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 **10/23/2018**.

### CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
<b>B</b>	CORNERSTONE FINANCIAL SERVICES, INC.	CRD# 20627	09/07/2011
<b>IA</b>	CORNERSTONE ADVISORY, LLC	CRD# 122684	03/15/2018

### QUALIFICATIONS

This representative is currently registered in **1** SRO(s) and **1** 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>IA</b>	CORNERSTONE FINANCIAL SERVICES, INC.	20627	GREENFIELD, IN	09/09/2011 - 02/13/2018
<b>B</b>	SIGNATOR INVESTORS, INC.	468	INDIANAPOLIS, IN	12/17/2009 - 08/02/2011
<b>IA</b>	SIGNATOR INVESTORS, INC.	468	INDIANAPOLIS, IN	02/10/2010 - 06/09/2011

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

#### Employment 1 of 2

Firm Name: **CORNERSTONE ADVISORY, LLC**  
Main Address: 119 N BROADWAY STREET  
SUITE 102  
GREENFIELD, IN 46140  
Firm ID#: 122684

Regulator	Registration	Status	Date
IA Indiana	Investment Adviser Representative	Approved	03/15/2018

#### Branch Office Locations

**CORNERSTONE ADVISORY, LLC**  
119 N BROADWAY STREET  
SUITE 102  
GREENFIELD, IN 46140

#### Employment 2 of 2

Firm Name: **CORNERSTONE FINANCIAL SERVICES, INC.**  
Main Address: 119 N BROADWAY STREET  
SUITE 102  
GREENFIELD, IN 46140  
Firm ID#: 20627

Regulator	Registration	Status	Date
B FINRA	General Securities Principal	Approved	09/07/2011
B FINRA	General Securities Representative	Approved	09/07/2011
B Indiana	Agent	Approved	09/08/2011

#### Branch Office Locations

**CORNERSTONE FINANCIAL SERVICES, INC.**  
119 N BROADWAY STREET  
SUITE 102



## Qualifications

GREENFIELD, IN 46140



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

#### Principal/Supervisory Exams

Exam	Category	Date
General Securities Principal Examination (S24)	Series 24	02/23/2000

#### General Industry/Product Exams

Exam	Category	Date
Securities Industry Essentials Examination (SIE)	SIE	10/01/2018
National Commodity Futures Examination (S3)	Series 3	06/20/1986
General Securities Representative Examination (S7)	Series 7	01/15/1983
Registered Representative Examination (S1)	Series 1	05/13/1977

#### State Securities Law Exams

Exam	Category	Date
Uniform Combined State Law Examination (S66)	Series 66	11/20/2008
Uniform Securities Agent State Law Examination (S63)	Series 63	02/03/1984

### 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
IA	09/09/2011 - 02/13/2018	CORNERSTONE FINANCIAL SERVICES, INC.	CRD# 20627	GREENFIELD, IN
B	12/17/2009 - 08/02/2011	SIGNATOR INVESTORS, INC.	CRD# 468	INDIANAPOLIS, IN
IA	02/10/2010 - 06/09/2011	SIGNATOR INVESTORS, INC.	CRD# 468	INDIANAPOLIS, IN
IA	01/27/2009 - 07/07/2009	PRIMEVEST FINANCIAL SERVICES, INC.	CRD# 15340	INDIANAPOLIS, IN
B	01/12/2009 - 07/07/2009	PRIMEVEST FINANCIAL SERVICES, INC.	CRD# 15340	INDIANAPOLIS, IN
B	06/23/1999 - 01/12/2009	RAYMOND JAMES FINANCIAL SERVICES, INC.	CRD# 6694	INDIANAPOLIS, IN
B	10/18/1994 - 07/17/1997	PRUDENTIAL SECURITIES INCORPORATED	CRD# 7471	NEW YORK, NY
B	07/31/1993 - 11/08/1994	SMITH BARNEY INC.	CRD# 7059	NEW YORK, NY
B	04/11/1988 - 07/31/1993	LEHMAN BROTHERS INC.	CRD# 7506	NEW YORK, NY
B	03/19/1981 - 04/11/1988	E. F. HUTTON & COMPANY INC	CRD# 235	
B	05/18/1977 - 09/12/1981	JOHN HANCOCK DISTRIBUTORS, INC.	CRD# 468	
B	05/18/1977 - 08/26/1981	JOHN HANCOCK MUTUAL LIFE INSURANCE COMPANY	CRD# 5181	

#### 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
09/2011 - Present	Cornerstone Financial Services, Inc.	Registered Representative	Y	Greenfield, IN, United States



## Registration & Employment History



### 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.

Cornerstone Advisory LLC, RIA, Investment Advisor, since 2/2018, same address, 40 hours a week.



## 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

**Reporting Source:** Regulator  
**Regulatory Action Initiated By:** NYSE DIVISION OF ENFORCEMENT

**Sanction(s) Sought:**

**Other Sanction(s) Sought:**

**Date Initiated:** 04/22/1997

**Docket/Case Number:** HPD 97-68

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

**Product Type:**

**Other Product Type(s):**

**Allegations:** \*\*4/22/97\*\* STIPULATION AND CONSENT TO PENALTY FILED BY DIVISION OF ENFORCEMENT AND PENDING. CONSENTED TO FINDINGS: KLINK - WITHOUT ADMITTING OR DENYING GUILT, KLINK CONSENTS TO: A. FINDING BY THE HEARING PANEL THAT BETWEEN 1992 AND 1994 HE: 1. ENGAGED IN CONDUCT INCONSISTENT WITH JUST AND EQUITABLE PRINCIPLES OF TRADE IN THAT HE: (a) CERTIFIED TO HIS MEMBER FIRM EMPLOYER THAT CUSTOMERS WERE ENTITLED TO WAIVERS OF DEFERRED SALES CHARGES FOR MUTUAL FUNDS, TO WHICH THEY WERE NOT ENTITLED, AND FAILED TO PAY FOR SALES CHARGES; AND (b) ENGAGED



IN MUTUAL FUND SWITCHING FOR CUSTOMERS SOLELY TO GENERATE INTERNAL COMMISSIONS FROM MUTUAL FUNDS. 2. CAUSED VIOLATIONS OF EXCHANGE RULE 440 AND SEC RULE 17a-3 BY SUBMITTING FALSE INFORMATION AS TO MUTUAL FUND REDEMPTIONS FOR CUSTOMERS.

**Current Status:** Final  
**Resolution:** Stipulation and Consent  
**Resolution Date:** 08/01/1997  
**Sanctions Ordered:** Bar  
Censure  
Monetary/Fine \$10,000.00

**Other Sanctions Ordered:**

**Sanction Details:** \*\*6/9/97\*\* DECISION 97-68 KLINK ISSUED BY NYSE HEARING PANEL. KLINK: CERTIFIED THAT CUSTOMERS WERE ENTITLED TO WAIVERS OF DEFERRED SALES CHAGES FOR MUTUAL FUNDS, TO WHICH THEY WERE NOT ENTITLED, AND FAILED TO PAY SUCH CHARGES; ENGAGED IN MUTUAL FUND SWITCHING FOR CUSTOMERS SOLELY TO GENERATE INTERNAL COMMISSIONS; CAUSED VIOLATIONS OF EXCHANGE RULE 440 AND SEC RULE 17a-3 BY SUBMITTING FALS INFORMATION AS TO CUSTOMER MUTUAL FUND REDEMPTIONS -- CONSENT TO CENSURE, SIX MONTHS BAR, AND \$10,000 FINE.

**Regulator Statement** THE DECISION IS NOW FINAL AND EFFECTIVE AUGUST 1, 1997. CONTACT: PEGGY L. GERMINO AT (212) 656-8450 (212) 656-8450

**Reporting Source:** Firm  
**Regulatory Action Initiated By:** NEW YORK STOCK EXCHANGE, INC.

**Sanction(s) Sought:**  
**Other Sanction(s) Sought:**

**Date Initiated:** 04/22/1997  
**Docket/Case Number:** HPD 97-68

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

**Product Type:**  
**Other Product Type(s):**

**Allegations:** THE NYSE IS INVESTIGATING THE POSSIBILITY THAT MR. KLINK VIOLATED NYSE RULES BY OBTAINING NUMEROUS COMMISSIONS TO WHICH HE WAS NOT RIGHTFULLY ENTITLED THROUGH THE SALE AND SUBSEQUENT REPURCHASE OF MUTUAL FUNDS.

**Current Status:** Final  
**Resolution:** Stipulation and Consent



**Resolution Date:** 08/01/1997

**Sanctions Ordered:** Bar  
Censure  
Monetary/Fine \$10,000.00

**Other Sanctions Ordered:**

**Sanction Details:** ENTERED INTO STIPULATION OF FACTS AND CONSENT TO PENALTY FOR ALLEGED VIOLATION OF NYSE RULES. CONSENTED TO CENTURE, SIX MONTHS SUSPENSION FROM TH THE INDUSTRY AND A FINE OF \$10,000.

**Firm Statement** N/A

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**Reporting Source:** Individual

**Regulatory Action Initiated By:** NEW YORK STOCK EXCHANGE

**Sanction(s) Sought:**

**Other Sanction(s) Sought:**

**Date Initiated:** 04/22/1997

**Docket/Case Number:** HPD 97-68

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

**Product Type:** Mutual Fund(s)

**Other Product Type(s):**

**Allegations:** THE NYSE IS INVESTIGATING THE POSSIBILITY THAT MR KLINK VIOLATED NYSE RULES BY OBTAINING NUMEROUS COMMISSIONS TO WHICH HE WAS NOT RIGHT-FULLY ENTITLED THROUGH THE SALE AND SUBSEQUENT REPURCHASE OF MUTUAL FUNDS.

**Current Status:** Final

**Resolution:** Stipulation and Consent

**Resolution Date:** 08/01/1997

**Sanctions Ordered:** Bar  
Censure  
Monetary/Fine \$10,000.00

**Other Sanctions Ordered:**

**Sanction Details:** ENTERED INTO STIPULATION OF FACTS AND CONSENT TO PENALTY FOR ALLEGED VIOLATION OF NYSE RULES. CONSENTED TO CENSURE. SIX MONTHS SUSPENSION FROM THE INDUSTRY AND A FINE OF \$10,000.00.

**Broker Statement** WHEN SMITH BARNEY PURCHASED SHEARSON LEHMAN THERE WERE CHANGES IN THE POLICY OF DEBITING THE AE`S COMMISSIONS UPON THE AE`S REQUEST AS OPPOSED TO HAVING THE CLIENT PAY THE CDSC. THE AE COULD STATE THAT THE CLIENT WAS 59 1/2 DISABLED OR DEAD AND THE CHARGE WOULD BE DEBITED TO THE AE`S COMMISSIONS. I, AS WELL AS MY OFFICE MANAGER AND COMPLIANCE MANAGER WERE



ALL  
INFORMED AT THE TIME THE FIRM SAID I WAS IN VIOLATION. THE NEW  
POLICY HAD THE FIRM ABSORBING THE CHARGE BOOKS. I HAD ALWAYS  
ASSUMED I WOULD PAY THOSE CHARGES PRIOR TO THE DISCOVERY OF  
THE  
POLICY CHANGE. I HAD MENTIONED TO THE OFFICE MANAGER THAT I  
WAS  
EXPECTING THE CHARGE BOOKS LATER HE TOLD ME HE DID RECALL THE  
COMMENT, BUT DENIED THE COMMENT TO THE NYSE.



## 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:** Individual

**Firm Name:** SALOMON SMITH BARNEY

**Termination Type:** Voluntary Resignation

**Termination Date:** 10/14/1994

**Allegations:** INTERNAL REVIEW OF SAME DAY SALE AND REPURCHASE OF CERTAIN IN-HOUSE 12B-1 MUTUAL FUNDS IN CLIENT ACCOUNT SERVICED BY DEAN KLINK AND [THIRD PARTY] REVIEW ALSO INCLUDES MUTUAL FUND POSITIONS HELD ON A SHORT TERM BASIS

**Product Type:** Mutual Fund(s)

**Other Product Types:**

**Broker Statement** PRECEEDING MY DEPARTURE FROM SALOMON SMITH BARNEY MY PREVIOUS EMPLOYER, SHEARSON LEHMAN WAS PURCHASED BY SMITH BARNEY. MUTUAL FUNDS OPERATED BY SHEARSON WERE MERGED INTO THE SMITH BARNEY FUNDS. LIQUIDATION RULES AND COMMISSION CHARGEBACK PROCEDURES WERE CHANGED BUT NEVER GIVEN TO ME OR MY BRANCH MANAGER. NOT KNOWING THESE NEW PROCEDURES PUT THE FOREGOING OF CDSC FEES AND CHARGEBACKS AS VERY NEGATIVE TO MY SITUATION



## End of Report

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