

## BrokerCheck Report

**RAYMOND WALTER STERNBERG**

CRD# 1016311

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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.

## About BrokerCheck®



BrokerCheck offers information on all current, and many former, registered securities brokers, and all current and former registered securities firms. FINRA strongly encourages investors to use BrokerCheck to check the background of securities brokers and brokerage firms before deciding to conduct, or continue to conduct, business with them.

- **What is included in a BrokerCheck report?**

- BrokerCheck reports for individual brokers include information such as employment history, professional qualifications, disciplinary actions, criminal convictions, civil judgments and arbitration awards. BrokerCheck reports for brokerage firms include information on a firm's profile, history, and operations, as well as many of the same disclosure events mentioned above.
- Please note that the information contained in a BrokerCheck 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 broker or brokerage firm, or concluded through a negotiated settlement with no admission or finding of wrongdoing.

- **Where did this information come from?**

- The information contained in BrokerCheck comes from FINRA's Central Registration Depository, or CRD® and is a combination of:
  - information FINRA and/or the Securities and Exchange Commission (SEC) require brokers and brokerage firms to submit as part of the registration and licensing process, and
  - information that regulators report regarding disciplinary actions or allegations against firms or brokers.

- **How current is this information?**

- Generally, active brokerage firms and brokers are required to update their professional and disciplinary information in CRD within 30 days. Under most circumstances, information reported by brokerage firms, brokers and regulators is available in BrokerCheck the next business day.

- **What if I want to check the background of an investment adviser firm or investment adviser representative?**

- To check the background of an investment adviser firm or representative, you can search for the firm or individual in BrokerCheck. If your search is successful, click on the link provided to view the available licensing and registration information in the SEC's Investment Adviser Public Disclosure (IAPD) website at <https://www.adviserinfo.sec.gov>. In the alternative, you may search the IAPD website directly or contact your state securities regulator at <http://www.finra.org/Investors/ToolsCalculators/BrokerCheck/P455414>.

- **Are there other resources I can use to check the background of investment professionals?**

- FINRA recommends that you learn as much as possible about an investment professional before deciding to work with them. Your state securities regulator can help you research brokers and investment adviser representatives doing business in your state.

**Thank you for using FINRA BrokerCheck.**



Using this site/information means that you accept the FINRA BrokerCheck Terms and Conditions. A complete list of Terms and Conditions can be found at [brokercheck.finra.org](http://brokercheck.finra.org)



For additional information about the contents of this report, please refer to the User Guidance or [www.finra.org/brokercheck](http://www.finra.org/brokercheck). It provides a glossary of terms and a list of frequently asked questions, as well as additional resources. For more information about FINRA, visit [www.finra.org](http://www.finra.org).

**RAYMOND W. STERNBERG**

CRD# 1016311

**Currently employed by and registered with the following Firm(s):**

**IA OSAIC WEALTH, INC.**  
 3454 OAK ALLEY CT  
 SUITE 402  
 TOLEDO, OH 43606  
 CRD# 23131  
 Registered with this firm since: 11/02/2018

**B OSAIC WEALTH, INC.**  
 3454 OAK ALLEY CT  
 SUITE 402  
 TOLEDO, OH 43606  
 CRD# 23131  
 Registered with this firm since: 11/02/2018

**Report Summary for this Broker**

This report summary provides an overview of the broker's professional background and conduct. Additional information can be found in the detailed report.

**Broker Qualifications****This broker is registered with:**

- 1 Self-Regulatory Organization
- 13 U.S. states and territories

**This broker has passed:**

- 0 Principal/Supervisory Exams
- 2 General Industry/Product Exams
- 2 State Securities Law Exams

**Registration History****This broker was previously registered with the following securities firm(s):**

- IA SIGNATOR INVESTORS, INC.**  
 CRD# 468  
 BOSTON, MA  
 04/2017 - 11/2018
- B SIGNATOR INVESTORS, INC.**  
 CRD# 468  
 MAUMEE, OH  
 11/1981 - 11/2018
- B JOHN HANCOCK MUTUAL LIFE INSURANCE COMPANY**  
 CRD# 5181  
 BOSTON, MA  
 11/1981 - 05/1997

**Disclosure Events**

All individuals registered to sell securities or provide investment advice are required to disclose customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings, and criminal or civil judicial proceedings.

Are there events disclosed about this broker? **Yes**

**The following types of disclosures have been reported:**

Type	Count
Customer Dispute	1



## Broker Qualifications

### Registrations

This section provides the self-regulatory organizations (SROs) and U.S. states/territories the broker is currently registered and licensed with, the category of each license, and the date on which it became effective. This section also provides, for every brokerage firm with which the broker is currently employed, the address of each branch where the broker works.

**This individual is currently registered with 1 SRO and is licensed in 13 U.S. states and territories through his or her employer.**

### Employment 1 of 1

Firm Name: **OSAIC WEALTH, INC.**  
 Main Office Address: **18700 N. HAYDEN ROAD  
 SUITE 255  
 SCOTTSDALE, AZ 85255**  
 Firm CRD#: **23131**

SRO	Category	Status	Date
<b>B</b> FINRA	Invest. Co and Variable Contracts	Approved	11/02/2018

U.S. State/ Territory	Category	Status	Date
<b>B</b> Arizona	Agent	Approved	11/02/2018
<b>B</b> Florida	Agent	Approved	11/02/2018
<b>B</b> Illinois	Agent	Approved	01/04/2022
<b>B</b> Indiana	Agent	Approved	11/02/2018
<b>B</b> Kentucky	Agent	Approved	01/04/2022
<b>B</b> Maryland	Agent	Approved	03/24/2023
<b>B</b> Michigan	Agent	Approved	11/02/2018
<b>B</b> New York	Agent	Approved	02/19/2021
<b>B</b> Ohio	Agent	Approved	11/02/2018
<b>IA</b> Ohio	Investment Adviser Representative	Approved	11/02/2018
<b>B</b> Tennessee	Agent	Approved	11/02/2018
<b>B</b> Texas	Agent	Approved	08/16/2021



Broker Qualifications

Employment 1 of 1, continued

	U.S. State/ Territory	Category	Status	Date
IA	Texas	Investment Adviser Representative	Restricted Approval	07/12/2023
B	Utah	Agent	Approved	01/05/2021
B	Virginia	Agent	Approved	03/04/2020

Branch Office Locations

OSAIC WEALTH, INC.  
3454 OAK ALLEY CT  
SUITE 402  
TOLEDO, OH 43606

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## Broker Qualifications

### Industry Exams this Broker has Passed

This section includes all securities industry exams that the broker has passed. Under limited circumstances, a broker may attain a registration after receiving an exam waiver based on exams the broker has passed and/or qualifying work experience. Any exam waivers that the broker has received are not included below. A passed exam or exam waiver does not permit a broker to do business without an active SRO or state registration.

**This individual has passed 0 principal/supervisory exams, 2 general industry/product exams, and 2 state securities law exams.**

### Principal/Supervisory Exams

Exam	Category	Date
No information reported.		

### General Industry/Product Exams

Exam	Category	Date
<b>B</b> Securities Industry Essentials Examination	SIE	10/01/2018
<b>B</b> Investment Company Products/Variable Contracts Representative Examination	Series 6	11/13/1981

### State Securities Law Exams

Exam	Category	Date
<b>IA</b> Uniform Investment Adviser Law Examination	Series 65	07/16/2001
<b>B</b> Uniform Securities Agent State Law Examination	Series 63	12/07/1993

Additional information about the above exams or other exams FINRA administers to brokers and other securities professionals can be found at [www.finra.org/brokerqualifications/registeredrep/](http://www.finra.org/brokerqualifications/registeredrep/).

## Broker Qualifications



## Professional Designations

This section details that the representative has reported **0** professional designation(s).

No information reported.



## Registration and Employment History

### Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
<b>IA</b> 04/2017 - 11/2018	SIGNATOR INVESTORS, INC.	468	MAUMEE, OH
<b>B</b> 11/1981 - 11/2018	SIGNATOR INVESTORS, INC.	468	MAUMEE, OH
<b>B</b> 11/1981 - 05/1997	JOHN HANCOCK MUTUAL LIFE INSURANCE COMPANY	5181	BOSTON, MA

### Employment History

This section provides up to 10 years of an individual broker's employment history as reported by the individual broker on the most recently filed Form U4.

**Please note that the broker is required to provide this information only while registered with FINRA or a national securities exchange and the information is not updated via Form U4 after the broker ceases to be registered. Therefore, an employment end date of "Present" may not reflect the broker's current employment status.**

Employment	Employer Name	Position	Investment Related	Employer Location
11/2018 - Present	ROYAL ALLIANCE ASSOCIATES, INC.	REGISTERED REP	Y	MAUMEE, OH, United States
09/1981 - 11/2018	SIGNATOR INVESTORS, INC.	OTHER - UNKNOWN	Y	BOSTON, MA, United States
01/1979 - 11/2018	JOHN HANCOCK MUTUAL LIFE INSURANCE	OTHER - STAFF MANAGER	N	TOLEDO, OH, United States

### Other Business Activities

This section includes information, if any, as provided by the broker regarding other business activities the broker 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. VANTAGEPOINTE FINANCIAL GROUP

POSITION: Investment Advisor Representative NATURE: Insurance Agency INVESTMENT RELATED: Yes NUMBER OF HOURS: 5

SECURITIES TRADING HOURS: 2 START DATE: 02/01/1979

ADDRESS: 3454 Oak Alley Ct., Suite 402, Toledo OH 43606, United States

DESCRIPTION: Sale of life insurance.



## Disclosure Events



### What you should know about reported disclosure events:

1. All individuals registered to sell securities or provide investment advice are required to disclose customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings, and criminal or civil judicial proceedings.
2. **Certain thresholds must be met before an event is reported to CRD, for example:**
  - A law enforcement agency must file formal charges before a broker is required to disclose a particular criminal event.
  - A customer dispute must involve allegations that a broker engaged in activity that violates certain rules or conduct governing the industry and that the activity resulted in damages of at least \$5,000.
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3. **Disclosure events in BrokerCheck reports come from different sources:**
  - As mentioned at the beginning of this report, information contained in BrokerCheck comes from brokers, brokerage 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 BrokerCheck report. The different versions will be separated by a solid line with the reporting source labeled.
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4. **There are different statuses and dispositions for disclosure events:**
  - A disclosure event may have a status of *pending*, *on appeal*, or *final*.
    - A "pending" event involves allegations that have not been proven or formally adjudicated.
    - An event that is "on appeal" involves allegations that have been adjudicated but are currently being appealed.
    - A "final" event has been concluded and its resolution is not subject to change.
  - A final 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 involves an agreement by the parties to resolve the matter. Please note that brokers and brokerage firms may choose to settle customer disputes or regulatory matters for business or other reasons.
    - A "resolved" matter usually involves no payment to the customer and no finding of wrongdoing on the part of the individual broker. Such matters generally involve customer disputes.

For your convenience, below is a matrix of the number and status of disclosure events involving this broker. Further information regarding these events can be found in the subsequent pages of this report. You also may wish to contact the broker to obtain further information regarding these events.

	Pending	Final	On Appeal
Customer Dispute	0	1	N/A



## Disclosure Event Details

When evaluating this information, please keep in mind that a disclosure event may be pending or involve allegations that are contested and have not been resolved or proven. The matter may, in the end, be withdrawn, dismissed, resolved in favor of the broker, or concluded through a negotiated settlement for certain business reasons (e.g., to maintain customer relationships or to limit the litigation costs associated with disputing the allegations) with no admission or finding of wrongdoing.

This report provides the information exactly as it was reported to CRD and therefore some of the specific data fields contained in the report may be blank if the information was not provided to CRD.

### Customer Dispute - Settled

This type of disclosure event involves a consumer-initiated, investment-related complaint, arbitration proceeding or civil suit containing allegations of sale practice violations against the broker that resulted in a monetary settlement to the customer.

#### Disclosure 1 of 1

**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** JOHN HANCOCK VARIABLE LIFE

**Allegations:** CLIENT BELIEVES THAT THE DIVIDENDS FROM HIS OLDER POLICY WERE NEVER ENOUGH TO PAY THE PREMIUM ON THE NEW POLICY BASED ON THE ILLUSTRATION USED AT TIME OF SALE.

IN AUG, 21, 1992, DURING A REVIEW OF THE INSURED'S POLICY [BAN], I MADE A RECOMMENDATION TO PURCHASE A \$50,000 FLEXIBLE VARIABLE POLICY USING D DIVIDEND VALUE TO PAY THE NEW PREMIUM OVER A THREE YEAR PERIOD. AUG 21, 1992 [CUSTOMER] ENDORSED A CHECK TO PAY THE FIRST PREMIUM. AUG 19, 1993 WE MADE THE SECOND PAYMENT OF \$2,500.00 TO THE NEW POLICY. AUG. 4, 1994 THE THIRD PAYMENT OF \$1,000.00 WAS MADE TO THE FLEXIBLE VARIABLE. I REVIEWED BOTH POLICIES AND ASSURED [CUSTOMER] THAT EVERYTHING WAS GOING AS SCHEDULED. AUG. 10, 2000 REVIEWED POLICIES WITH [CUSTOMER] (NO NOTES AS TO WHAT WAS DISCUSSED). DEC. 2, 2003 HAD A CHECK FROM "D" DIVIDENDS FROM POLICY [BAN] SENT TO THE POLICYHOLDER TO PAY THE OUTSTANDING LOAN AND INTEREST ON THE FLEXIBLE VARIABLE. I PICKED UP THE CHECK FROM [CUSTOMER] ON DEC. 15, 2003. SEPT. 25, 2006 SENT A CHECK FOR \$750.00 TO [CUSTOMER] TO PAY THE PREMIUM ON THE FLEXIBLE VARIABLE. MAR. 5, 2007 I MET WITH [CUSTOMER] AND HIS WIFE [SPOUSE], OVER THEIR CONCERN ON THE CASH VALUE AND DEATH BENEFITS OF THE TWO POLICIES. I TOLD THEM I WOULD GET INFORMATION AND ENFORCE ILLUSTRATIONS ON BOTH POLICIES AND MEET WITH THEM AGAIN TO DISCUSS THE SITUATION.



APRIL 30, 2007 I MET WITH [CUSTOMER] AND [SPOUSE] TO GO OVER THE POLICY INFORMATION AND INFORCE ILLUSTRATIONS. [CUSTOMER] FELT THE INTEREST PROJECTIONS USED IN THE ORIGINAL SALE WAS NOT REASONABLE. HE ALSO WANTED TO SEE AN ILLUSTRATION AT A LOWER PROJECTED INTERST RATE. HE FELT HE WAS MISLED AND THAT HE WOULD LOSE THE COVERAGE IF SOMETHING WAS NOT CORRECTED. AT THAT POINT I TOLD HIM I WOULD PROVIDE A CUSTOMER COMPLAINT FORM. MAY 11, 2007 I DELIVERED THE COMPLAINT FORM AS WELL AS AN INFORCE ILLUSTRATION SHOWING A CURRENT AND FUTURE PROJECTION.

**Product Type:** Insurance

**Alleged Damages:** \$0.00

### **Customer Complaint Information**

**Date Complaint Received:** 07/17/2007

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 01/23/2008

**Settlement Amount:** \$4,229.92

**Individual Contribution Amount:** \$0.00

## End of Report



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