

BrokerCheck Report

THOMAS PRESTON FALTER

CRD# 1154956

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Broker Qualifications	2 - 3
Registration and Employment History	5 - 6
Disclosure Events	7



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



For additional information about the contents of this report, please refer to the User Guidance or 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.

THOMAS P. FALTER

CRD# 1154956

This broker is not currently registered.

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 not currently registered.

This broker has passed:

- 1 Principal/Supervisory Exam
- 3 General Industry/Product Exams
- 2 State Securities Law Exams

Registration History

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

- B** **PINNACLE INVESTMENTS, LLC**
CRD# 142910
EAST SYRACUSE, NY
03/2020 - 09/2020
- B** **PINNACLE INVESTMENTS, LLC**
CRD# 142910
NEW CUMBERLAND, WV
06/2019 - 08/2019
- B** **ESSEX SECURITIES LLC**
CRD# 46605
New Cumberland, WV
10/2016 - 07/2019

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
Regulatory Event	1

Investment Adviser Representative Information

The information below represents the individual's record as a broker. For details on this individual's record as an investment adviser representative, visit the SEC's Investment Adviser Public Disclosure website at

<https://www.adviserinfo.sec.gov>

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 broker is not currently registered.



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 1 principal/supervisory exam, 3 general industry/product exams, and 2 state securities law exams.

Principal/Supervisory Exams

Exam	Category	Date
B Investment Company Products/Variable Contracts Principal Examination	Series 26	03/31/2000

General Industry/Product Exams

Exam	Category	Date
B Securities Industry Essentials Examination	SIE	10/01/2018
B Corporate Securities Limited Representative Examination	Series 62	09/07/2000
B Investment Company Products/Variable Contracts Representative Examination	Series 6	07/20/1983

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination	Series 65	09/15/1998
B Uniform Securities Agent State Law Examination	Series 63	07/18/1983

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/.

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 03/2020 - 09/2020	PINNACLE INVESTMENTS, LLC	142910	EAST SYRACUSE, NY
B 06/2019 - 08/2019	PINNACLE INVESTMENTS, LLC	142910	NEW CUMBERLAND, WV
B 10/2016 - 07/2019	ESSEX SECURITIES LLC	46605	New Cumberland, WV
B 10/2016 - 11/2016	CETERA ADVISORS LLC	10299	NEW CUMBERLAND, WV
B 01/1997 - 10/2016	INVESTORS CAPITAL CORP.	30613	NEW CUMBERLAND, WV
B 06/1996 - 12/1996	WALNUT STREET SECURITIES, INC.	15840	EL SEGUNDO, CA
B 01/1996 - 06/1996	NORTH AMERICAN MANAGEMENT, INC.	624	SIOUX FALLS, SD
B 09/1995 - 01/1996	WMA SECURITIES, INC.	32625	DULUTH, GA
B 03/1992 - 09/1995	NORTH AMERICAN MANAGEMENT, INC.	624	SIOUX FALLS, SD
B 07/1983 - 05/1991	FIRST AMERICAN NATIONAL SECURITIES, INC.	10111	DULUTH, GA

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
08/2019 - Present	Sound Income Strategies LLC	Investment Advisory Representative	Y	FT LAUDERDALE, FL, United States
09/1981 - Present	North American Financial	Owner/Insurance Agent	Y	Weirton, WV, United States
03/2020 - 09/2020	PINNACLE INVESTMENTS, LLC	REGISTERED REPRESENTATIVE	Y	507 PLUM STREET, SUITE 120, NY, United States
06/2019 - 09/2019	Pinnacle Investments, LLC	REGISTERED REPRESENTATIVE	Y	Mansfield, MA, United States



Registration and Employment History

Employment History, continued

Employment	Employer Name	Position	Investment Related	Employer Location
10/2016 - 06/2019	ESSEX SECURITIES	REGISTERED REPRESENTATIVE	Y	MANSFIELD, MA, United States
10/2016 - 11/2016	CETERA ADVISORS LLC	REGISTERED REP/IAR	Y	DENVER, CO, United States
01/1997 - 10/2016	INVESTORS CAPITAL CORP.	NOT PROVIDED	Y	GREENVILLE, NC, 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.NORTH AMERICAN FINANCIAL: OWNER - FIXED INSURANCE WITH VARIOUS COMPANIES,
ADDRESS: SAME AS REGISTERED LOCATION, START DATE: 9/1981, aPPROXIMATELY 50% OF BUSINESS HOURS
2.NORTH AMERICAN SPORTING, -OWNER - NON-INVESTMENT RELATED: NATURE OF BUSINESS: FEDERAL FIRE ARMS LICENSE/
CONCEALED CARRY CLASSES/ HOME DEFENSE, START DATE: 7/1978, NO BUSINESS HOURS. BRIEF DESCRIPTION OF DUTIES:
TEACH CONCEALED CARRY, LICENSED TO SELL FIRE ARMS.

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.
 -
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
Regulatory Event	0	1	0



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.

Regulatory - Final

This type of disclosure event may involve (1) a final, formal proceeding initiated by a regulatory authority (e.g., a state securities agency, self-regulatory organization, federal regulatory such as the Securities and Exchange Commission, foreign financial regulatory body) for a violation of investment-related rules or regulations; or (2) a revocation or suspension of a broker's authority to act as an attorney, accountant, or federal contractor.

Disclosure 1 of 1

Reporting Source:	Broker
Regulatory Action Initiated By:	State of Ohio
Sanction(s) Sought:	Other: Surrender of license for a period of 5 years
Date Initiated:	04/08/2022
Docket/Case Number:	not provided
Employing firm when activity occurred which led to the regulatory action:	Sound Income Strategies LLC
Product Type:	Annuity-Fixed Insurance
Allegations:	The State alledged that Mr. Falter failed to complete replacement forms upon issue of a replacement policy.
Current Status:	Final
Resolution:	Acceptance, Waiver & Consent(AWC)



Does the order constitute a final order based on violations of any laws or regulations that prohibit fraudulent, manipulative, or deceptive conduct?	Yes
Resolution Date:	09/22/2022
Sanctions Ordered:	Suspension Other: Ordered to surrender his license for a period of 5 years.
Sanction 1 of 1	
Sanction Type:	Suspension
Capacities Affected:	Surrender Insurance License
Duration:	5 years
Start Date:	09/22/2022
End Date:	09/22/2027
Broker Statement	<p>This was in the best interest of the client. The client involved is happy and the exchange was to the betterment of the client. The client did not lose any money on the transaction and increased his income.</p> <p>Mr. Falter voluntarily surrendered his license based on financial reasons.</p>

End of Report



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