

BrokerCheck Report

JAMES GRAY SPENCER IV

CRD# 1741514

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Broker Qualifications	2 - 4
Registration and Employment History	6 - 7
Disclosure Events	8



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:
 - o 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
 - o 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.

**JAMES G. SPENCER IV**

CRD# 1741514

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

IA RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC
 4429 BONNEY ROAD
 SUITE 100
 VIRGINIA BEACH, VA 23462
 CRD# 149018
 Registered with this firm since: 06/29/2018

B RAYMOND JAMES FINANCIAL SERVICES, INC.
 4429 BONNEY ROAD
 VIRGINIA BEACH, VA 23462
 CRD# 6694
 Registered with this firm since: 06/29/2018

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
- 1 U.S. state or territory

This broker has passed:

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

Registration History

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

- B P.J. ROBB VARIABLE CORPORATION**
 CRD# 38339
 MEMPHIS, TN
 10/2014 - 06/2018
- B BB&T INVESTMENT SERVICES, INC.**
 CRD# 33856
 NORFOLK, VA
 01/2009 - 09/2014
- IA BB&T INVESTMENT SERVICES, INC.**
 CRD# 33856
 CHARLOTTE, NC
 01/2009 - 09/2014

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
Bond	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 1 U.S. state or territory through his or her employer.

Employment 1 of 2

Firm Name: **RAYMOND JAMES FINANCIAL SERVICES ADVISORS, INC**
 Main Office Address: **880 CARILLON PARKWAY
 SAINT PETERSBURG, FL 33716**
 Firm CRD#: **149018**

	U.S. State/ Territory	Category	Status	Date
IA	Virginia	Investment Adviser Representative	Approved	06/29/2018

Branch Office Locations

4429 BONNEY ROAD
 SUITE 100
 VIRGINIA BEACH, VA 23462

Employment 2 of 2

Firm Name: **RAYMOND JAMES FINANCIAL SERVICES, INC.**
 Main Office Address: **880 CARILLON PARKWAY
 ST. PETERSBURG, FL 33716**
 Firm CRD#: **6694**

	SRO	Category	Status	Date
B	FINRA	General Securities Representative	Approved	06/29/2018
B	FINRA	Invest. Co and Variable Contracts	Approved	06/29/2018
B	FINRA	Investment Co./Variable Contracts Prin	Approved	06/29/2018

Broker Qualifications



Employment 2 of 2, continued

U.S. State/ Territory		Category	Status	Date
B	Virginia	Agent	Approved	06/29/2018

Branch Office Locations

RAYMOND JAMES FINANCIAL SERVICES, INC.
4429 BONNEY ROAD
VIRGINIA BEACH, VA 23462



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 2 principal/supervisory exams, 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	11/11/2005
B General Securities Sales Supervisor Examination (Options Module & General Module)	Series 8	07/25/1997

General Industry/Product Exams

Exam	Category	Date
B Securities Industry Essentials Examination	SIE	10/01/2018
B General Securities Representative Examination	Series 7	05/07/1997
B Investment Company Products/Variable Contracts Representative Examination	Series 6	10/08/1987

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination	Series 65	03/31/2006
B Uniform Securities Agent State Law Examination	Series 63	12/07/1987

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 **1** professional designation(s).

Chartered Financial Consultant

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 and Employment History

Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
B 10/2014 - 06/2018	P.J. ROBB VARIABLE CORPORATION	38339	MEMPHIS, TN
B 01/2009 - 09/2014	BB&T INVESTMENT SERVICES, INC.	33856	NORFOLK, VA
IA 01/2009 - 09/2014	BB&T INVESTMENT SERVICES, INC.	33856	NORFOLK, VA
B 08/2008 - 12/2008	BB&T INVESTMENT SERVICES, INC.	33856	NORFOLK, VA
IA 08/2008 - 12/2008	BB&T INVESTMENT SERVICES, INC.	33856	NORFOLK, VA
IA 05/2006 - 04/2008	BI INVESTMENTS, LLC	125437	VIRGINIA BEACH, VA
B 05/2006 - 04/2008	BI INVESTMENTS, LLC	125437	VIRGINIA BEACH, VA
IA 04/2006 - 05/2006	SUNTRUST INVESTMENT SERVICES, INC.	17499	CHESAPEAKE, VA
B 09/2004 - 05/2006	SUNTRUST INVESTMENT SERVICES, INC.	17499	CHESAPEAKE, VA
B 01/2003 - 09/2004	SECURIAN FINANCIAL SERVICES, INC.	15296	ST. PAUL, MN
B 09/1996 - 01/2003	NORTHWESTERN MUTUAL INVESTMENT SERVICES, LLC	2881	MILWAUKEE, WI
B 09/1996 - 01/2002	ROBERT W. BAIRD & CO. INCORPORATED	8158	MILWAUKEE, WI
B 10/1987 - 07/1996	METLIFE SECURITIES INC.	14251	SPRINGFIELD, MA
B 10/1987 - 07/1996	METROPOLITAN LIFE INSURANCE COMPANY	4095	NEW YORK, NY

Employment History



Registration and Employment History

Employment History, continued

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
07/2018 - Present	Fulton Bank	Officer - Vice President, Other	Y	Virginia Beach, VA, United States
06/2018 - Present	RAYMOND JAMES FINANCIAL SERVICES ADVISORS INC.	INVESTMENT ADVISER REP	Y	VIRGINIA BEACH, VA, United States
06/2018 - Present	RAYMOND JAMES FINANCIAL SERVICES, INC	FINANCIAL ADVISOR	Y	VIRGINIA BEACH, VA, United States
05/2013 - Present	J&S MONARCH PROPERTIES, LLC.	PROPRIETOR/OWNER RENTAL PROPERTY	Y	VIRGINIA BEACH, VA, United States
04/2010 - Present	LEGENDARY SOFTBALL LLC	PROPRIETOR/OWNER	N	VIRGINIA BEACH, VA, United States
03/2019 - 12/2019	Snowshoe Bunnies, LLC	partner in rental real estate	Y	VIRGINIA BEACH, VA, United States
10/2014 - 06/2018	PJ ROBB VARIABLE CORP.	REGISTERED REPRESENTATIVE	Y	VIRGINIA BEACH, VA, United States
08/2014 - 06/2018	Crump Life Insurance Services dba BB&T Life Insurance Services	Insurance Specialist	Y	Charlotte, 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)Name of Business: J&S Monarch Properties, LLC Address: 801 Carolina Ave, Virginia Beach, VA, 23451, United States Activity Type: Rental Real Estate Position/Title: Borrower, Owner/Proprietor Investment Related: Yes Start Date: 05/06/2013 Hours per month devoted to this business: 2-10 Hours per month devoted to this business during trading hours: 0-1 Description of duties: Managing rental property with my spouse
(2)Name of Business: LEGENDARY SOFTBALL, LLC Address: 801 CAROLINA AVE, VIRGINIA BEACH, VA, 23451, United States Activity Type: Business Owner Position/Title: Owner/Proprietor Investment Related: No Start Date: 04/05/2010 Hours per month devoted to this business: 11-20 Hours per month devoted to this business during trading hours: 0-1 Description of duties: MANAGE CAMPS, CLINICS AND TOURNAMENTS FOR GIRLS FASTPITCH SOFTBALL. CONTROL OF CHECKING ACCOUNTS, EXPENSE DISBURSMENTS AND NORMAL BUSINESS ACTIVITY

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:**
 - o A law enforcement agency must file formal charges before a broker is required to disclose a particular criminal event.
 - o 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.
 - o
3. **Disclosure events in BrokerCheck reports come from different sources:**
 - o 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.
 - o
4. **There are different statuses and dispositions for disclosure events:**
 - o 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.
 - o 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
Bond	N/A	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.

Civil Bond

This type of disclosure event involves a civil bond for the broker that has been denied, paid, or revoked by a bonding company.

Disclosure 1 of 1

Reporting Source:	Broker
Policy Holder:	NORTHWESTERN MUTUAL
Bonding Company Name:	TRAVELERS CASUALTY & SURETY COMPANY
Disposition:	Payout
Disposition Date:	08/13/2002
Payout Amount:	\$1,000.00
Date Paid:	08/13/2002
Broker Statement	CUSTODIAL ACCOUNT SET UP FOR MINOR. I NOTIFIED THE COMM OF ACCOUNTS IN 1998 THAT THE AMOUNTS BEING PAID OUT WERE TOO HIGH. NOTHING WAS DONE UNTIL 2000. THE PARENTS FILED BANKRUPTCY, SO THE BOND COMPANY HAD NO RECOURSE AGAINST THEM. THE BOND COMPANY SUED THE ATTORNEY AND MYSELF-TO COLLECT UNDER MY E&O COVERAGE-EVEN THOUGH WE WERE NOT LISTED ON THE ORIGINAL BOND SECURING THE TRUST MONEY.

End of Report



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