

BrokerCheck Report

GARY NEIL KRIKORIAN

CRD# 1898737

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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



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.

**GARY N. KRIKORIAN**

CRD# 1898737

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

IA OSAIC WEALTH, INC.
 3001 WATERDAM PLAZA
 SUITE 180
 MCMURRAY, PA 15317
 CRD# 23131
 Registered with this firm since: 06/14/2024

B OSAIC WEALTH, INC.
 3001 WATERDAM PLAZA
 SUITE 180
 MCMURRAY, PA 15317
 CRD# 23131
 Registered with this firm since: 06/14/2024

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
- 29 U.S. states and territories

This broker has passed:

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

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

- IA SECURITIES AMERICA ADVISORS, INC.**
 CRD# 110518
 LA VISTA, NE
 11/2003 - 06/2024
- B SECURITIES AMERICA, INC.**
 CRD# 10205
 MCMURRAY, PA
 11/2003 - 06/2024
- IA VERAVEST INVESTMENT ADVISORS, INC.**
 CRD# 105796
 WORCESTER, MA
 04/1994 - 11/2003

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 | 4 |



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 29 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 | FINRA | Direct Participation Programs | Approved | 06/14/2024 |
| B | FINRA | General Securities Representative | Approved | 06/14/2024 |
| B | FINRA | Invest. Co and Variable Contracts | Approved | 06/14/2024 |

| | U.S. State/ Territory | Category | Status | Date |
|----|-----------------------|-----------------------------------|----------|------------|
| B | Alabama | Agent | Approved | 06/14/2024 |
| B | California | Agent | Approved | 06/14/2024 |
| B | Colorado | Agent | Approved | 06/14/2024 |
| B | Florida | Agent | Approved | 06/14/2024 |
| IA | Florida | Investment Adviser Representative | Approved | 09/25/2024 |
| B | Georgia | Agent | Approved | 06/14/2024 |
| B | Illinois | Agent | Approved | 06/14/2024 |
| B | Indiana | Agent | Approved | 06/14/2024 |
| B | Kansas | Agent | Approved | 06/14/2024 |
| B | Kentucky | Agent | Approved | 06/14/2024 |

Broker Qualifications



Employment 1 of 1, continued

| | U.S. State/ Territory | Category | Status | Date |
|----|-----------------------|-----------------------------------|---------------------|------------|
| B | Louisiana | Agent | Approved | 06/14/2024 |
| B | Maryland | Agent | Approved | 06/14/2024 |
| B | Massachusetts | Agent | Approved | 06/14/2024 |
| B | Missouri | Agent | Approved | 06/14/2024 |
| B | Nevada | Agent | Approved | 06/14/2024 |
| B | New Hampshire | Agent | Approved | 06/14/2024 |
| B | New Jersey | Agent | Approved | 06/14/2024 |
| B | New York | Agent | Approved | 06/14/2024 |
| B | North Carolina | Agent | Approved | 06/14/2024 |
| B | Ohio | Agent | Approved | 06/14/2024 |
| B | Oklahoma | Agent | Approved | 06/14/2024 |
| B | Pennsylvania | Agent | Approved | 06/14/2024 |
| IA | Pennsylvania | Investment Adviser Representative | Approved | 06/14/2024 |
| B | Rhode Island | Agent | Approved | 06/14/2024 |
| B | South Carolina | Agent | Approved | 06/14/2024 |
| B | Tennessee | Agent | Approved | 06/14/2024 |
| B | Texas | Agent | Approved | 06/14/2024 |
| IA | Texas | Investment Adviser Representative | Restricted Approval | 06/14/2024 |
| B | Virginia | Agent | Approved | 06/14/2024 |
| B | Washington | Agent | Approved | 06/14/2024 |
| B | West Virginia | Agent | Approved | 06/14/2024 |

Broker Qualifications



Employment 1 of 1, continued

| U.S. State/ Territory | | Category | Status | Date |
|-----------------------|---------|----------|----------|------------|
| B | Wyoming | Agent | Approved | 06/14/2024 |
| | | | | |

Branch Office Locations

OSAIC WEALTH, INC.
3001 WATERDAM PLAZA
SUITE 180
MCMURRAY, PA 15317



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, 4 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 Securities Industry Essentials Examination | SIE | 10/01/2018 |
| B General Securities Representative Examination | Series 7 | 08/09/2003 |
| B Direct Participation Programs Representative Examination | Series 22 | 06/12/1989 |
| B Investment Company Products/Variable Contracts Representative Examination | Series 6 | 12/02/1988 |

State Securities Law Exams

| Exam | Category | Date |
|---|-----------|------------|
| IA Uniform Investment Adviser Law Examination | Series 65 | 09/11/1995 |
| B Uniform Securities Agent State Law Examination | Series 63 | 12/22/1988 |

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).

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 and Employment History

Registration History

The broker previously was registered with the following firms:

| Registration Dates | Firm Name | CRD# | Branch Location |
|-----------------------------|------------------------------------|--------|-----------------|
| IA 11/2003 - 06/2024 | SECURITIES AMERICA ADVISORS, INC. | 110518 | MCMURRAY, PA |
| B 11/2003 - 06/2024 | SECURITIES AMERICA, INC. | 10205 | MCMURRAY, PA |
| IA 04/1994 - 11/2003 | VERAVEST INVESTMENT ADVISORS, INC. | 105796 | PITTSBURGH, PA |
| B 12/1988 - 11/2003 | VERAVEST INVESTMENTS, INC. | 3960 | WORCESTER, 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 |
|-------------------|-----------------------------------|-----------------------------------|--------------------|-----------------------------|
| 06/2024 - Present | OSAIC WEALTH, INC. | Mass Transfer | Y | MCMURRAY, PA, United States |
| 06/2024 - Present | OSAIC WEALTH, INC. | Mass Transfer | Y | MCMURRAY, PA, United States |
| 11/2003 - 06/2024 | SECURITIES AMERICA ADVISORS, INC. | INVESTMENT ADVISOR REPRESENTATIVE | Y | MCMURRAY, PA, United States |
| 11/2003 - 06/2024 | SECURITIES AMERICA, INC. | REGISTERED REPRESENTATIVE | Y | MCMURRAY, PA, 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.

***TNBC

POSITION: Representative NATURE: TERM LIFE INSURANCE SALES - AGENT - START DATE: 05/1989 - LOCATED AT 3001 WATERDAM PLAZA DRIVE, SUITE 180, MCMURRAY, PA 15317 - TIME SPENT: LESS THAN 1% INVESTMENT RELATED: Yes NUMBER OF HOURS: 1 SECURITIES TRADING HOURS: 1 START DATE: 05/01/1989

Registration and Employment History



Other Business Activities, continued

ADDRESS: 3001 WATERDAM PLAZA DR, SUITE 180, MCMURRAY PA 15317-5415, United States

DESCRIPTION: term life insurance sales

***SAA

POSITION: financial planner NATURE: SECURITIES AMERICA ADVISORS - INVESTMENT ADVISORY - IAR - START DATE: 02/2000 -

LOCATED AT 3001 WATERDAM PLAZA DRIVE, SUITE 180, MCMURRAY, PA 15317 INVESTMENT RELATED: Yes NUMBER OF HOURS: 112

SECURITIES TRADING HOURS: 112 START DATE: 02/01/2000

ADDRESS: 3001 WATERDAM PLAZA DR, SUITE 180, MCMURRAY PA 15317-5415, United States

DESCRIPTION: investment advisory services

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.
 -
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 | 4 | 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: | Firm |
| Employing firm when activities occurred which led to the complaint: | VERAVEST INVESTMENTS INC |
| Allegations: | CLIENT ALLEGES THAT THE INVESTMENTS WERE NOT SUITABLE FOR HIS PROFILE. |
| Product Type: | Annuity(ies) - Variable |
| Alleged Damages: | \$370,000.00 |

Customer Complaint Information

| | |
|--|-------------|
| Date Complaint Received: | 05/17/2004 |
| Complaint Pending? | No |
| Status: | Settled |
| Status Date: | 06/20/2005 |
| Settlement Amount: | \$25,000.00 |
| Individual Contribution Amount: | \$0.00 |

| | |
|--------------------------|--------|
| Reporting Source: | Broker |
|--------------------------|--------|



Employing firm when activities occurred which led to the complaint:

VERAVEST

Allegations:

CLIENT ALLEGES THAT THE INVESTMENT WERE NOT SUITABLE FOR HIS PROFILE.

Product Type:

Annuity(ies) - Variable

Alleged Damages:

\$370,000.00

Customer Complaint Information

Date Complaint Received:

05/17/2005

Complaint Pending?

No

Status:

Settled

Status Date:

06/20/2005

Settlement Amount:

\$25,000.00

Individual Contribution Amount:

\$0.00



Customer Dispute - Closed-No Action / Withdrawn / Dismissed / Denied

This type of disclosure event involves (1) a consumer-initiated, investment-related arbitration or civil suit containing allegations of sales practice violations against the individual broker that was dismissed, withdrawn, or denied; or (2) a consumer-initiated, investment-related written complaint containing allegations that the broker engaged in sales practice violations resulting in compensatory damages of at least \$5,000, forgery, theft, or misappropriation, or conversion of funds or securities, which was closed without action, withdrawn, or denied.

Disclosure 1 of 3

| | |
|--|---|
| Reporting Source: | Broker |
| Employing firm when activities occurred which led to the complaint: | VERAVEST INVESTMENTS INC. |
| Allegations: | CLAIMANT ALLEGES THAT THE ACCOUNT WAS INITIALLY INVESTED IN 6 SUB-ACCOUNTS, INCLUDING A FIXED POSITION. HOWEVER THEY ARE NOW ALLOCATED INTO 100% NON FIXED POSITIONS. THE CLIENTS DENY GIVING AUTHORITY TO MAKE THESE CHANGES. THEY HAVE REQUESTED A DETAILED ACCOUNTING OF THE CHANGES, WHEN AND HOW THEY WERE AUTHORIZED. |
| Product Type: | Annuity-Variable |
| Alleged Damages: | \$5,000.00 |
| Is this an oral complaint? | No |
| Is this a written complaint? | Yes |
| Is this an arbitration/CFTC reparation or civil litigation? | No |

Customer Complaint Information

| | |
|--|------------|
| Date Complaint Received: | 04/30/2009 |
| Complaint Pending? | No |
| Status: | Denied |
| Status Date: | 05/28/2009 |
| Settlement Amount: | |
| Individual Contribution Amount: | |

| | |
|-------------------------|--|
| Broker Statement | I DENY ALL CHARGES OF UNAUTHORIZED TRADING THAT THE CLIENTS ARE ALLEGING IN THEIR COMPLAINT. THE CLIENTS SIGNED PHONE TRADING/TRANSFER AUTHORIZATION FORMS WHEN THEY OPENED THEIR ACCOUNTS. THEY WERE AWARE THAT THEY WERE GOING TO BE |
|-------------------------|--|



INVESTED IN FIXED AND GROWTH ORIENTED INVESTMENTS BY WAY OF DOLLAR COST AVERAGING AND SUBSEQUENT DEPOSIT ALLOCATIONS TO FIXED AND VARIOUS GROWTH INVESTMENT SUB ACCOUNTS. THE CLIENTS SIGNED ANNUITY SYSTEMATIC WITHDRAWAL FORMS TO AUTHORIZE MONTHLY SYSTEMATIC WITHDRAWALS BE PROCESSED FROM EACH CONTRACT WITH A 100% OF THE WITHDRAWAL COMING OUT OF THEIR FIXED FUNDS. OVER SEVERAL YEARS, THAT DEPLETED THE MONEY IN THE FIXED PORTION OF THEIR SET INVESTMENT ALLOCATIONS. ALL ALONG, THE CLIENTS WERE RECEIVING MONTHLY AND QUARTERLY STATEMENTS SUMMARIZING ALL ACCOUNT ACTIVITIES.

Disclosure 2 of 3

Reporting Source: Firm

Employing firm when activities occurred which led to the complaint: VERAVEST INVESTMENTS INC

Allegations: COMPLAINT INCLUDES SUITABILITY AND DISCLOSURE ALLEGATIONS RELATING TO PURCHASES MADE IN 2002 AND 2003.

Product Type: Insurance

Other Product Type(s): VARIABLE ANNUITIES, MUTUAL FUNDS

Alleged Damages: \$0.00

Customer Complaint Information

Date Complaint Received: 11/30/2005

Complaint Pending? No

Status: Denied

Status Date: 12/08/2005

Settlement Amount:

Individual Contribution Amount:

Firm Statement CUSTOMERS DO NOT ALLEGE A SPECIFIC MONETARY DAMAGE. FIRM FOUND NO BASIS TO CUSTOMER'S ALLEGATIONS BASED ON REP'S STATEMENT AND CLIENT'S FILE.

Reporting Source: Broker



Employing firm when activities occurred which led to the complaint: SECURITIES AMERICA, INC.

Allegations: SUITABILITY ALLEGATIONS. LETTER REFERENCES BUSINESS RELATIONSHIP BEGINNING IN 1990. ALLEGATIONS REFERENCE 2002-2005.

Product Type: Annuity(ies) - Variable

Other Product Type(s): LETTER REFERENCES VARIABLE UNIVERSAL LIFE POLICY, VARIABLE ANNUITY AND MUTUAL FUND INVESTMENTS.

Alleged Damages:

Customer Complaint Information

Date Complaint Received: 10/21/2005

Complaint Pending? No

Status: Denied

Status Date: 12/08/2005

Settlement Amount:

Individual Contribution Amount:

Disclosure 3 of 3

Reporting Source: Firm

Employing firm when activities occurred which led to the complaint: ALLMERICA INVESTMENTS INC

Allegations: CLIENT ALLEGES THAT HE WANTED A SAFE INVESTMENT THAT WOULD PRODUCE \$800 PER MONTH IN INCOME. CLAIMS THAT THE AGENT PROMISED HIM 12-15% RETURN.

Product Type: Annuity(ies) - Variable

Alleged Damages: \$60,000.00

Customer Complaint Information

Date Complaint Received: 04/26/2004

Complaint Pending? No

Status: Denied



Status Date: 04/29/2004

Settlement Amount:

Individual Contribution Amount:

Firm Statement BASED ON THE FILE DOCUMENTATION, THERE WAS NO BASIS TO THE CLIENT'S ALLEGATIONS. RESPONDED TO NASD EXAM #E9A040318 WITH SAID INFORMATION.

Reporting Source: Broker

Employing firm when activities occurred which led to the complaint: VERA VEST INVESTMENTS, INC.

Allegations: ALLMERICA ADVANTAGE VA PURCHASED IN SEPTEMBER 1999. CLIENT ALLEGES ONE-HALF OF MONEY INVESTED HAS BEEN LOST. CLIENT COMPLAINT STATES CLIENT WAS TOLD HE WOULD MAKE 12-15% AND THAT THIS INVESTMENT WAS SAFER THAN STOCKS.

Product Type: Annuity(ies) - Variable

Alleged Damages: \$61,000.00

Customer Complaint Information

Date Complaint Received: 04/26/2004

Complaint Pending? No

Status: Denied

Status Date: 04/29/2004

Settlement Amount:

Individual Contribution Amount:

Broker Statement COMMENTS FROM REP. GARY KRIKORIAN: VERAVEST INVESTMENTS, INC. CEASED ALL RETAIL MARKETING ACTIVITIES AND TERMINATED ALL REGISTERED REPRESENTATIVE AGREEMENTS ON DECEMBER 19, 2003. IN NOVEMBER 2003, I LEFT VERAVEST AND BECAME A REGISTERED REPRESENTATIVE OF SECURITIES AMERICA, INC. DURING THIS TRANSITION, OUR SERVICING OF OUR CLIENTS DID NOT CHANGE. WE CAN BE REACHED AT THE SAME TELEPHONE NUMBER AND BUSINESS ADDRESS. MR. STEINSTRAW DID NOT CONTACT ME IN 2003 OR YEAR TO



DATE IN 2004. AT NO TIME DID I TELL MR. STEINSTRAW THAT HE WOULD GAIN 12 TO 15 PERCENT A YEAR WITH VERY LITTLE RISK. I DID TELL MR. STIENSTRAW THAT SEPARATE VARIABLE GROWTH ACCOUNTS THAT HOLD STOCKS DO FLUCTUATE IN VALUE, BUT IF HELD FOR LONGER PERIODS (I.E. 5,7,10 YRS OR LONGER), THEY TEND TO INCREASE IN VALUE. OVER THE LAST SEVENTY PLUS YEARS, STOCKS COMPOUNDED ANNUAL RATE OF RETURN HAS BEEN APPROXIMATELY TEN PERCENT (SOURCE: IBBOTSON ASSOC'S). LASTLY, MR. STIENSTRAW EXPRESSES CONCERN THAT HIS ANNUITY CONTRACT VALUE REMAINS AT \$59,000 YET HE FAILS TO ACCOUNT FOR THE FUNDS ALREADY DISTRIBUTED TO HIM THROUGH \$800 MONTHLY SYSTEMATIC REDEMPTIONS. PLEASE NOTE THAT MR. STIENSTRAW HAS RECEIVED \$40,800 (51 MONTHS & \$800) FROM THE CONTRACT OVER THE PAST 4 1/2 YEARS.

End of Report



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