

BrokerCheck Report

MICHAEL ANTHONY GANCI

CRD# 2020090

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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.

**MICHAEL A. GANCI**

CRD# 2020090

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

IA OSAIC WEALTH, INC.
 2475 HARLEM ROAD SOUTH SUITE
 CHEEKTOWAGA, NY 14225
 CRD# 23131
 Registered with this firm since: 06/14/2024

B OSAIC WEALTH, INC.
 2475 HARLEM ROAD SOUTH SUITE
 CHEEKTOWAGA, NY 14225
 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
- 26 U.S. states and territories

This broker has passed:

- 1 Principal/Supervisory Exam
- 2 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
 09/2020 - 06/2024
- B SECURITIES AMERICA, INC.**
 CRD# 10205
 CHEEKTOWAGA, NY
 09/2020 - 06/2024
- IA SSN ADVISORY, INC.**
 CRD# 126090
 KNOXVILLE, TN
 10/2018 - 09/2020

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 26 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	General Securities Principal	Approved	06/14/2024
B	FINRA	General Securities Representative	Approved	06/14/2024

	U.S. State/ Territory	Category	Status	Date
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	06/14/2024
B	Georgia	Agent	Approved	06/14/2024
B	Illinois	Agent	Approved	06/14/2024
B	Maine	Agent	Approved	06/14/2024
B	Maryland	Agent	Approved	06/14/2024
B	Massachusetts	Agent	Approved	06/09/2025
B	Michigan	Agent	Approved	06/14/2024
B	Minnesota	Agent	Approved	06/14/2024



Broker Qualifications

Employment 1 of 1, continued

	U.S. State/ Territory	Category	Status	Date
B	Nevada	Agent	Approved	06/14/2024
B	New Jersey	Agent	Approved	06/14/2024
B	New York	Agent	Approved	06/14/2024
IA	New York	Investment Adviser Representative	Approved	06/14/2024
B	North Carolina	Agent	Approved	06/14/2024
B	Ohio	Agent	Approved	06/14/2024
B	Oregon	Agent	Approved	06/14/2024
B	Pennsylvania	Agent	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	Utah	Agent	Approved	06/14/2024
B	Vermont	Agent	Approved	06/14/2024
B	Virginia	Agent	Approved	06/14/2024
B	Washington	Agent	Approved	06/14/2024
B	Wisconsin	Agent	Approved	06/14/2024

Branch Office Locations

OSAIC WEALTH, INC.
2475 HARLEM ROAD SOUTH SUITE

Broker Qualifications



Employment 1 of 1, continued

CHEEKTOWAGA, NY 14225



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

Principal/Supervisory Exams

Exam	Category	Date
B General Securities Principal Examination	Series 24	03/08/1994

General Industry/Product Exams

Exam	Category	Date
B Securities Industry Essentials Examination	SIE	10/01/2018
B General Securities Representative Examination	Series 7	01/20/1990

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination	Series 65	09/05/2003
B Uniform Securities Agent State Law Examination	Series 63	02/16/1990

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
IA 09/2020 - 06/2024	SECURITIES AMERICA ADVISORS, INC.	110518	CHEEKTOWAGA, NY
B 09/2020 - 06/2024	SECURITIES AMERICA, INC.	10205	CHEEKTOWAGA, NY
IA 10/2018 - 09/2020	SSN ADVISORY, INC.	126090	CHEEKTOWAGA, NY
B 08/1993 - 09/2020	SECURITIES SERVICE NETWORK, LLC	13318	CHEEKTOWAGA, NY
B 10/1991 - 09/1993	SECURITIES AMERICA, INC.	10205	LAVISTA, NE
B 01/1990 - 10/1991	AMERICAN EXPRESS FINANCIAL ADVISORS INC.	6363	MINNEAPOLIS, MN
B 01/1990 - 10/1991	IDS LIFE INSURANCE COMPANY	6321	MINNEAPOLIS, MN

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	CHEEKTOWAGA, NY, United States
06/2024 - Present	OSAIC WEALTH, INC.	Mass Transfer	Y	CHEEKTOWAGA, NY, United States
09/2020 - 06/2024	SECURITIES AMERICA ADVISORS, INC.	IAR	Y	CHEEKTOWAGA, NY, United States
09/2020 - 06/2024	SECURITIES AMERICA, INC.	REGISTERED REP	Y	CHEEKTOWAGA, NY, United States
09/2003 - 09/2020	SSN ADVISORY, INC.	INVESTMENT ADVISOR REPRESENTATIVE	Y	CHEEKTOWAGA, NY, United States



Registration and Employment History

Employment History, continued

Employment	Employer Name	Position	Investment Related	Employer Location
08/1993 - 09/2020	SECURITIES SERVICE NETWORK, INC.	REGISTERED REP	Y	CHEEKTOWAGA, NY, 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.

***MICHAEL A. GANCI

POSITION: Professional Income Tax preparer NATURE: Professional Income Tax Preparation INVESTMENT RELATED: No NUMBER OF HOURS: 480 SECURITIES TRADING HOURS: 20 START DATE: 01/01/2005 ADDRESS: 2475 Harlem Road, South Suite, Cheektowaga NY 14225 DESCRIPTION: Professionally provide Personal Income Tax Preparation services for nearly 700 clients.

***MICHAEL A. GANCI

POSITION: Rental property owner NATURE: Owner or (2) Rental properties INVESTMENT RELATED: No NUMBER OF HOURS: 5 SECURITIES TRADING HOURS: 0 START DATE: 11/01/2018 ADDRESS: 8281 Old Post Road E, East Amherst NY 14051 DESCRIPTION: Owner of (2) Rental Properties which are both to tenants that are Single families. Manage & Maintain the properties.

***MICHAEL A. GANCI

POSITION: Investment Advisor Representative NATURE: Investment Advisor Representative of SAI INVESTMENT RELATED: Yes NUMBER OF HOURS: 100 SECURITIES TRADING HOURS: 100 START DATE: 09/18/2020 ADDRESS: 2475 Harlem Road, South Suite, Cheektowaga NY 14225 DESCRIPTION: Provide professional Investment Advisory management of clients assets as well as providing financial, retirement, estate, tax and investment advice.

***MICHAEL A. GANCI

POSITION: Licensed Insurance Agent (Financial Planner) NATURE: Life, Annuity, Long-term Care insurance INVESTMENT RELATED: Yes NUMBER OF HOURS: 5 SECURITIES TRADING HOURS: 5 START DATE: 08/12/1993 ADDRESS: 2475 Harlem Road, South Suite, Cheektowaga NY 14225 DESCRIPTION: Life, annuity and long-term care products and sales. Annuity and permanent life insurance will have a cash value.

DBA - 21st Century Securities

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 - Award / Judgment

This type of disclosure event involves a final, consumer-initiated, investment-related arbitration or civil suit containing allegations of sales practice violations against the broker that resulted in an arbitration award or civil judgment for the customer.

Disclosure 1 of 1

Reporting Source:	Regulator
Employing firm when activities occurred which led to the complaint:	N/A
Allegations:	UNSUITABILITY, MISREPRESENTATION, FAILURE TO DISCLOSE MATERIAL FACTS, MANIPULATIVE, DECEPTIVE, AND FRAUDULENT METHODS.
Product Type:	Annuity-Variable
Alleged Damages:	\$13,269.56

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.:	FINRA - CASE #14-00370
Date Notice/Process Served:	02/03/2014
Arbitration Pending?	No
Disposition:	Award
Disposition Date:	07/24/2014
Disposition Detail:	RESPONDENT IS LIABLE FOR AND SHALL PAY TO THE CLAIMANT COMPENSATORY DAMAGES IN THE AMOUNT OF \$8,225.

Reporting Source:	Broker
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Employing firm when activities occurred which led to the complaint:

SECURITIES SERVICE NETWORK, INC.

Allegations:

CUSTOMER ALLEGES THAT IN THE COURSE OF A 1035 EXCHANGE, "I HAVE LOST LIQUIDITY AND HAVE BEEN LOCKED INTO AN ACCOUNT FOR EIGHT YEARS THAT HAS HIGHER FEES THAN WHAT I WAS PAYING AND CARRIES A GUARANTEE WHICH IS DIFFERENT FROM HOW IT WAS PRESENTED." EXCHANGE OCCURRED IN 9/2011

Product Type:

Annuity-Variable

Alleged Damages:

\$13,269.00

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:

02/12/2014

Complaint Pending?

No

Status:

Denied

Status Date:

02/20/2014

Settlement Amount:

Individual Contribution Amount:

Arbitration Information

Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):

FINRA

Docket/Case #:

[14-00370](#)

Date Notice/Process Served:

02/10/2014

Arbitration Pending?

No

Disposition:

Award to Customer

Disposition Date:

07/24/2014



Monetary Compensation Amount: \$8,225.00

Individual Contribution Amount: \$8,225.00

Broker Statement THE INVESTMENT WAS RECOMMENDED TO THE CLIENT IN 2011 IN AN EFFORT TO REDUCE VOLATILITY AND PROVIDE GUARANTEED RETIREMENT INCOME. WHILE THE NEW VARIABLE ANNUITY HAD HIGHER FEES, THIS WAS FULLY DISCLOSED TO THE CLIENT IN WRITING. THE INVESTMENT APPRECIATED MORE THAN \$20,000 AND THERE WERE NO LOSSES SUSTAINED. IT IS MY UNDERSTANDING THAT AT THE TIME THE DECISION WAS RENDERED THE CLIENT STILL MAINTAINED THEIR INVESTMENT.

End of Report



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