

BrokerCheck Report

PAUL JOHN SCHULTE

CRD# 2212635

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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.

**PAUL J. SCHULTE**

CRD# 2212635

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

IA LPL FINANCIAL LLC
 2323 GRAND AVE STE 210
 DES MOINES, IA 50312
 CRD# 6413
 Registered with this firm since: 12/19/2023

B LPL FINANCIAL LLC
 2323 GRAND AVE STE 210
 DES MOINES, IA 50312
 CRD# 6413
 Registered with this firm since: 12/05/2023

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
- 20 U.S. states and territories

This broker has passed:

- 1 Principal/Supervisory Exam
- 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
 02/2008 - 12/2023

B SECURITIES AMERICA, INC.
 CRD# 10205
 WEST DES MOINES, IA
 02/2008 - 12/2023

IA 1717 CAPITAL MANAGEMENT COMPANY
 CRD# 4082
 NEWARK, DE
 09/2003 - 02/2008

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 20 U.S. states and territories through his or her employer.

Employment 1 of 1

Firm Name: **LPL FINANCIAL LLC**

Main Office Address: **1055 LPL WAY
FORT MILL, SC 29715**

Firm CRD#: **6413**

	SRO	Category	Status	Date
B	FINRA	General Securities Principal	Approved	12/05/2023
B	FINRA	General Securities Representative	Approved	12/05/2023
B	FINRA	Invest. Co and Variable Contracts	Approved	12/05/2023
B	FINRA	Operations Professional	Approved	12/05/2023

	U.S. State/ Territory	Category	Status	Date
B	Arkansas	Agent	Approved	01/18/2024
B	California	Agent	Approved	01/03/2024
B	Colorado	Agent	Approved	02/01/2024
B	Florida	Agent	Approved	04/30/2024
B	Georgia	Agent	Approved	03/28/2024
B	Idaho	Agent	Approved	04/25/2024
B	Iowa	Agent	Approved	12/19/2023
IA	Iowa	Investment Adviser Representative	Approved	12/19/2023
B	Kansas	Agent	Approved	01/03/2024



Broker Qualifications

Employment 1 of 1, continued

	U.S. State/ Territory	Category	Status	Date
B	Minnesota	Agent	Approved	12/26/2023
B	Missouri	Agent	Approved	05/30/2024
B	Nebraska	Agent	Approved	12/05/2023
B	New York	Agent	Approved	02/01/2025
B	North Carolina	Agent	Approved	02/06/2024
B	Ohio	Agent	Approved	09/13/2024
B	Pennsylvania	Agent	Approved	08/15/2025
B	Texas	Agent	Approved	02/02/2024
IA	Texas	Investment Adviser Representative	Restricted Approval	01/31/2024
B	Utah	Agent	Approved	09/16/2024
B	Virginia	Agent	Approved	04/02/2025
B	Wisconsin	Agent	Approved	03/28/2024
B	Wyoming	Agent	Approved	01/03/2024

Branch Office Locations

LPL FINANCIAL LLC
 2323 GRAND AVE STE 210
 DES MOINES, IA 50312



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

Principal/Supervisory Exams

Exam	Category	Date
B General Securities Principal Examination	Series 24	10/15/1999

General Industry/Product Exams

Exam	Category	Date
B Operations Professional Examination	Series 99TO	01/02/2023
B Securities Industry Essentials Examination	SIE	10/01/2018
B General Securities Representative Examination	Series 7	09/21/1995
B Investment Company Products/Variable Contracts Representative Examination	Series 6	02/05/1992

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination	Series 65	06/28/2001
B Uniform Securities Agent State Law Examination	Series 63	02/06/1992

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 02/2008 - 12/2023	SECURITIES AMERICA ADVISORS, INC.	110518	WEST DES MOINES, IA
B 02/2008 - 12/2023	SECURITIES AMERICA, INC.	10205	WEST DES MOINES, IA
IA 09/2003 - 02/2008	1717 CAPITAL MANAGEMENT COMPANY	4082	WEST DES MOINES, IA
B 08/2003 - 02/2008	1717 CAPITAL MANAGEMENT COMPANY	4082	WEST DES MOINES, IA
IA 07/2001 - 08/2003	AXA ADVISORS, LLC	6627	W DES MOINES, IA
B 08/1996 - 08/2003	AXA ADVISORS, LLC	6627	NEW YORK, NY
B 08/1996 - 01/2000	THE EQUITABLE LIFE ASSURANCE SOCIETY OF THE UNITED STATES	4039	NEW YORK, NY
B 06/1995 - 08/1996	LINSCO/PRIVATE LEDGER CORP.	6413	FORT MILL, SC
B 01/1994 - 06/1995	FINANCIAL NETWORK INVESTMENT CORPORATION	13572	EL SEGUNDO, CA
B 10/1993 - 12/1993	WALL STREET INVESTOR SERVICES	10012	NEW YORK, NY
B 02/1992 - 09/1993	PRUCO SECURITIES CORPORATION	5685	NEWARK, NJ
B 02/1992 - 09/1993	THE PRUDENTIAL INSURANCE COMPANY OF AMERICA	680	NEWARK, NJ

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
12/2023 - Present	LPL FINANCIAL LLC	Registered Representative	Y	West Des Moines, IA, United States



Registration and Employment History

Employment History, continued

Employment	Employer Name	Position	Investment Related	Employer Location
02/2008 - 12/2023	SECURITIES AMERICA ADVISORS, INC	INVESTMENT ADVISOR REPRESENTATIVE	Y	WEST DES MONIES, IA, United States
02/2008 - 12/2023	SECURITIES AMERICA, INC.	REGISTERED REPRESENTATIVE	Y	WEST DES MOINES, IA, United States
01/1996 - 12/2023	BROKERS CLEARING HOUSE DBA BEARENCE MANAGEMENT GROUP	SALES REPRESENTATIVE	Y	WEST DES MOINES, IA, United States
08/2005 - 08/2018	BEARENCE MANAGEMENT GROUP	DIRECTOR FINANCIAL STRATEGIES	Y	WEST DES MOINES, IA, 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) 11/2023 - SA3 Inc. LLC / Business Entity For Tax/Investment Purposes Only / Not Inv. Related / West Des Moines, IA / Start date 04/25/2018 - 160 Hrs per month - 100% Time Spent
- 2) 11/2023 - SA3 Wealth / DBA for LPL Business (entity for LPL business) - Inv. Related - At Reported Business Location(s) 160 Hrs per month / 100% Time Spent
- 3) 11/2023 - Life Skillz / Outside/W-2 Employment / Not Inv. Related / Des Moines, IA / Start date 04/05/2023 - 2 Hrs per month - 1% Time Spent
- 4) 11/2023 - Hallett Financial Group / Non-Variable Insurance / Inv. Related / Minneapolis, MN / Start date 04/01/2012 - 2 Hrs per month - 1% Time Spent
- 5) 11/2023 - Real Estate Rental / Owner / Inv. Related / 50266, IA / Start date 01/24/2019 - 1 Hrs per month - 1% Time Spent

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
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 - 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 1

Reporting Source: Broker

Employing firm when activities occurred which led to the complaint:

Allegations: CUSTOMER ALLEGED THE POTENTIAL FOR LOSSES UTILIZING OPTION STRATEGIES WERE NOT FULLY EXPLAINED AND UNDERSTOOD IN 2004. DAMAGES NOT SPECIFIED.

Product Type: Options

Alleged Damages: \$0.00

Customer Complaint Information

Date Complaint Received: 09/13/2004

Complaint Pending? No

Status: Denied

Status Date: 10/22/2004

Settlement Amount:

Individual Contribution Amount:

Broker Statement I INTRODUCED CUSTOMER TO ANOTHER REGISTERED REPRESENTATIVE WHO RECOMMENDED CUSTOMER UTILIZE OPTION STRATEGIES TO HELP



MANAGE THE RISK ASSOCIATED WITH BUYING STOCKS. I DID NOT PARTICIPATE IN OPTIONS SALES OR MAKE REPRESENTATIONS REGARDING OPTION STRATEGIES.

End of Report



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