

BrokerCheck Report

Barry Waugh

CRD# 2330212

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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:
 - 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.



Barry Waugh

CRD# 2330212

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

- IA FBL WEALTH MANAGEMENT, LLC**
5400 University Ave
West Des Moines, IA 50266
CRD# 291396
Registered with this firm since: 12/21/2022
- B FBL MARKETING SERVICES, LLC**
5400 UNIVERSITY AVE
WEST DES MOINES, IA 50266
CRD# 5309
Registered with this firm since: 11/18/2022

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:

- 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):

- IA CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.**
CRD# 134139
FAIRFIELD, IA
04/2017 - 10/2022
- B CAMBRIDGE INVESTMENT RESEARCH, INC.**
CRD# 39543
FAIRFIELD, IA
11/2011 - 10/2022
- B N.I.S. FINANCIAL SERVICES, INC.**
CRD# 5361
04/1993 - 12/1994

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? **No**



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: **FBL MARKETING SERVICES, LLC**

Main Office Address: **5400 UNIVERSITY AVENUE
WEST DES MOINES, IA 50266**

Firm CRD#: **5309**

	SRO	Category	Status	Date
B	FINRA	General Securities Principal	Approved	11/18/2022
B	FINRA	General Securities Representative	Approved	11/18/2022

	U.S. State/ Territory	Category	Status	Date
B	Iowa	Agent	Approved	11/18/2022

Branch Office Locations

FBL MARKETING SERVICES, LLC

5400 UNIVERSITY AVE
WEST DES MOINES, IA 50266

Employment 2 of 2

Firm Name: **FBL WEALTH MANAGEMENT, LLC**

Main Office Address: **5400 UNIVERSITY AVENUE
WEST DES MOINES, IA 50266**

Firm CRD#: **291396**

	U.S. State/ Territory	Category	Status	Date
IA	Iowa	Investment Adviser Representative	Approved	12/21/2022

Broker Qualifications



Employment 2 of 2, continued

U.S. State/ Territory	Category	Status	Date
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Branch Office Locations

5400 University Ave West Des Moines, IA 50266
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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 General Securities Principal Examination	Series 24	04/08/2013

General Industry/Product Exams

Exam	Category	Date
B Securities Industry Essentials Examination	SIE	10/01/2018
B General Securities Representative Examination	Series 7	10/31/2011
B Investment Company Products/Variable Contracts Representative Examination	Series 6	04/02/1993

State Securities Law Exams

Exam	Category	Date
B IA Uniform Combined State Law Examination	Series 66	04/17/2017
B Uniform Securities Agent State Law Examination	Series 63	04/08/1993

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 04/2017 - 10/2022	CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.	134139	Fairfield, IA
B 11/2011 - 10/2022	CAMBRIDGE INVESTMENT RESEARCH, INC.	39543	FAIRFIELD, IA
B 04/1993 - 12/1994	N.I.S. FINANCIAL SERVICES, INC.	5361	

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
05/2025 - Present	FBL Financial Group	Lead Project Manager	N	West Des Moines, IA, United States
11/2022 - Present	FBL Marketing Services, LLC	Registered Representative	Y	West Des Moines, IA, United States
07/2024 - 04/2025	FBL Financial Group	Portfolio Manager	N	West Des Moines, IA, United States
10/2022 - 07/2024	FBL Financial Group	Senior Project Manager	N	West Des Moines, IA, United States
05/2017 - 10/2022	Cambridge Investment Research, Inc.	Vice President, Project Management	Y	Fairfield, IA, United States
04/2017 - 10/2022	Cambridge Investment Research Advisors, Inc.	Investment Adviser Representative	Y	Fairfield, IA, United States
09/2011 - 10/2022	CAMBRIDGE INVESTMENT RESEARCH, INC.	REGISTERED REPRESENTATIVE	Y	FAIRFIELD, IA, United States
04/2011 - 05/2017	CAMBRIDGE INVESTMENT RESEARCH, INC.	ADMINISTRATIVE	Y	FAIRFIELD, IA, United States

Registration and Employment History



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) Plumbous Zephyr LLC; Not investment related; 1102 Kodi Circle, Fairfield, IA 52556; President; 04/01/2018; 1 hrs/mo; 0 hrs during trading; Collect rent from KBKW Inc - DBA Adela's.
 - 2) Iowa Prep Baseball; Not Investment Related; 6417 Mott Ave, Windsor Heights, IA, 50324, United States; Prepare athletes for High School baseball; Volunteer Board Member; Start 6/17/2025; 20 hours per month; 0 hours per month during trading hours; Other Compensation; As a voluntary Board Member my son, Kerrick, may receive a reduction in fees for the season. Amount is approximately \$1250 to \$2500.
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End of Report



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