

BrokerCheck Report

MARK DOUGLAS MENSACK

CRD# 2639903

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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.



MARK D. MENSACK
CRD# 2639903

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

- IA OSAIC WEALTH, INC.**
REHOBOTH BEACH, DE
CRD# 23131
Registered with this firm since: 06/14/2024
- B OSAIC WEALTH, INC.**
REHOBOTH BEACH, DE
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
- 8 U.S. states and territories



This broker has passed:

- 0 Principal/Supervisory Exams
- 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
REHOBOTH BEACH, DE
09/2020 - 06/2024
- B SECURITIES SERVICE NETWORK, LLC**
CRD# 13318
Malvern, PA
07/2018 - 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	2



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 8 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 Representative	Approved	06/14/2024

	U.S. State/ Territory	Category	Status	Date
B	Arizona	Agent	Approved	06/14/2024
B	Colorado	Agent	Approved	06/14/2024
B	Delaware	Agent	Approved	06/14/2024
IA	Delaware	Investment Adviser Representative	Approved	06/14/2024
B	Florida	Agent	Approved	06/14/2024
B	New Jersey	Agent	Approved	06/14/2024
IA	New Jersey	Investment Adviser Representative	Approved	06/14/2024
B	Ohio	Agent	Approved	06/14/2024
B	Pennsylvania	Agent	Approved	06/14/2024
IA	Pennsylvania	Investment Adviser Representative	Approved	06/14/2024
B	Virginia	Agent	Approved	06/14/2024

Broker Qualifications



Employment 1 of 1, continued Branch Office Locations

OSAIC WEALTH, INC.
REHOBOTH BEACH, DE



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, 2 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	09/06/1995

State Securities Law Exams

Exam	Category	Date
B Uniform Securities Agent State Law Examination	Series 63	10/28/2014
IA Uniform Investment Adviser Law Examination	Series 65	11/25/2002

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	REHOBOTH BEACH, DE
B 09/2020 - 06/2024	SECURITIES AMERICA, INC.	10205	REHOBOTH BEACH, DE
B 07/2018 - 09/2020	SECURITIES SERVICE NETWORK, LLC	13318	Malvern, PA
IA 07/2018 - 09/2020	SSN ADVISORY, INC.	126090	Malvern, PA
IA 08/2014 - 07/2018	FSC SECURITIES CORPORATION	7461	MARLTON, NJ
B 08/2014 - 07/2018	FSC SECURITIES CORPORATION	7461	MARLTON, NJ
IA 11/2009 - 08/2014	PIEDMONT INVESTMENT ADVISORS, LLC	125465	LANSDOWNE, VA
B 06/2009 - 11/2009	MORGAN STANLEY SMITH BARNEY	149777	MT. LAUREL, NJ
IA 06/2009 - 11/2009	MORGAN STANLEY SMITH BARNEY LLC	149777	MT. LAUREL, NJ
B 08/2008 - 06/2009	MORGAN STANLEY & CO. INCORPORATED	8209	MT. LAUREL, NJ
IA 08/2008 - 06/2009	MORGAN STANLEY & CO. INCORPORATED	8209	MT. LAUREL, NJ
IA 02/2005 - 09/2008	JANNEY MONTGOMERY SCOTT LLC	463	MARLTON, NJ
B 07/2003 - 09/2008	JANNEY MONTGOMERY SCOTT LLC	463	MARLTON, NJ
IA 11/2002 - 08/2003	LEGG MASON WOOD WALKER INC	6555	MARLTON, NJ
B 01/1999 - 08/2003	LEGG MASON WOOD WALKER, INCORPORATED	6555	BALTIMORE, MD
B 09/1995 - 01/1999	MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED	7691	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
06/2024 - Present	OSAIC WEALTH, INC.	Mass Transfer	Y	REHOBOTH BEACH, DE, United States
06/2024 - Present	OSAIC WEALTH, INC.	Mass Transfer	Y	REHOBOTH BEACH, DE, United States
09/2020 - 06/2024	SECURITIES AMERICA ADVISORS, INC.	IAR	Y	REHOBOTH BEACH, DE, United States
09/2020 - 06/2024	SECURITIES AMERICA, INC.	REGISTERED REP	Y	REHOBOTH BEACH, DE, United States
07/2018 - 09/2020	SSN Advisory Inc	Investment Advisor	Y	Marlton, NJ, United States
07/2018 - 09/2020	Securities Service Network	Registered Representative	Y	Marlton, NJ, United States
07/2014 - 07/2018	FSC SECURITIES	REG REP	Y	MARLTON, NJ, 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.

PHRONETIC RETIREMENT ADVISORS

POSITION: Principal NATURE: Sale of Life Insurance and Fixed & Equity Indexed Annuity Products INVESTMENT RELATED: No NUMBER OF HOURS: 10 SECURITIES TRADING HOURS: 4 START DATE: 04/01/2015

ADDRESS: 19238 AMERICAN HOLLY ROAD REHOBOTH BEACH DE 19971, DESCRIPTION: Financial consulting, investment advisory, and sale of Life Insurance and Fixed & Equity Indexed Annuity Products

PRUDENT CHAMPION, INC.

POSITION: CEO NATURE: Provide Fiduciary consulting services to foundations, endowments, retirement plans, and any other fiduciary situation.

INVESTMENT RELATED: No NUMBER OF HOURS: 30 SECURITIES TRADING HOURS: 6 START DATE: 01/02/2012

ADDRESS: 19238 AMERICAN HOLLY ROAD REHOBOTH BEACH DE 19971

DESCRIPTION: Fiduciary education, fiduciary assessments, expense reduction analysis, requests for proposals, fiduciary certifications (via the Centre for Fiduciary Excellence - CEFEX), business development and subject matter expert.

Registration and Employment History



Other Business Activities, continued

PHRONETIC RETIREMENT ADVISORS

POSITION: Advisor NATURE: Investment Advisory and Retirement Income Planning INVESTMENT RELATED: Yes NUMBER OF HOURS: 140

SECURITIES TRADING HOURS: 140 START DATE: 04/01/2015

ADDRESS: 19238 AMERICAN HOLLY ROAD REHOBOTH BEACH DE 19971

DESCRIPTION: investment advisory with a focus on retirement income planning.

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	2	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:	LEGG MASON WOOD WALKER, INC.
Allegations:	MISREPRESENTATION AND NON-DISCLOSURE; OMISSION OF FACTS; SUITABILITY
Product Type:	Mutual Fund(s)
Other Product Type(s):	ANNUITIES
Alleged Damages:	\$286,689.00

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.:	NASD - CASE #02-00426
Date Notice/Process Served:	01/18/2002
Arbitration Pending?	No
Disposition:	Award
Disposition Date:	04/22/2003
Disposition Detail:	RESPONDENT IS JOINTLY AND SEVERALLY LIABLE AND SHALL PAY CLAIMANT \$143,000 IN COMPENSATORY DAMAGES



Reporting Source:	Broker
Employing firm when activities occurred which led to the complaint:	LEGG MASON WOOD WALKER, INC.
Allegations:	CLAIMANT ALLEGES NEGLIGENCE, FAILURE TO DISCLOSE MATERIAL FACTS, UNSUITABILITY AND FAILURE TO SUPERVISE
Product Type:	Mutual Fund(s)
Alleged Damages:	\$289,689.00
Customer Complaint Information	
Date Complaint Received:	02/07/2002
Complaint Pending?	No
Status:	Arbitration/Reparation
Status Date:	02/07/2002
Settlement Amount:	
Individual Contribution Amount:	
Arbitration Information	
Arbitration/Reparation Claim filed with and Docket/Case No.:	NASD 02-00426
Date Notice/Process Served:	02/07/2002
Arbitration Pending?	No
Disposition:	Award to Customer
Disposition Date:	04/18/2003
Monetary Compensation Amount:	\$143,000.00
Individual Contribution Amount:	\$71,500.00
Broker Statement	AFTER A HEARING, THE ARBITRATION PANEL AWARDED CLAIMANT \$143,000, ASSESSED JOINTLY AND SEVERALLY AGAINST THE FIRM AND THE BROKER, AND DENIED ALL OTHER REQUESTED RELIEF.



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: JANNEY MONTGOMERY SCOTT LLC

Allegations: NEW JERSEY CLIENT ALLEGES HER FORMER FINANCIAL CONSULTANT, MARK MENSACK, RECOMMENDED VARIABLE ANNUITIES FROM 2000 TO 2007 THAT SHE NOW BELIEVES WERE NOT APPROPRIATE. CLIENT REQUESTS REMAINING SURRENDER CHARGES, ESTIMATED AS GREATER THAN \$5,000, BE WAIVED AS A RESULT.

Product Type: Annuity(ies) - Variable

Alleged Damages: \$0.00

Customer Complaint Information

Date Complaint Received: 06/05/2008

Complaint Pending? No

Status: Denied

Status Date: 06/20/2008

Settlement Amount:

Individual Contribution Amount:

Broker Statement CLAIM DENIED BY FIRM ON JUNE 20, 2008. ON REVIEW ANNUITIES RECOMMENDED BY MR. MENSACK APPEAR TO HAVE BEEN BOTH SUITABLE TO MEET CLIENTS STATED RETIREMENT GOAL AND PROFITABLE BY \$334,716 IN MAY 2007, WHEN SHE LEFT THE FIRM.

End of Report



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