

BrokerCheck Report

RAPHAEL ANTHONY MUSTO

CRD# 2738343

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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.

**RAPHAEL A. MUSTO**

CRD# 2738343

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

- B** **VARIABLE INVESTMENT ASSOCIATES, INC.**
 750 E. 1ST STREET
 TEA, SD 57064
 CRD# 44412
 Registered with this firm since: 12/16/2011

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:

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

Registration History

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

- B** **MIDAMERICA FINANCIAL SERVICES, INC.**
 CRD# 47351
 WILKES BARRE, PA
 01/2009 - 12/2009
- B** **VARIABLE INVESTMENT ADVISORS, INC.**
 CRD# 44412
 TEA, SD
 07/2003 - 12/2008
- B** **USALLIANZ SECURITIES, INC.**
 CRD# 40875
 MINNEAPOLIS, MN
 01/2002 - 10/2002

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
Regulatory Event	1
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 1 U.S. state or territory through his or her employer.

Employment 1 of 1

Firm Name: **VARIABLE INVESTMENT ASSOCIATES, INC.**

Main Office Address: **750 E. 1ST STREET
TEA, SD 57064**

Firm CRD#: **44412**

SRO	Category	Status	Date
B FINRA	Invest. Co and Variable Contracts	Approved	12/16/2011

U.S. State/ Territory	Category	Status	Date
B Pennsylvania	Agent	Approved	12/16/2011

Branch Office Locations

VARIABLE INVESTMENT ASSOCIATES, INC.

750 E. 1ST STREET
TEA, SD 57064



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 1 state securities law exam.

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 Investment Company Products/Variable Contracts Representative Examination	Series 6	04/24/1996

State Securities Law Exams

Exam	Category	Date
B Uniform Securities Agent State Law Examination	Series 63	05/01/1996

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
B 01/2009 - 12/2009	MIDAMERICA FINANCIAL SERVICES, INC.	47351	WILKES BARRE, PA
B 07/2003 - 12/2008	VARIABLE INVESTMENT ADVISORS, INC.	44412	TEA, SD
B 01/2002 - 10/2002	USALLIANZ SECURITIES, INC.	40875	MINNEAPOLIS, MN
B 06/2001 - 12/2001	USALLIANZ SECURITIES, INC.	40875	MINNEAPOLIS, MN
B 04/2000 - 06/2001	WOODBURY FINANCIAL SERVICES, INC.	421	OAKDALE, MN
B 04/1998 - 12/1999	UNITED SECURITIES ALLIANCE, INC.	36487	GREENWOOD VILLAGE, CO
B 04/1996 - 06/1997	HORNOR, TOWNSEND & KENT, INC.	4031	CONSHOHOCKEN, PA

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
09/1990 - Present	R A MUSTO MARKETING SERVICES	OTHER - OWNER	N	WILKES-BARRE, PA, United States
01/1979 - Present	RAPHAEL A MUSTO AGENCY	OTHER - OWNER	N	WILKES-BARRE, 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.

- 1)HAS OWN INSURANCE AGENCY SELLING FIXED PRODUCTS.
- 2)ARROWHEAD LAKES VACATION PROPERTY, WHERE HE RENT OUT HIS LAKE HOME AND MAKES \$15000 TO \$18000 PER YER.
- 3)HE OWNES MUSTO TAX BUSINESS 1065 HWY 315, STE. 307, WILKES BARRE, PA 18702 AND DOES TAX RETURNS MAKINE APROXIMATELY \$11000 PER YEAR.

Registration and Employment History



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:**
 - o A law enforcement agency must file formal charges before a broker is required to disclose a particular criminal event.
 - o 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.
 - o
3. **Disclosure events in BrokerCheck reports come from different sources:**
 - o 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.
 - o
4. **There are different statuses and dispositions for disclosure events:**
 - o 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.
 - o 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
Regulatory Event	0	1	0
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.

Regulatory - Final

This type of disclosure event may involve (1) a final, formal proceeding initiated by a regulatory authority (e.g., a state securities agency, self-regulatory organization, federal regulatory such as the Securities and Exchange Commission, foreign financial regulatory body) for a violation of investment-related rules or regulations; or (2) a revocation or suspension of a broker's authority to act as an attorney, accountant, or federal contractor.

Disclosure 1 of 1

Reporting Source:	Broker
Regulatory Action Initiated By:	MARYLAND INSURANCE ADMINISTRATION
Sanction(s) Sought:	Other: AN ADMINISTRATIVE FINE OF \$1,000 AND CONSENT ORDER
Date Initiated:	04/17/2003
Docket/Case Number:	CASE NO. MIA-2003-04-030
Employing firm when activity occurred which led to the regulatory action:	SELFEMPLOYED INSURANCE AGENT AND SOLD SECURITIES THROUGH USALLIANZ SECURITIES
Product Type:	Insurance
Allegations:	ON JUNE 21, 2001 WHILE NOT LICENSED IN THE STATE OF MARYLAND MUSTO COMPLETED A LIFE INSURANCE APPLICATION AND INDICATED THAT IT WAS SIGNED IN PENNSYLVANIA WHERE HE WAS LICENSED TO SELL INSURANCE.
Current Status:	Final
Resolution:	AN ADMINISTRATIVE FINE SIMULTANEOUSLY WIHT THE SIGNING OF THE CONSENT ORDER FOR \$1,000.



Does the order constitute a final order based on violations of any laws or regulations that prohibit fraudulent, manipulative, or deceptive conduct?

No

Resolution Date:

04/17/2003

Sanctions Ordered:

Other: NONE - THIS WAS AN AGENCY (MIDAMERICA FINANCIAL SERVICE, INC. CRD 47351) INITIATED IT WAS INVESTIGATED BY FINRA AND FOUND TO HAVE BEEN FILED PROPERLY WITH A PREVIOUSLY WITH VARIABLE INVESTMENT ADVISORS, INC. (CRD 44412). THERE IS NO FURTHER INFORMATION PENDING CASE HAS BEEN CLOSED.

Broker Statement

THIS WAS AN AGENCY (MIDAMERICA FINANCIAL SERVICE, INC. CRD 47351) INITIATED IT WAS INVESTIGATED BY FINRA AND FOUND TO HAVE BEEN FILED PROPERLY WITH A PREVIOUSLY WITH VARIABLE INVESTMENT ADVISORS, INC. (CRD 44412). THERE IS NO FURTHER INFORMATION PENDING CASE HAS BEEN CLOSED.



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:	VARIABLE INVESTMENT ADVISORS, INC.
Allegations:	CUSTOMER FELT THAT THE PRODUCT WAS FALSLY PRESENTED BY MY MUSTO
Product Type:	Insurance
Alleged Damages:	\$24,000.00

Customer Complaint Information

Date Complaint Received:	02/02/2005
Complaint Pending?	No
Status:	Closed/No Action
Status Date:	03/21/2005
Settlement Amount:	
Individual Contribution Amount:	

End of Report



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