

BrokerCheck Report

LANCE EDWARD HARSHBARGER

CRD# 3059198

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Broker Qualifications	2 - 4
Registration and Employment History	6 - 7
Disclosure Events	8



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.



LANCE E. HARSHBARGER

CRD# 3059198

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

IA OSAIC WEALTH, INC.
12501 ANTIOCH RD
SUITE 102
OVERLAND PARK, KS 66213
CRD# 23131
Registered with this firm since: 06/14/2024

B OSAIC WEALTH, INC.
12501 ANTIOCH RD
SUITE 102
OVERLAND PARK, KS 66213
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
- 16 U.S. states and territories

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 SECURITIES AMERICA ADVISORS, INC.**
CRD# 110518
LA VISTA, NE
11/2014 - 06/2024
- B SECURITIES AMERICA, INC.**
CRD# 10205
OVERLAND PARK, KS
11/2014 - 06/2024
- IA SUNSET FINANCIAL SERVICES, INC.**
CRD# 3538
KANSAS CITY, MO
03/2001 - 11/2014

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 16 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
B	FINRA	Invest. Co and Variable Contracts	Approved	06/14/2024

	U.S. State/ Territory	Category	Status	Date
B	Arizona	Agent	Approved	06/14/2024
B	Arkansas	Agent	Approved	06/14/2024
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	Illinois	Agent	Approved	06/14/2024
B	Kansas	Agent	Approved	06/14/2024
IA	Kansas	Investment Adviser Representative	Approved	06/14/2024
B	Louisiana	Agent	Approved	06/14/2024

Broker Qualifications



Employment 1 of 1, continued

	U.S. State/ Territory	Category	Status	Date
B	Missouri	Agent	Approved	06/14/2024
IA	Missouri	Investment Adviser Representative	Approved	06/14/2024
B	Nebraska	Agent	Approved	06/14/2024
B	Oklahoma	Agent	Approved	06/14/2024
B	Oregon	Agent	Approved	06/11/2025
B	South Carolina	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	Washington	Agent	Approved	06/14/2024

Branch Office Locations

OSAIC WEALTH, INC.
 12501 ANTIOCH RD
 SUITE 102
 OVERLAND PARK, KS 66213



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	12/17/2002

General Industry/Product Exams

Exam	Category	Date
B Securities Industry Essentials Examination	SIE	10/01/2018
B General Securities Representative Examination	Series 7	05/04/2001
B Investment Company Products/Variable Contracts Representative Examination	Series 6	05/21/1998

State Securities Law Exams

Exam	Category	Date
IA Uniform Investment Adviser Law Examination	Series 65	03/01/2001
B Uniform Securities Agent State Law Examination	Series 63	06/18/1998

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 **1** professional designation(s).

Certified Financial Planner

This representative holds or did hold **1** professional designation(s) that may have been used to qualify as an Investment Advisor representative. Please check with the appropriate designation authority for verification that the designation is still in effect. The contact information for these professional designation authorities can be found on the website for the North American Securities Administrators Association at <http://www.nasaa.org>



Registration and Employment History

Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
IA 11/2014 - 06/2024	SECURITIES AMERICA ADVISORS, INC.	110518	OVERLAND PARK, KS
B 11/2014 - 06/2024	SECURITIES AMERICA, INC.	10205	OVERLAND PARK, KS
IA 03/2001 - 11/2014	SUNSET FINANCIAL SERVICES, INC.	3538	OVERLAND PARK, KS
B 05/1998 - 11/2014	SUNSET FINANCIAL SERVICES, INC.	3538	OVERLAND PARK, KS

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	OVERLAND PARK, KS, United States
06/2024 - Present	OSAIC WEALTH, INC.	Mass Transfer	Y	OVERLAND PARK, KS, United States
11/2014 - 06/2024	SECURITIES AMERICA ADVISORS, INC.	INVESTMENT ADVISOR REPRESENTATIVE	Y	OVERLAND PARK, KS, United States
11/2014 - 06/2024	SECURITIES AMERICA, INC.	REGISTERED REPRESENTATIVE	Y	OVERLAND PARK, KS, 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.

***FIXED ANNUITY / VARIABLE ANNUITY / INSURANCE PLANNING

POSITION: Advisor NATURE: I occasionally use EIA, RILA or Fixed Annuities as part of the overall allocation for client portfolios. While I have already disclosed this via the CUNA / Members Horizon line item, there are times when I will use other companies as well, such as, Athene or Prudential. In addition, I have several fixed and variable insurance contracts that I still service, as well as occasionally writing new life insurance



Registration and Employment History

Other Business Activities, continued

contracts when appropriate. INVESTMENT RELATED: Yes NUMBER OF HOURS: 2 SECURITIES TRADING HOURS: 2 START DATE: 01/01/2020 ADDRESS: 12501 Antioch, Suite 102, Overland Park KS 66213 DESCRIPTION: As state above, I will use fixed annuity, variable annuity, EIA, or insurance-based products to complete the overall allocation of a clients investment portfolio.

***LANCE HARSHBARGER

POSITION: Advisor NATURE: I hold an insurance license and able to transact life and annuity business INVESTMENT RELATED: Yes NUMBER OF HOURS: 2 SECURITIES TRADING HOURS: 2 START DATE: 01/19/2017 ADDRESS: 12501 Antioch, Suite 102, Overland Park KS 66213 DESCRIPTION: Whenever it's suitable, I offer various insurance based products (annuities / life insurance) to clients as part of their comprehensive financial plan.

***ROCKHILL HOMES ASSOCIATION

POSITION: HOA Board Member NATURE: I have been asked to serve on my neighborhood HOA for a period of three years. INVESTMENT RELATED: No NUMBER OF HOURS: 2 SECURITIES TRADING HOURS: 0 START DATE: 08/01/2024 ADDRESS: 611 E. 46th Street, Kansas City MO 64110 DESCRIPTION: The HOA board meets to make decisions for the best interest of the neighborhood and to discuss various activities in the surrounding area.

***ROYAL BLUE INC.

POSITION: President NATURE: Royal Blue Inc. is my personal S-Corp that has been set up many years ago for tax planning purposes. It is also a vehicle where I pay basic business expenses like Rent, phone, utilities etc. INVESTMENT RELATED: No NUMBER OF HOURS: 1 SECURITIES TRADING HOURS: 1 START DATE: 02/01/2004 ADDRESS: 12501 Antioch, Suite 102, Overland Park KS 66213 DESCRIPTION: It's simply a bank account where I run basic monthly expenses through. My fee revenue lands in my personal bank account, so I transfer funds to my business account to pay business related expenses.

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
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 - Settled

This type of disclosure event involves a consumer-initiated, investment-related complaint, arbitration proceeding or civil suit containing allegations of sale practice violations against the broker that resulted in a monetary settlement to the customer.

Disclosure 1 of 1

Reporting Source:	Firm
Employing firm when activities occurred which led to the complaint:	SUNSET FINANCIAL SERVICES, INC.
Allegations:	THE STATEMENT OF CLAIM ALLEGES BREACH OF FIDUCIARY DUTY AND NEGLIGENCE RELATED TO THE SALE OF A REIT IN JANUARY 2008.
Product Type:	Real Estate Security
Alleged Damages:	\$60,000.00

Arbitration Information

Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):	FINRA
Docket/Case #:	15-01944
Date Notice/Process Served:	08/04/2015
Arbitration Pending?	No
Disposition:	Settled
Disposition Date:	05/17/2016
Monetary Compensation Amount:	\$10,000.00
Individual Contribution Amount:	\$2,000.00

**Firm Statement**

THE REPRESENTATIVE FULLY DENIES ANY AND ALL ALLEGATIONS AND CLAIMS MADE BY THE COMPLAINANT. THE SETTLEMENT WAS OFFERED AND ACCEPTED TO AVOID ONGOING LEGAL COSTS, HOWEVER, THE REPRESENTATIVE DENIES ANY WRONGDOING.

Reporting Source:

Broker

Employing firm when activities occurred which led to the complaint:

SUNSET FINANCIAL SERVICES, INC.

Allegations:

THE STATEMENT OF CLAIM ALLEGES BREACH OF FIDUCIARY DUTY AND NEGLIGENCE RELATED TO THE SALE OF A REIT IN JANUARY OF 2008.

Product Type:

Real Estate Security

Alleged Damages:

\$60,000.00

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

FINRA

Docket/Case #:

15-01944

Date Notice/Process Served:

08/04/2015

Arbitration Pending?

No

Disposition:

Settled

Disposition Date:

05/17/2016

Monetary Compensation Amount:

\$10,000.00

Individual Contribution Amount:

\$2,000.00

Broker Statement

The representative fully denies any and all allegations and claims made by the claimant. The settlement was offered and accepted to avoid ongoing legal costs, however; the representative denies any wrongdoing.

End of Report



This page is intentionally left blank.