

## BrokerCheck Report

**MATTHEW LEE GEISER**

CRD# 4203782

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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](http://brokercheck.finra.org)



For additional information about the contents of this report, please refer to the User Guidance or [www.finra.org/brokercheck](http://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](http://www.finra.org).

**MATTHEW L. GEISER**

CRD# 4203782

This broker is not currently registered.

## 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 not currently registered.**

#### This broker has passed:

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

### Registration History

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

- B INDEPENDENT FINANCIAL GROUP, LLC**  
CRD# 7717  
Grand Island, NE  
10/2015 - 03/2016
- B PRINCOR FINANCIAL SERVICES CORPORATION**  
CRD# 1137  
GRAND ISLAND, NE  
02/2009 - 10/2015
- B SAGEPOINT FINANCIAL, INC.**  
CRD# 133763  
GRAND ISLAND, NE  
10/2005 - 02/2009

### 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	14
Termination	1

### Investment Adviser Representative Information

The information below represents the individual's record as a broker. For details on this individual's record as an investment adviser representative, visit the SEC's Investment Adviser Public Disclosure website at <https://www.adviserinfo.sec.gov>

## 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 broker is not currently registered.



## 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, 3 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>B</b> Securities Industry Essentials Examination	SIE	03/03/2016
<b>B</b> General Securities Representative Examination	Series 7	03/24/2005
<b>B</b> Investment Company Products/Variable Contracts Representative Examination	Series 6	12/21/2001

### State Securities Law Exams

Exam	Category	Date
<b>B</b> <b>IA</b> Uniform Combined State Law Examination	Series 66	04/18/2008
<b>B</b> Uniform Securities Agent State Law Examination	Series 63	10/11/2003

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/](http://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>B</b> 10/2015 - 03/2016	INDEPENDENT FINANCIAL GROUP, LLC	7717	Grand Island, NE
<b>B</b> 02/2009 - 10/2015	PRINCOR FINANCIAL SERVICES CORPORATION	1137	GRAND ISLAND, NE
<b>B</b> 10/2005 - 02/2009	SAGEPOINT FINANCIAL, INC.	133763	GRAND ISLAND, NE
<b>B</b> 06/2003 - 10/2005	SUNAMERICA SECURITIES, INC.	20068	PHOENIX, AZ
<b>B</b> 01/2002 - 06/2003	MUTUAL OF OMAHA INVESTOR SERVICES, INC.	611	OMAHA, NE

### 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
10/2015 - Present	INDEPENDENT FINANCIAL GROUP	REGISTERED REP	Y	GRAND ISLAND, NE, United States
09/2015 - Present	PRINCOR FINANCIAL SERVICES CORPORATION	REGISTERED REP	Y	GRAND ISLAND, NE, United States
07/2014 - Present	HELIX FINANCIAL	FINANCIAL REPRESENTATIVE	Y	GRAND ISLAND, NE, United States
02/2009 - Present	PRINCIPAL LIFE INSURANCE COMPANY	AGENT	Y	GRAND ISLAND, NE, 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.

\*PROPERTY & CASUALTY INSURANCE; THROUGH A STRATEGIC ALLIANCE WITH THE GARY THOMPSON AGENCY, I RECEIVE A SPLIT

## Registration and Employment History



### Other Business Activities, continued

OF THE COMMISSIONS ON P&C PRODUCTS SOLD FOR MY CLIENTS REFERRED TO THIS AGENCY. I AM PROPERLY LICENSED FOR SELLING P&C PRODUCTS; 3/15/2013

\*OUTSIDE INSURANCE; SELLING FIXED LIFE

INSURANCE, LONG TERM CARE INSURANCE, GROUP BENEFITS, HEALTH INSURANCE, FIXED ANNUITIES AND DISABILITY INSURANCE THROUGH VARIOUS CARRIERS; 08/18/14. \*\*\*HEARTLAND UNITED WAY, BOARD MEMBER, 4/1/15.

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## 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
Regulatory Event	0	1	0
Customer Dispute	0	14	N/A
Termination	N/A	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

<b>Reporting Source:</b>	Regulator
<b>Regulatory Action Initiated By:</b>	FINRA
<b>Sanction(s) Sought:</b>	
<b>Date Initiated:</b>	11/04/2016
<b>Docket/Case Number:</b>	<a href="#">2015047322501</a>
<b>Employing firm when activity occurred which led to the regulatory action:</b>	Independent Financial Group, LLC
<b>Product Type:</b>	No Product
<b>Allegations:</b>	Without admitting or denying the findings, Geiser consented to the sanction and to the entry of findings that he refused to appear for FINRA on-the-record testimony in connection with an investigation into allegations of misconduct against Geiser, including allegations that he made unsuitable recommendations and misleading statements about variable annuities to several customers.
<b>Current Status:</b>	Final
<b>Resolution:</b>	Acceptance, Waiver & Consent(AWC)



**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:**

11/04/2016

**Sanctions Ordered:**

Bar (Permanent)

**If the regulator is the SEC, CFTC, or an SRO, did the action result in a finding of a willful violation or failure to supervise?**

No

**(1) willfully violated any provision of the Securities Act of 1933, the Securities Exchange Act of 1934, the Investment Advisers Act of 1940, the Investment Company Act of 1940, the Commodity Exchange Act, or any rule or regulation under any of such Acts, or any of the rules of the Municipal Securities Rulemaking Board, or to have been unable to comply with any provision of such Act, rule or regulation?**



**(2) willfully aided, abetted, counseled, commanded, induced, or procured the violation by any person of any provision of the Securities Act of 1933, the Securities Exchange Act of 1934, the Investment Advisers Act of 1940, the Investment Company Act of 1940, the Commodity Exchange Act, or any rule or regulation under any of such Acts, or any of the rules of the Municipal Securities Rulemaking Board? or**

**(3) failed reasonably to supervise another person subject to your supervision, with a view to preventing the violation by such person of any provision of the Securities Act of 1933, the Securities Exchange Act of 1934, the Investment Advisers Act of 1940, the Investment Company Act of 1940, the Commodity Exchange Act, or any rule or regulation under any such Acts, or any of the rules of the Municipal Securities Rulemaking Board?**

#### **Sanction 1 of 1**

**Sanction Type:** Bar (Permanent)

**Capacities Affected:** All Capacities

**Duration:** Indefinite

**Start Date:** 11/04/2016

**End Date:**





## 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 13

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	Principal Securities, Inc. previously Princor Financial Services Corp.
<b>Allegations:</b>	Client alleges that at time of sale the registered representative told him the variable annuity guaranteed a minimum return on his investment.
<b>Product Type:</b>	Annuity-Variable
<b>Alleged Damages:</b>	\$52,000.00
<b>Is this an oral complaint?</b>	No
<b>Is this a written complaint?</b>	Yes
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

### Customer Complaint Information

<b>Date Complaint Received:</b>	12/11/2017
<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	01/22/2018
<b>Settlement Amount:</b>	\$63,653.28
<b>Individual Contribution Amount:</b>	\$0.00

### Disclosure 2 of 13

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	PRINCIPAL SECURITIES INC
<b>Allegations:</b>	Trustee alleges that he made RR aware that he would need a liquid investment; upset that there were surrender charges to withdraw the money from the product.



**Product Type:** Annuity-Variable

**Alleged Damages:** \$0.00

**Alleged Damages Amount Explanation (if amount not exact):** No specific compensatory damages alleged

**Is this an oral complaint?** Yes

**Is this a written complaint?** No

**Is this an arbitration/CFTC reparation or civil litigation?** No

### Customer Complaint Information

**Date Complaint Received:** 12/01/2015

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 03/24/2017

**Settlement Amount:** \$19,037.98

**Individual Contribution Amount:** \$0.00

### Disclosure 3 of 13

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** PRINCIPAL SECURITIES INC (PREVIOUSLY PRINCOR FINANCIAL SERVICES CORP)

**Allegations:** CLIENT ALLEGES THAT AT TIME OF SALE OF HIS VARIABLE ANNUITY THAT THE REGISTERED REPRESENTATIVE DID NOT INFORM HIM THAT HE WAS PURCHASING AN ANNUITY AND THAT HE WAS NOT AWARE THAT THERE WERE SURRENDER CHARGES.

**Product Type:** Annuity-Variable

**Alleged Damages:** \$0.00

**Alleged Damages Amount Explanation (if amount not exact):** UNABLE TO DETERMINE, NO SPECIFIC COMPENSATORY DAMAGES ALLEGED.



Is this an oral complaint? No

Is this a written complaint? Yes

Is this an arbitration/CFTC  
reparation or civil litigation? No

### Customer Complaint Information

Date Complaint Received: 10/19/2016

Complaint Pending? No

Status: Settled

Status Date: 12/05/2016

Settlement Amount: \$24,392.11

Individual Contribution  
Amount: \$0.00

### Disclosure 4 of 13

Reporting Source: Firm

Employing firm when  
activities occurred which led  
to the complaint: Principal Securities Inc (previously Prncor Financial Services Corporation)

Allegations: Client alleging she didn't understand she was invested in an annuity and now has concerns with the fees.

Product Type: Annuity-Variable

Alleged Damages: \$0.00

Alleged Damages Amount  
Explanation (if amount not  
exact): Unable to determine; no specific compensatory damages alleged.

Is this an oral complaint? Yes

Is this a written complaint? No

Is this an arbitration/CFTC  
reparation or civil litigation? No

### Customer Complaint Information

Date Complaint Received: 08/09/2016





<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	09/23/2016
<b>Settlement Amount:</b>	\$20,679.60
<b>Individual Contribution Amount:</b>	\$0.00

#### Disclosure 5 of 13

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	PRINCIPAL SECURITIES INC. FORMERLY KNOWN AS PRINCOR FINANCIAL SERVICES CORPORATION
<b>Allegations:</b>	CLIENT ALLEGED THE RR DIDN'T PROPERLY EXPLAIN THE PRODUCTS TO HIM, INCLUDING NOT MAKING HIM AWARE OF SURRENDER CHARGES. CLIENT STATES THE ANNUITIES WERE NOT SUITABLE AS THE RR WAS AWARE HE HAD LIQUIDITY NEEDS TO PAY COLLEGE TUITION FOR CHILDREN.
<b>Product Type:</b>	Annuity-Fixed Annuity-Variable
<b>Alleged Damages:</b>	\$0.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	UNABLE TO DETERMINE SPECIFIC COMPENSATORY DAMAGES
<b>Is this an oral complaint?</b>	Yes
<b>Is this a written complaint?</b>	No
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

#### Customer Complaint Information

<b>Date Complaint Received:</b>	11/19/2015
<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	07/29/2016



**Settlement Amount:** \$54,166.37

**Individual Contribution Amount:** \$0.00

**Firm Statement** SETTLEMENT AMOUNT IN SECTION 11A, EXPLANATION: ESTIMATED SETTLEMENT AMOUNT BASED ON SURRENDER CHARGES NOT YET ASSESSED. [CUSTOMER] SIGNED SETTLEMENT AGREEMENT WITH PRINCIPAL SECURITIES ON 7/29/2016; IN ORDER FOR THE SETTLEMENT TO BE FULLY EXECUTED [CUSTOMER] NEEDS TO SURRENDER AN ANNUITY WITH AMERICAN EQUITY. ONCE THE ANNUITY IS SURRENDERED PRINCIPAL SECURITIES WILL REIMBURSE [CUSTOMER] FOR THE SURRENDER CHARGES HE INCURRED. CURRENTLY, SETTLEMENT DAMAGES HAVE BEEN \$22,005.99 WITH AN ESTIMATION OF ADDITIONAL \$36,160.38 IN SURRENDER CHARGES FOR THE AMERICAN EQUITY ANNUITY.

#### Disclosure 6 of 13

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Principal Securities, Inc. previously known as Princor Financial Services Corp.

**Allegations:** client alleges that at the time of sale the registered representative told him the variable annuity guaranteed a minimum return on his investment.

**Product Type:** Annuity-Variable

**Alleged Damages:** \$0.00

**Alleged Damages Amount Explanation (if amount not exact):** No specific compensatory damages alleged

**Is this an oral complaint?** Yes

**Is this a written complaint?** No

**Is this an arbitration/CFTC reparation or civil litigation?** No

#### Customer Complaint Information

**Date Complaint Received:** 12/03/2015

**Complaint Pending?** No

**Status:** Settled



**Status Date:** 06/13/2016

**Settlement Amount:** \$15,373.01

**Individual Contribution Amount:** \$0.00

#### Disclosure 7 of 13

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Principal Securities Inc, previously known as Princor Financial Services Corp

**Allegations:** client purchased 3 whole life paid up insurance policies between 12/2011 and July 2012, client is now alleging that she didn't realize these were life insurance policies and that she thought she was purchasing Annuities. client further states she didn't need the life insurance

**Product Type:** Insurance

**Alleged Damages:** \$0.00

**Alleged Damages Amount Explanation (if amount not exact):** no specific compensatory damages alleged, unable to determine.

**Is this an oral complaint?** No

**Is this a written complaint?** Yes

**Is this an arbitration/CFTC reparation or civil litigation?** No

#### Customer Complaint Information

**Date Complaint Received:** 02/12/2016

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 06/13/2016

**Settlement Amount:** \$15,000.00

**Individual Contribution Amount:** \$0.00



### Disclosure 8 of 13

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	Principal Securities Inc (previously known as Princor Financial Services Corporation)
<b>Allegations:</b>	Client alleges that at time of sale the VA was represented as having a guaranteed rate of return
<b>Product Type:</b>	Annuity-Variable
<b>Alleged Damages:</b>	\$0.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	Unable to determine; no specific compensatory damages alleged.
<b>Is this an oral complaint?</b>	Yes
<b>Is this a written complaint?</b>	No
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

### Customer Complaint Information

<b>Date Complaint Received:</b>	11/25/2015
<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	05/17/2016
<b>Settlement Amount:</b>	\$27,200.00
<b>Individual Contribution Amount:</b>	\$0.00

### Disclosure 9 of 13

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	Principal Securities inc (previously known as Princor Financial Services Corporation)
<b>Allegations:</b>	Client alleges VA was falsely presented at time of sale regarding annual fees and annual returns



<b>Product Type:</b>	Annuity-Variable
<b>Alleged Damages:</b>	\$0.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	Unable to determine; no specific compensatory damages alleged
<b>Is this an oral complaint?</b>	Yes
<b>Is this a written complaint?</b>	No
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

### Customer Complaint Information

<b>Date Complaint Received:</b>	11/20/2015
<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	04/26/2016
<b>Settlement Amount:</b>	\$22,313.14
<b>Individual Contribution Amount:</b>	\$0.00

### Disclosure 10 of 13

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	Princor Financial Services Corporation
<b>Allegations:</b>	Client felt he was misled by registered representative regarding the sale of a variable annuity.
<b>Product Type:</b>	Annuity-Variable
<b>Alleged Damages:</b>	\$0.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	Unable to determine, no specific compensatory damages
<b>Is this an oral complaint?</b>	Yes
<b>Is this a written complaint?</b>	No



**Is this an arbitration/CFTC  
reparation or civil litigation?** No

### Customer Complaint Information

**Date Complaint Received:** 11/23/2015  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 02/19/2016  
**Settlement Amount:** \$107,862.57  
**Individual Contribution  
Amount:** \$0.00

### Disclosure 11 of 13

**Reporting Source:** Firm  
**Employing firm when  
activities occurred which led  
to the complaint:** Princor Financial Services Corporation  
**Allegations:** Client alleges that at time of sale the registered representative told them the  
variable annuity guaranteed a minimum return on their investment.  
**Product Type:** Annuity-Variable  
**Alleged Damages:** \$0.00  
**Alleged Damages Amount  
Explanation (if amount not  
exact):** Unable to determine; no specific compensatory damages alleged.  
**Is this an oral complaint?** No  
**Is this a written complaint?** Yes  
**Is this an arbitration/CFTC  
reparation or civil litigation?** No

### Customer Complaint Information

**Date Complaint Received:** 12/21/2015  
**Complaint Pending?** No  
**Status:** Settled



**Status Date:** 02/16/2016

**Settlement Amount:** \$55,617.41

**Individual Contribution Amount:** \$0.00

**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** PRINCOR FINANCIAL SERVICES CORP

**Allegations:** CLIENT ALLEGED THAT AT THE TIME OF SALE, THE REGISTERED REPRESENTATIVE TOLD HIM THE VARIABLE ANNUITY GUARANTEED A MINIMUM RETURN ON THEIR INVESTMENT.

**Product Type:** Annuity-Variable

**Alleged Damages:** \$0.00

**Alleged Damages Amount Explanation (if amount not exact):** UNABLE TO DETERMINE; NO SPECIFIED COMPENSATORY DAMAGES ALLEGED.

**Is this an oral complaint?** No

**Is this a written complaint?** Yes

**Is this an arbitration/CFTC reparation or civil litigation?** No

### Customer Complaint Information

**Date Complaint Received:** 01/12/2016

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**

### Disclosure 12 of 13

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Princor Financial Services Corporation



<b>Allegations:</b>	The client alleged he was not aware his money was going into an annuity, although disclosure language the client signed indicated he was applying for an equity indexed annuity. The client alleged he wasn't educated about surrender fees or how tax penalties would affect him and had he been properly educated he never would have purchased the annuity product.
<b>Product Type:</b>	Annuity-Fixed
<b>Alleged Damages:</b>	\$89,002.61
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	The alleged damages are the surrender fees the client would be assessed to be released from the contract.
<b>Is this an oral complaint?</b>	No
<b>Is this a written complaint?</b>	Yes
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

### Customer Complaint Information

<b>Date Complaint Received:</b>	11/24/2015
<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	03/08/2016
<b>Settlement Amount:</b>	\$513,098.07
<b>Individual Contribution Amount:</b>	\$0.00
<b>Firm Statement</b>	Settlement amount in section 11A, explanation - estimated amount based on surrender charges. Princor initially made a U5 filing as a result of a written complaint [customer] had sent to EquiTrust regarding his Equity Indexed Annuity. [Customer] also made verbal complaints pertaining to other annuities he had purchased. this settlement covered [customer's] complaints pertaining to all of those annuities.

<b>Reporting Source:</b>	Broker
<b>Employing firm when activities occurred which led to the complaint:</b>	PRINCOR FINANCIAL SERVICES CORP





**Allegations:** CLIENT ALLEGED THAT HE WAS NOT AWARE HIS MONEY WAS GOING INTO AN ANNUITY, ALTHOUGH DISCLOSURE LANGUAGE THE CLIENT SIGNED INDICATED HE WAS APPLYING FOR AN EQUITY INDEXED ANNUITY. THE CLIENT ALLEGED HE WASNT EDUCATED ABOUT SURRENDER FEES OR HOW TAX PENALTIES WOULD AFFECT HIM AND HAD HE BEEN PROPERLY EDUCATED HE WOULD NEVER HAVE PURCHASED THE ANNUITY PRODUCT.

**Product Type:** Annuity-Fixed

**Alleged Damages:** \$89,002.61

**Is this an oral complaint?** No

**Is this a written complaint?** Yes

**Is this an arbitration/CFTC reparation or civil litigation?** No

### Customer Complaint Information

**Date Complaint Received:** 01/12/2016

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**

### Disclosure 13 of 13

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Princor Financial Services Corporation

**Allegations:** Client alleged his Registered Representative misrepresented a policy sold in 2013.

**Product Type:** Insurance

**Alleged Damages:** \$40,294.38

**Is this an oral complaint?** No

**Is this a written complaint?** Yes

**Is this an arbitration/CFTC reparation or civil litigation?** No

### Customer Complaint Information



**Date Complaint Received:** 10/27/2015  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 11/04/2015  
**Settlement Amount:** \$40,294.38  
**Individual Contribution Amount:** \$0.00  
**Firm Statement** The client requested to be let out of the contract and his investment returned. The policy was surrendered and fees in the amount of \$40,294.38 were waived.

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**Reporting Source:** Broker  
**Employing firm when activities occurred which led to the complaint:** PRINCOR FINANCIAL SERVICES CORP  
**Allegations:** CLIENT ALLEGED REGISTERED REPRESENTATIVE MISREPRESENTED A POLICY SOLD IN 2013  
**Product Type:** Insurance  
**Alleged Damages:** \$40,294.38  
**Is this an oral complaint?** No  
**Is this a written complaint?** Yes  
**Is this an arbitration/CFTC reparation or civil litigation?** No

### Customer Complaint Information

**Date Complaint Received:** 10/27/2015  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 11/12/2015  
**Settlement Amount:** \$40,294.38  
**Individual Contribution Amount:** \$0.00



## 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

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	Principal Securities, Inc.
<b>Allegations:</b>	Client alleges the representative didn't advise of annuitization options. Client alleges they were unaware of the fees being assessed on their variable annuity contracts.
<b>Product Type:</b>	Annuity-Variable
<b>Alleged Damages:</b>	\$114,000.00
<b>Is this an oral complaint?</b>	No
<b>Is this a written complaint?</b>	Yes
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	No

### Customer Complaint Information

<b>Date Complaint Received:</b>	09/28/2017
<b>Complaint Pending?</b>	No
<b>Status:</b>	Denied
<b>Status Date:</b>	10/24/2017
<b>Settlement Amount:</b>	
<b>Individual Contribution Amount:</b>	



## Employment Separation After Allegations

This type of disclosure event involves a situation where the broker voluntarily resigned, was discharged, or was permitted to resign after being accused of (1) violating investment-related statutes, regulations, rules or industry standards of conduct; (2) fraud or the wrongful taking of property; or (3) failure to supervise in connection with investment-related statutes, regulations, rules, or industry standards of conduct.

### Disclosure 1 of 1

**Reporting Source:** Firm  
**Employer Name:** Princor Financial Services  
**Termination Type:** Discharged  
**Termination Date:** 09/25/2015  
**Allegations:** Issues involving suitability recommendations.  
**Product Type:** Annuity-Variable  
 Other: Fee based account

**Reporting Source:** Broker  
**Employer Name:** PRINCOR FINANCIAL SERVICES  
**Termination Type:** Discharged  
**Termination Date:** 09/25/2015  
**Allegations:** AN INVESTIGATION SHOWED THAT THE FIRM'S POLICIES WERE VIOLATED  
**Product Type:** Annuity-Variable  
 Other: Fee Based Account

## End of Report



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