

BrokerCheck Report

Dustin Matthew Klass

CRD# 4946396

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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.

**Dustin M. Klass**

CRD# 4946396

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

B THE LEADERS GROUP, INC.
 475 SPRINGFIELD AVE
 SUMMIT, NJ 07901
 CRD# 37157
 Registered with this firm since: 05/17/2023

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
- 3 U.S. states and territories

This broker has passed:

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

Registration History

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

- B P.J. ROBB VARIABLE, LLC**
 CRD# 38339
 MEMPHIS, TN
 06/2019 - 05/2023
- B LINCOLN FINANCIAL SECURITIES CORPORATION**
 CRD# 3870
 PLEASANTON, CA
 04/2011 - 02/2012
- B LINCOLN FINANCIAL SECURITIES CORPORATION**
 CRD# 3870
 PLEASANTON, CA
 05/2006 - 11/2010

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 3 U.S. states and territories through his or her employer.

Employment 1 of 1

Firm Name: **THE LEADERS GROUP, INC.**

Main Office Address: **475 SPRINGFIELD AVE
SUMMIT, NJ 07901**

Firm CRD#: **37157**

SRO	Category	Status	Date
B FINRA	Invest. Co and Variable Contracts	Approved	05/17/2023

U.S. State/ Territory	Category	Status	Date
B California	Agent	Approved	05/17/2023
B Idaho	Agent	Approved	05/18/2023
B Nevada	Agent	Approved	05/17/2023

Branch Office Locations

THE LEADERS GROUP, INC.
475 SPRINGFIELD AVE
SUMMIT, NJ 07901



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 1 state securities law exam.

Principal/Supervisory Exams

Exam	Category	Date
No information reported.		

General Industry/Product Exams

Exam	Category	Date
B Investment Company Products/Variable Contracts Representative Examination	Series 6TO	06/29/2019
B Securities Industry Essentials Examination	SIE	05/10/2019
B Investment Company Products/Variable Contracts Representative Examination	Series 6	11/28/2005

State Securities Law Exams

Exam	Category	Date
B Uniform Securities Agent State Law Examination	Series 63	06/03/2019

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 06/2019 - 05/2023	P.J. ROBB VARIABLE, LLC	38339	MEMPHIS, TN
B 04/2011 - 02/2012	LINCOLN FINANCIAL SECURITIES CORPORATION	3870	PLEASANTON, CA
B 05/2006 - 11/2010	LINCOLN FINANCIAL SECURITIES CORPORATION	3870	PLEASANTON, CA
B 11/2005 - 03/2006	MML INVESTORS SERVICES, INC.	10409	SPRINGFIELD, MA

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
05/2023 - Present	Pacific Southwest	SVP	Y	Woodland Hills, CA, United States
05/2023 - Present	The Leaders Group Inc	Registered Representative	Y	Littleton, CO, United States
05/2019 - 05/2023	P.J. Robb Variable Corp	Registered Representative	Y	El Dorado Hills, CA, United States
04/2019 - 05/2023	Crump Life Insurance Services	Regional Specialist	Y	Harrisburg, PA, United States
05/2017 - 03/2019	Dustin Klass (Self Employed)	Insurance Agent	N	El Dorado Hills, CA, United States
05/2013 - 05/2017	Wells Fargo Insurance Services USA, Inc.	VP/Sales Executive of Executive Benefits	N	Walnut Creek, CA, 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.

Registration and Employment History



Other Business Activities, continued

- 1.) GROUP BENEFITS - 5/4/2008 - 433 E Dolomite Drive, Hayden, ID 83835 - Agent of record, Service group medical dental & vision plans, Not Invt Rel, Group benefit sales, 5 hrs/mo; 5 hrs/mo (during trading hours).
 - 2.) PACIFIC SOUTHWEST - 5/15/2023 - 21800 Burbank Blvd, Suite 200, Woodland Hills, CA 95762, SVP, Network and market insurance products to financial advisors & their clients, Invt Rel, Insurance business, 180 hrs/mo; 180 hrs/mo (during trading hours).
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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.
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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	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: Broker

Employing firm when activities occurred which led to the complaint: Wells Fargo Insurance Services USA, Inc.

Allegations: This is not really an investment related issue, but I thought I would disclose this just in case. I was named in a lawsuit in October of 2017. When I joined Wells Fargo Insurance Services, I took over the Executive Benefits department from a gentleman who was retiring. A client of his wanted to convert her term life policy to permanent coverage. Unfortunately, by the time she reached out to me in 2015, the conversion period had already expired. I was never the broker of record on this policy, and Wells Fargo had lost the broker of record before I had even started with them. My start date was May 28, 2013. The carrier had cancelled my predecessors' contract with them due to lack of production in early May of that year. As a result, the carrier appointed another agent to service the policy. We did not receive any further correspondence from the carrier in regards to this particular policy. I did not even know that this policy existed until the client contacted me. Unfortunately, I was at the wrong place at the wrong time as I had to deliver the news that the conversion period had expired. In previous years, my predecessor had provided his client conversion quotes for her consideration and she declined each time. When I spoke to the client, I offered to review options for a new permanent policy, but she stated that she was uninsurable. During the discovery for the lawsuit, our attorney found out that the client was able to obtain a universal life policy in 2016. The annual premium was about \$6,000 less than what she would've been paying had she converted the original term policy. The case was dismissed, and there was no admission of liability on my part.



Product Type: Insurance
Alleged Damages: \$326,000.00
Is this an oral complaint? No
Is this a written complaint? Yes
Is this an arbitration/CFTC reparation or civil litigation? Yes
Arbitration/Reparation forum or court name and location: Superior Court of California County of San Francisco
Docket/Case #: CGC-17-560664
Filing date of arbitration/CFTC reparation or civil litigation: 08/11/2017

Customer Complaint Information

Date Complaint Received: 10/10/2017
Complaint Pending? No
Status: Settled
Status Date: 01/17/2019
Settlement Amount: \$125,000.00
Individual Contribution Amount: \$0.00

Civil Litigation Information

Type of Court: State Court
Name of Court: Superior Court of California County of San Francisco
Location of Court: San Francisco, CA
Docket/Case #: CGC-17-560664
Date Notice/Process Served: 10/10/2017
Litigation Pending? No
Disposition: Settled
Disposition Date: 01/17/2019



Monetary Compensation Amount:	\$125,000.00
Individual Contribution Amount:	\$0.00

End of Report



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