

BrokerCheck Report

MICHAEL JAMES DEJULIO

CRD# 5168978

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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.

**MICHAEL J. DEJULIO**

CRD# 5168978

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

IA **PKS ADVISORY SERVICES, LLC**
 80 STATE STREET
 ALBANY, NY 12207
 CRD# 125648
 Registered with this firm since: 11/20/2017

B **PURSHE KAPLAN STERLING INVESTMENTS**
 80 State Street
 ALBANY, NY 12207
 CRD# 35747
 Registered with this firm since: 11/14/2017

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
- 14 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 **GOLDMAN, SACHS & CO.**
 CRD# 361
 NEW YORK, NY
 09/2009 - 04/2017

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
Criminal	2
Termination	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 14 U.S. states and territories through his or her employer.

Employment 1 of 2

Firm Name: **PKS ADVISORY SERVICES, LLC**

Main Office Address: **80 STATE STREET
ALBANY, NY 12207**

Firm CRD#: **125648**

	U.S. State/ Territory	Category	Status	Date
IA	New York	Investment Adviser Representative	Approved	04/08/2021

Branch Office Locations

80 STATE STREET
ALBANY, NY 12207

Employment 2 of 2

Firm Name: **PURSHE KAPLAN STERLING INVESTMENTS**

Main Office Address: **80 STATE STREET
ALBANY, NY 12207**

Firm CRD#: **35747**

	SRO	Category	Status	Date
B	FINRA	General Securities Representative	Approved	11/14/2017

	U.S. State/ Territory	Category	Status	Date
B	Arizona	Agent	Approved	11/30/2020
B	California	Agent	Approved	08/13/2021

Broker Qualifications



Employment 2 of 2, continued

	U.S. State/ Territory	Category	Status	Date
B	Connecticut	Agent	Approved	01/02/2020
B	Florida	Agent	Approved	04/02/2019
B	Kentucky	Agent	Approved	01/04/2019
B	Massachusetts	Agent	Approved	02/23/2021
B	New Hampshire	Agent	Approved	01/08/2019
B	New Jersey	Agent	Approved	01/25/2019
B	New York	Agent	Approved	11/16/2017
B	North Carolina	Agent	Approved	11/10/2021
B	Pennsylvania	Agent	Approved	01/03/2019
B	South Carolina	Agent	Approved	11/16/2020
B	Vermont	Agent	Approved	01/10/2019
B	Wyoming	Agent	Approved	01/04/2021

Branch Office Locations

PURSHE KAPLAN STERLING INVESTMENTS

80 State Street
ALBANY, NY 12207

PURSHE KAPLAN STERLING INVESTMENTS

Watervliet, NY



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 Securities Industry Essentials Examination	SIE	10/01/2018
B National Commodity Futures Examination	Series 3	01/10/2011
B General Securities Representative Examination	Series 7	09/01/2009

State Securities Law Exams

Exam	Category	Date
B IA Uniform Combined State Law Examination	Series 66	02/09/2010

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 09/2009 - 04/2017	GOLDMAN, SACHS & CO.	361	NEW YORK, NY

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
08/2017 - Present	PKS Advisory Services, LLC	IAR	Y	Albany, NY, United States
08/2017 - Present	Purshe Kaplan Sterling Investments, Inc	Registered Representative	Y	Albany, NY, United States
04/2017 - 08/2017	Unemployed	Unemployed	N	Rensselaer, NY, United States
01/2008 - 03/2017	THE AYCO COMPANY L.P.	AYCO SEASONAL/NOT ACTIVE FOR H	Y	LATHAM, NY, 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. PKS Advisory Services, LLC. Investment Related. 80 State St, Albany, NY 12207. Advisory/RIA. IAR. 08/2017. 160 Hrs/Mo; All During Trading Hours. Advisory Services.
2. PKS Financial Services. Investment Related. 80 State St, Albany, NY 12207. Fixed Insurance. Agent. 08/2017. 5 Hrs/Mo; All During Trading Hours. Offer Fixed Insurance Solutions to Clients.

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
Criminal	0	2	0
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

Reporting Source:	Broker
Regulatory Action Initiated By:	State of Connecticut Insurance Dept
Sanction(s) Sought:	Denial
Date Initiated:	01/24/2022
Docket/Case Number:	N/A
Employing firm when activity occurred which led to the regulatory action:	Purshe Kaplan Sterling Investments
Product Type:	No Product
Allegations:	The state of Connecticut Dept of Insurance denied Mr. DeJulio's request for Insurance licensure due to incorrect responses to the following questions: "Have you ever been convicted of a misdemeanor, had a judgment withheld or deferred, or are you currently charged with committing a misdemeanor?" "Have you ever been named or involved as a party in an administrative proceeding, including FINRA sanction or arbitration proceeding regarding any professional or occupational license or registration?" "Involved" also means being named as a party to an administrative or arbitration proceeding, which is related to a professional or occupational license, or



registration. "

"Have you ever had an insurance agency contract or any other business relationship with an insurance company terminated for any alleged misconduct?"

Current Status:

Final

Resolution:

Decision

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:

01/24/2022

Sanctions Ordered:

Denial



Criminal - Final Disposition

This type of disclosure event involves a criminal charge against the broker that has resulted in a conviction, acquittal, dismissal, or plea. The criminal matter may pertain to any felony or certain misdemeanor offenses, including bribery, perjury, forgery, counterfeiting, extortion, fraud, and wrongful taking of property.

Disclosure 1 of 2

Reporting Source:	Broker
Formal Charges were brought in:	Town Court
Name of Court:	Princeton Town Court
Location of Court:	Princeton, Schenectady County, NY
Docket/Case #:	17090011 - The People of the State of New York vs. Michael J. DeJulio
Charge Date:	09/06/2017
Charge(s) 1 of 2	
Formal Charge(s)/Description:	Criminal Possession of Weapon - 3rd Degree, Ammunition Feeding Device
No of Counts:	1
Felony or Misdemeanor:	Felony
Plea for each charge:	Not guilty
Disposition of charge:	Reduced
Date of Amended Charge:	12/06/2017
Charge was Amended or reduced to:	On 12/6/17, Mr. DeJulio pled guilty to one count of Criminal Possession of a Weapon - 4th Degree, a Class A misdemeanor, in full satisfaction of the pending charges.
Amended No of Counts:	1
Amended Charge:	Misdemeanor
Amended Plea:	Guilty
Disposition of Amended Charge:	Three Years probation delivered at sentencing hearing 02/14/2018
Charge(s) 2 of 2	
Formal Charge(s)/Description:	Criminal Possession of Weapon - 3rd Degree, Assault Rifle
No of Counts:	2



Felony or Misdemeanor:	Felony
Plea for each charge:	Not guilty
Disposition of charge:	Reduced
Date of Amended Charge:	12/06/2017
Charge was Amended or reduced to:	On 12/6/17, Mr. DeJulio pled guilty to one count of Criminal Possession of a Weapon - 4th Degree, a Class A misdemeanor, in full satisfaction of the pending charges.
Amended No of Counts:	1
Amended Charge:	Misdemeanor
Amended Plea:	Guilty
Disposition of Amended Charge:	Three Years probation delivered at sentencing hearing 02/14/2018
Current Status:	Final
Status Date:	12/06/2017
Disposition Date:	01/15/2020
Sentence/Penalty:	Three Years of probation ordered, Start date (02/14/2018) End Date (02/14/2021), Court surcharge of \$205 was ordered and satisfied.
Broker Statement	Violation of New York State Safe Act as enacted in 2013. Successfully received early discharge from probation on of January 6th, 2020

Disclosure 2 of 2

Reporting Source:	Broker
Formal Charges were brought in:	Local Court
Name of Court:	Town Court of New Bremen New York
Location of Court:	Lewis County, New York
Docket/Case #:	SCI 2017-062
Charge Date:	02/15/2017
Charge(s) 1 of 1	
Formal Charge(s)/Description:	Grand Larceny 3rd Degree



No of Counts:	1
Felony or Misdemeanor:	Felony
Plea for each charge:	N/A
Disposition of charge:	Reduced
Date of Amended Charge:	08/18/2017
Charge was Amended or reduced to:	- Criminal Mischief: Intent to Damage Property - Class A Misdemeanor - Possession of a Controlled substance not in an original container - Violation
Amended No of Counts:	1
Amended Charge:	Misdemeanor
Amended Plea:	Guilty
Disposition of Amended Charge:	Pled guilty
Current Status:	Final
Status Date:	02/15/2017
Disposition Date:	08/18/2017
Sentence/Penalty:	Fined \$3,239.81, paid 08/18/2017. 1 Year probation.
Broker Statement	Damaged cousins snowmobile. Paid restitution on damages in full along with a \$100 fine for violation.



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:	Goldman, Sachs & Co.
Termination Type:	Discharged
Termination Date:	03/30/2017
Allegations:	Allegations about candor and timely escalation in internal communications, including internal communications about a presentation.
Product Type:	No Product
Reporting Source:	Broker
Employer Name:	Goldman, Sachs & Co.
Termination Type:	Discharged
Termination Date:	03/30/2017
Allegations:	Allegations about candor and timely escalation in internal communications, including internal communications about a presentation.
Product Type:	No Product
Broker Statement	Received 36 weeks of paid severance and 12 weeks of paid job outplacement services

End of Report



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