

BrokerCheck Report

GREGORY SCOTT LESTER

CRD# 5596604

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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.



GREGORY S. LESTER

CRD# 5596604

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

IA CROSS FINANCIAL ADVISORS
16100 NW CORNELL ROAD #240
BEAVERTON, OR 97006
CRD# 287686
Registered with this firm since: 06/29/2017

B LPL FINANCIAL LLC
POST FALLS, ID
CRD# 6413
Registered with this firm since: 10/22/2012

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
- 13 U.S. states and territories

This broker has passed:

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

Registration History

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

IA LPL FINANCIAL LLC
CRD# 6413
FORT MILL, SC
10/2012 - 12/2017

IA EDWARD JONES
CRD# 250
ST. LOUIS, MO
06/2009 - 07/2012

B EDWARD JONES
CRD# 250
HILLSBORO, OR
05/2009 - 07/2012

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

Employment 1 of 2

Firm Name: **CROSS FINANCIAL ADVISORS**
 Main Office Address: **16100 NW CORNELL ROAD #240
 BEAVERTON, OR 97006**
 Firm CRD#: **287686**

	U.S. State/ Territory	Category	Status	Date
IA	Idaho	Investment Adviser Representative	Approved	09/22/2021
IA	Oregon	Investment Adviser Representative	Approved	06/29/2017

Branch Office Locations

16100 NW CORNELL ROAD #240
 BEAVERTON, OR 97006

Employment 2 of 2

Firm Name: **LPL FINANCIAL LLC**
 Main Office Address: **1055 LPL WAY
 FORT MILL, SC 29715**
 Firm CRD#: **6413**

	SRO	Category	Status	Date
B	FINRA	General Securities Representative	Approved	10/22/2012
	U.S. State/ Territory	Category	Status	Date
B	Arizona	Agent	Approved	10/24/2012

Broker Qualifications



Employment 2 of 2, continued

	U.S. State/ Territory	Category	Status	Date
B	California	Agent	Approved	10/24/2012
B	Colorado	Agent	Approved	08/08/2018
B	Florida	Agent	Approved	01/26/2021
B	Georgia	Agent	Approved	06/10/2020
B	Idaho	Agent	Approved	06/16/2021
B	Indiana	Agent	Approved	03/01/2013
B	Iowa	Agent	Approved	05/03/2024
B	New Mexico	Agent	Approved	03/01/2013
B	New York	Agent	Approved	07/01/2022
B	Oregon	Agent	Approved	10/22/2012
B	Texas	Agent	Approved	08/12/2013
B	Washington	Agent	Approved	10/24/2012

Branch Office Locations

LPL FINANCIAL LLC

POST FALLS, ID

LPL FINANCIAL LLC

16100 NW CORNELL RD, STE 240
BEAVERTON, OR 97006



Broker Qualifications

Industry Exams this Broker has Passed

This section includes all securities industry exams that the broker has passed. Under limited circumstances, a broker may attain a registration after receiving an exam waiver based on exams the broker has passed and/or qualifying work experience. Any exam waivers that the broker has received are not included below. A passed exam or exam waiver does not permit a broker to do business without an active SRO or state registration.

This individual has passed 0 principal/supervisory exams, 2 general industry/product exams, and 1 state securities law exam.

Principal/Supervisory Exams

Exam	Category	Date
No information reported.		

General Industry/Product Exams

Exam	Category	Date
<div>B</div> Securities Industry Essentials Examination	SIE	10/01/2018
<div>B</div> General Securities Representative Examination	Series 7	12/09/2008

State Securities Law Exams

Exam	Category	Date
<div>B</div> <div>IA</div> Uniform Combined State Law Examination	Series 66	05/29/2009

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
IA 10/2012 - 12/2017	LPL FINANCIAL LLC	6413	BEAVERTON, OR
IA 06/2009 - 07/2012	EDWARD JONES	250	HILLSBORO, OR
B 05/2009 - 07/2012	EDWARD JONES	250	HILLSBORO, OR
B 12/2008 - 03/2009	AXA ADVISORS, LLC	6627	PORTLAND, OR

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
05/2017 - Present	Cross Financial Advisors, LLC	Investment Adviser Representation	Y	BEAVERTON, OR, United States
10/2012 - Present	LPL Financial, LLC	Registered Representative	Y	BEAVERTON, OR, 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. 10/22/2012 - CROSS FINANCIAL MANAGEMENT/ DBA ONLY/ 100%/ BEAVETON, OR.

2. 7/5/2017 - Cross Financial Advisors LLC - Investment Related - At Reported Business Location(s) - Registered Investment Advisor Hybrid - Start 07/15/2017 - 80 Hours Per Month/65 Hours During Securities Trading - I provide investment advisory services through Cross Financial Advisors, LLC, an independent investment advisor firm. I started this business activity in July 2017. I expect to spend approximately 80 hours per month on this activity. Please see the advisory firm's Form ADV for more information about its address, the nature of its business, its owners, and its services at <http://www.adviserinfo.sec.gov/IAPD>. The firm is separate from and independent of LPL Financial.

3. 12/10/2020 - Cross Financial - Investment Related - At Reported Business Location(s) - DBA for LPL Business (entity for LPL business).

Registration and Employment History



Other Business Activities, continued

4. 10/24/2022 - Cross Inland Wealth Management - Investment Related - At Reported Business Location(s) - DBA for LPL Business (entity for LPL business) - Start Date: 11/04/2022 - 180 Hours Per Month/130 Hours During Securities Trading.

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: EDWARD JONES

Allegations: 03/19/10-03/19/10: CLIENT CLAIMS THE FA RECOMMENDED SHE SELL TWO OF HER ANNUITIES AND OPEN 2 IRA ACCOUNTS, ONE FOR 2009 AND ONE FOR 2010. THE CLIENT CLAIMS THE FA FAILED TO FIND OUT THE TAX IMPLICATIONS AND PENALTIES INVOLVED IN LIQUIDATING THE ANNUITIES. CLIENT CLAIMS SHE HAS CONSULTED WITH A TAX CONSULTANT AND WAS TOLD, AS A RESULT SHE HAS GONE FROM A 10% TAX BRACKET TO A 25% TAX BRACKET AND WILL HAVE TO PAY A 10% PENALTY SINCE SHE IS NOT YET 59 1/2. CLIENT STATES SHE WILL OWE APPROXIMATELY \$21,000.00 TO THE IRS AND \$6,500.00 TO THE STATE OF OREGON FOR HER 2010 TAXES. THE CLIENT CLAIMS SHE WAS OFFERED \$12,000.00 FROM OUR FIRM TO SETTLE THE ISSUE; HOWEVER, THE CLIENT FEELS THIS IS NOT SUFFICIENT AND WANTS \$60,000.00 OR HER ANNUITIES REINSTATED PLUS ANY INCOME SHE HAS LOST SINCE 3/19/10 AND PAY HER FOR THE TAXES DUE AND PENALTY COSTS.

Product Type: Annuity-Variable

Alleged Damages: \$60,000.00

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: 06/21/2010

Complaint Pending? No

Status: Settled

Status Date: 07/27/2010

Settlement Amount: \$12,000.00

Individual Contribution Amount: \$0.00

Broker Statement

THE FA CLAIMS THE CLIENT STATED DURING THEIR FIRST MEETING, SHE DID NOT WANT TO KEEP HER ING ANNUITY. THE FA STATES HE EXPLAINED TO THE CLIENT, IF SHE SOLD THE CONTRACT, SHE WOULD LOSE THE DEATH BENEFIT. ACCORDING TO THE FA, THE CLIENT TOLD HIM ON TWO OCCASIONS, SHE WAS NOT CONCERNED WITH THE DEATH BENEFIT. THE FA CONDUCTED A CONFERENCE CALL WITH ING AND THE CLIENT. DURING THE CALL, THE FA CLARIFIED WITH THE ING REP., THE CLIENT WOULD ONLY BE PAYING TAXES ON THE AMOUNT OF GAIN OVER \$87,000.00, THE AMOUNT REFLECTED ON THE CLIENT'S STATEMENT TO BE THE COST BASIS. THE ING REP ADVISED THIS WAS CORRECT. THE CLIENT PROCEEDED WITH THE LIQUIDATION. WHEN THE CLIENT RECEIVED THEIR CHECK IS WAS LESS THAN EXPECTED. FA STATES HE CONDUCTED A SECOND CONFERENCE CALL WHICH WAS ESCALATED TO A SUPERVISOR. DURING THE CALL THE SUPERVISOR DISCLOSED THE COST BASIS WAS CONSIDERABLY LOWER, WHICH RESULTED IN THE HIGHER AMOUNT OF TAXES BEING WITHHELD. AT THIS POINT, FOR THE FIRST TIME, THE CLIENT STATED SHE HAD NOT PURCHASED THE CONTRACT FROM ING. THE FA STATES THIS WAS THE FIRST TIME HE HAD BEEN TOLD THE ACCURATE COST BASIS. THE FA CLAIMS, HAD HE KNOWN THIS INFORMATION HE WOULD HAVE MADE OTHER RECOMMENDATIONS. THE CLIENT WAS PREVIOUSLY OFFERED \$12,000.00 TO RESOLVE THE COMPLAINT. THE CLIENT DID INCUR A TAX PENALTY OF \$6,714.55 AS A RESULT OF LIQUIDATING THE CONTRACT BEFORE AGE 59 1/2. WE HAVE EXTENDED THE OFFER OF \$12,000.00 TO THE CLIENT FOR ANOTHER 30 DAYS. THIS IS TO REIMBURSE THE CLIENT FOR THE PENALTY OF \$6,714.55 AND A PORTION OF THE TAXES SHE INCURRED. THIS IS BASED ON THE FACT THE CLIENT WOULD BE PAYING TAXES ON THE DISTRIBUTION AT SOME POINT IN THE FUTURE. SINCE THE CLIENT WAS NOT CONCERNED ABOUT LOSING THE DEATH BENEFIT, HER REQUEST FOR COMPENSATION TO PURCHASE LIFE INSURANCE WAS RESPECTFULLY DENIED. CLIENT ACCEPTED THE \$12,000.00 OFFER, CHECK REQUEST WAS DONE.

End of Report



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