

**BrokerCheck Report**

**KEN ALAN BALSER**

CRD# 704053

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## 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.



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)

**Thank you for using FINRA BrokerCheck.**

**KEN A. BALSER**

CRD# 704053

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:

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

### Registration History

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

**CETERA ADVISORS LLC**

CRD# 10299

COLORADO SPRINGS, CO

10/2013 - 07/2016

**LPL FINANCIAL LLC**

CRD# 6413

COLORADO SPRINGS, CO

03/2012 - 10/2013

**MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED**

CRD# 7691

COLORADO SPRINGS, CO

05/2006 - 04/2007

### 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	2
Customer Dispute	1
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.

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

### Principal/Supervisory Exams

Exam	Category	Date
General Securities Principal Examination	Series 24	05/01/2013

### General Industry/Product Exams

Exam	Category	Date
Securities Industry Essentials Examination	SIE	07/21/2016
General Securities Representative Examination	Series 7	11/17/1999

### State Securities Law Exams

Exam	Category	Date
Uniform Securities Agent State Law Examination	Series 63	04/24/2013
Uniform Combined State Law Examination	Series 66	11/24/1999

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/).



## Registration and Employment History

### Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
10/2013 - 07/2016	CETERA ADVISORS LLC	10299	COLORADO SPRINGS, CO
03/2012 - 10/2013	LPL FINANCIAL LLC	6413	COLORADO SPRINGS, CO
05/2006 - 04/2007	MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED	7691	COLORADO SPRINGS, CO
05/2003 - 05/2006	UBS FINANCIAL SERVICES INC.	8174	WEEHAWKEN, NJ
11/1999 - 06/2003	A. G. EDWARDS & SONS, INC.	4	ST. LOUIS, MO

### 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 Dates	Employer Name	Employer Location
10/2013 - Present	CETERA ADVISORS LLC	DENVER, CO
02/2012 - 10/2013	LPL FINANCIAL	COLORADO SPRINGS, CO
04/2007 - 12/2011	THE PELOTON GROUP, LLC	COLORADO SPRINGS, CO

### 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. DBA: SECURE WEALTH MANAGEMENT, INVESTMENT RELATED, ADDRESS SAME AS REGISTERED LOCATION, FINANCIAL SERVICES, START 10/2013, 40 HRS WK, DURING TRADING HRS, MANAGING PARTNER-INVESTMENT ADVISOR.
2. FIXED INSURANCE WITH VARIOUS COMPANIES, INV RELATED, ADDRESS SAME AS REGISTERED LOCATION, START 10/2013, 1 HR PER WK, VARIES DURING TRADING HRS, INSURANCE AGENT, SELLS HEALTH AND ANNUITIES.

## Registration and Employment History



### Other Business Activities, continued

3) DAVE RAMSEY RADIO SHOW SPONSOR, NOT INVESTMENT RELATED, ADDRESS IS THE REGISTERED LOCATION, ENDORSED FINANCIAL ADVISOR FOR A MONTHLY FEE, START SEPTEMBER 2012, 6 HOURS PER WEEK - VARIES DURING MARKET HOURS, COUNSEL REFERRALS ON FINANCIAL PLANNING UNDER DBA.

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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:**
  - 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	2	0





Customer Dispute	1	0	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 2

<b>Reporting Source:</b>	Regulator
<b>Regulatory Action Initiated By:</b>	Colorado Division of Securities
<b>Sanction(s) Sought:</b>	Revocation
<b>Date Initiated:</b>	01/20/2017
<b>Docket/Case Number:</b>	CDS 2017-0003
<b>URL for Regulatory Action:</b>	
<b>Employing firm when activity occurred which led to the regulatory action:</b>	Cetera Advisors, LLC
<b>Product Type:</b>	Other: Gold Mine
<b>Allegations:</b>	Balsler solicited no less than seventeen (17) clients to invest in Tesoro Del Alma, Inc. (Gold Mine). Those seventeen (17) clients ultimately invested a total of \$1,491,600 in Tesoro Del Alma, Inc., between August 2014 and March 2016. Balsler solicited these investments without disclosing his activities to his employer member firm.
<b>Current Status:</b>	Final
<b>Resolution:</b>	Stipulation and Consent Order



<b>Does the order constitute a final order based on violations of any laws or regulations that prohibit fraudulent, manipulative, or deceptive conduct?</b>	No
<b>Resolution Date:</b>	02/02/2017
<b>Sanctions Ordered:</b>	Revocation
<b>Regulator Statement</b>	<p>Balser solicited no less than seventeen (17) clients to invest in Tesoro Del Alma, Inc. ("Tesoro"). Those seventeen (17) clients ultimately invested a total of \$1,491,600 in Tesoro between August 2014 and March 2016. According to Carolyn Hernandez, Senior Special Agent at the State of New Mexico Securities Division, investors have not seen any return from their investments. Although Balser was a sales representative with Cetera Advisers, LLC ("Cetera"), he participated in the purchase of securities, specifically by soliciting some of his clients to invest in Tesoro, without the knowledge or written approval of Cetera, his employer broker-dealer.</p> <p>Balser's Colorado investment adviser license and his Colorado sales representative license were both revoked pursuant to a Consent Order and Balser will not ever reapply for a securities license in Colorado, see CDS 2017-0003.</p>

#### Disclosure 2 of 2

<b>Reporting Source:</b>	Regulator
<b>Regulatory Action Initiated By:</b>	FINRA
<b>Sanction(s) Sought:</b>	Other: N/A
<b>Date Initiated:</b>	12/19/2016
<b>Docket/Case Number:</b>	<a href="#">2016050727001</a>
<b>Employing firm when activity occurred which led to the regulatory action:</b>	Cetera Advisors LLC
<b>Product Type:</b>	No Product
<b>Allegations:</b>	Without admitting or denying the findings, Balser consented to the sanction and to the entry of findings that he refused to appear for testimony and provide documents and information requested by FINRA during the course of an investigation into allegations that he engaged in private securities transactions in



violation of his member firm's policy.

**Current Status:**

Final

**Resolution:**

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:**

12/19/2016

**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**

<b>Sanction Type:</b>	Bar (Permanent)
<b>Capacities Affected:</b>	All Capacities
<b>Duration:</b>	Indefinite
<b>Start Date:</b>	12/19/2016
<b>End Date:</b>	





## Customer Dispute - Pending

This type of disclosure event involves (1) a pending consumer-initiated, investment-related arbitration or civil suit that contains allegations of sales practice violations against the broker; or (2) a pending, 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.

### Disclosure 1 of 1

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	Cetera Advisors LLC
<b>Allegations:</b>	Unsuitable investment, violation of Wyoming and Colorado Securities Act, Violation of Colorado Consumer Protection Act, Breach of Contract and Fiduciary Duty, Common Law Fraud, and Negligence,
<b>Product Type:</b>	Other: Private Placement
<b>Alleged Damages:</b>	\$250,000.00
<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>	Yes
<b>Arbitration/Reparation forum or court name and location:</b>	FINRA Arbitration
<b>Docket/Case #:</b>	18-03400
<b>Filing date of arbitration/CFTC reparation or civil litigation:</b>	09/27/2018

### Customer Complaint Information

<b>Date Complaint Received:</b>	10/09/2018
<b>Complaint Pending?</b>	Yes
<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

<b>Reporting Source:</b>	Firm
<b>Employer Name:</b>	CETERA ADVISORS LLC
<b>Termination Type:</b>	Discharged
<b>Termination Date:</b>	07/18/2016
<b>Allegations:</b>	REPRESENTATIVE ENGAGED IN PRIVATE SECURITIES TRANSACTIONS IN VIOLATION OF FIRM POLICY
<b>Product Type:</b>	Other: PRODUCTION PURCHASE CONTRACTS



## End of Report



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