

**SENT VIA EMAIL ONLY:** [contact@stockbrokerfraud.com](mailto:contact@stockbrokerfraud.com)

**DATE:** February 19, 2020

**TO:** The Guiliano Law Group, P.C.  
1260 South Soto St. Suite 7  
Los Angeles, CA 90023

**FROM:** Michelle Atlas  
AdvisorLaw LLC  
9737 Wadsworth Parkway, Suite 205  
Westminster, CO 80021

**RE:** **Richard Michael Wesselt** (CRD #2195569) Request for Removal of Expunged, Incorrect, and Inaccurate Disclosure Information

To Whom It May Concern,

I am writing on behalf of my client, Mr. Richard M. Wesselt (“Mr. Wesselt”) (CRD #2195569) regarding the disclosure information you have provided on your website, Stock Broker Fraud.org, referencing Mr. Wesselt’s BrokerCheck Report.

Your website information is inaccurate as it contains disputes and disclosures which were expunged from Mr. Wesselt’s record. You reference claims from November 4, 2009, March 9, 2012, and October 4, 2013, none of which appear on Mr. Wesselt’s BrokerCheck Report. In the interest of providing accurate information to the public, attached is a copy of Mr. Wesselt’s updated BrokerCheck Report.

Mr. Wesselt respectfully requests your immediate action regarding this matter to ensure all information is up to date and accurate when referencing his record. In support of this request, please find attached the following:

Attachment 1 – Mr. Wesselt’s Brokercheck Report dated February 18, 2020

Please feel free to contact me directly should you have any questions.

Respectfully,



Michelle Atlas, Esq.  
Managing Associate  
T: (720) 523-1201  
E: [matlas@advisorlawyer.com](mailto:matlas@advisorlawyer.com)

# ATTACHMENT 1

**BrokerCheck Report**

**RICHARD MICHAEL WESSELT**

CRD# 2195569

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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.**

**RICHARD M. WESSELT**

CRD# 2195569

**Currently employed by and registered with the following Firm(s):****FORTUNE FINANCIAL SERVICES, INC.**

3582 BROADHEAD ROAD  
SUITE 202  
MONACA, PA 15061  
CRD# 42150

Registered with this firm since: 09/05/2017

**FORTUNE FINANCIAL SERVICES, INC.**

3441 Germantown Pike  
Collegeville, PA 19426  
CRD# 42150

Registered with this firm since: 09/05/2017

**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
- 16 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):****THE O.N. EQUITY SALES COMPANY**

CRD# 2936  
Collegeville, PA  
03/2014 - 09/2017

**STERNE AGEE FINANCIAL SERVICES, INC.**

CRD# 18456  
JEFFERSONVILLE, PA  
05/2002 - 03/2014

**AMERICAN INVESTMENT SERVICES, INC.**

CRD# 21111  
OKLAHOMA CITY, OK  
04/1997 - 05/2002

**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	14
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 16 U.S. states and territories through his or her employer.**

### Employment 1 of 1

Firm Name: **FORTUNE FINANCIAL SERVICES, INC.**

Main Office Address: **3582 BROADHEAD ROAD  
SUITE 202  
MONACA, PA 15061**

Firm CRD#: **42150**

SRO	Category	Status	Date
FINRA	Invest. Co and Variable Contracts	APPROVED	09/05/2017

U.S. State/ Territory	Category	Status	Date	U.S. State/ Territory	Category	Status	Date
Arizona	Agent	APPROVED	09/05/2017	Pennsylvania	Agent	APPROVED	09/06/2017
California	Agent	APPROVED	09/05/2017	Texas	Agent	APPROVED	09/24/2019
Connecticut	Agent	APPROVED	09/22/2017	Washington	Agent	APPROVED	09/05/2017
Delaware	Agent	APPROVED	09/05/2017				
Florida	Agent	APPROVED	09/05/2017				
Georgia	Agent	APPROVED	09/07/2017				
Iowa	Agent	APPROVED	09/07/2017				
Kansas	Agent	APPROVED	09/05/2017				
Maryland	Agent	APPROVED	09/08/2017				
Minnesota	Agent	APPROVED	09/05/2017				
New Jersey	Agent	APPROVED	09/05/2017				
New York	Agent	APPROVED	09/05/2017				
North Carolina	Agent	APPROVED	09/05/2017				



## Broker Qualifications

### Employment 1 of 1, continued

#### Branch Office Locations

**FORTUNE FINANCIAL SERVICES, INC.**

3441 Germantown Pike  
Collegeville, PA 19426

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## 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 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
Securities Industry Essentials Examination	SIE	10/01/2018
Investment Company Products/Variable Contracts Representative Examination	Series 6	08/14/1992

### State Securities Law Exams

Exam	Category	Date
Uniform Securities Agent State Law Examination	Series 63	11/20/1992

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
03/2014 - 09/2017	THE O.N. EQUITY SALES COMPANY	2936	Collegeville, PA
05/2002 - 03/2014	STERNE AGEE FINANCIAL SERVICES, INC.	18456	JEFFERSONVILLE, PA
04/1997 - 05/2002	AMERICAN INVESTMENT SERVICES, INC.	21111	OKLAHOMA CITY, OK
05/1994 - 03/1997	W. S. GRIFFITH & CO., INC.	10410	HARTFORD, CT
08/1992 - 05/1994	PML SECURITIES COMPANY	4082	NEWARK, DE

### 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
09/2017 - Present	Fortune Financial Services, Inc.	Monaca, PA
03/2014 - Present	THE O. N. EQUITY SALES COMPANY	CINCINNATI, OH
12/2001 - Present	OHIO NATIONAL FINANCIAL SERVICES	CINCINNATI, OH
04/1994 - Present	PHOENIX HOME LIFE	BALA CYNWYD, PA
03/1990 - Present	PROVIDENT MUTUAL	PHILADELPHIA, PA
05/2002 - 03/2014	SAL FINANCIAL SERVICES, INC.	BIRMINGHAM, AL

### 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) WESSELT CAPITAL GROUP; INVESTMENT RELATED; 3441 GERMANTOWN PIKE COLLEGEVILLE PA. 19426; INSURANCE/INVESTMENTS; OWNER SINCE 1990; 120 HOURS PER MONTH; 6-8 DURING SEC TRADING HOURS; SALES OF INVESTMENT PRODUCTS,WHOLE LIFE AND EIA.



## 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
Customer Dispute	5	9	N/A



Termination	N/A	1	N/A
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## 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 8

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	Sterne Agee/ The O.N. Equity Sales Company
<b>Allegations:</b>	Customer alleges several transactions related to the sale of life insurance were unsuitable
<b>Product Type:</b>	Insurance
<b>Alleged Damages:</b>	\$100,000.00
<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>	09/06/2019
<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	09/13/2019
<b>Settlement Amount:</b>	\$112,725.00



**Individual Contribution Amount:** \$0.00

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**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** Stern Agee / The O.N. Equity Sales Company

**Allegations:** Customer alleges several transactions related to the sale of life insurance were unsuitable.

**Product Type:** Insurance

**Alleged Damages:** \$100,000.00

**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:** 11/06/2019

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 09/13/2019

**Settlement Amount:** \$112,725.00

**Individual Contribution Amount:** \$0.00

**Broker Statement** The life insurance policies are over 4 years old. Statute of limitations would come into question. Agent categorically denies any wrong doing. Agent contributed no money to any settlement. The life insurance company settled with no discussion with agent on policies that were over 4 years old and in some cases, over 6 years old.

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### Disclosure 2 of 8

**Reporting Source:** Firm



**Employing firm when activities occurred which led to the complaint:** Stern Agee/ The O.N. Equity Sales Company

**Allegations:** Customer alleges Mr. Wesselt recommended the purchase of whole life insurance products funded by taking loans against cash values of existing policies and withdrawing money from annuities, IRA and 529 savings accounts. Client alleges strategy was unsuitable based on their goals and objectives.

**Product Type:** Insurance

**Alleged Damages:** \$200,000.00

**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:** 04/22/2019

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 12/06/2019

**Settlement Amount:** \$207,500.00

**Individual Contribution Amount:** \$0.00

**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** Stern Agee/The O.N. Equity Sales Company

**Allegations:** Customer alleges Mr. Wesselt recommended the purchase of whole life insurance products funded by taking loans against cash values of existing policies and withdrawing money from annuities, IRA and 529 savings accounts. Client alleges strategy was unsuitable based on their goals and objectives.

**Product Type:** Insurance

**Alleged Damages:** \$200,000.00

**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:** 04/22/2019

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 12/06/2019

**Settlement Amount:** \$207,500.00

**Individual Contribution Amount:** \$0.00

### Disclosure 3 of 8

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Stern Agee and The ON Equity Sales Co mpany

**Allegations:** Customer alleges Mr. Wesselt recommended financial plan that was illogical unsuitable and fraudulent.

**Product Type:** Insurance

**Alleged Damages:** \$220,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No

**Is this an arbitration/CFTC reparation or civil litigation?** Yes

**Arbitration/Reparation forum or court name and location:** FINRA Philadelphia, PA

**Docket/Case #:** 19-00475

**Filing date of arbitration/CFTC reparation or civil litigation:** 02/12/2019



## Customer Complaint Information

**Date Complaint Received:** 04/01/2019  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 11/04/2019  
**Settlement Amount:** \$100,000.00  
**Individual Contribution Amount:** \$0.00

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**Reporting Source:** Firm  
**Employing firm when activities occurred which led to the complaint:** Sterne Agee Financial Services, Inc  
**Allegations:** Unsuitable investment recommendations, investment strategy and misrepresentations and omissions.  
**Product Type:** Annuity-Variable Insurance  
**Alleged Damages:** \$220,000.00  
**Is this an oral complaint?** No  
**Is this a written complaint?** No  
**Is this an arbitration/CFTC reparation or civil litigation?** Yes  
**Arbitration/Reparation forum or court name and location:** FINRA  
**Docket/Case #:** 19-00475  
**Filing date of arbitration/CFTC reparation or civil litigation:** 02/15/2019

## Customer Complaint Information

**Date Complaint Received:** 02/21/2019  
**Complaint Pending?** No





**Status:** Settled  
**Status Date:** 11/11/2019  
**Settlement Amount:** \$100,000.00  
**Individual Contribution Amount:** \$0.00

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**Reporting Source:** Broker  
**Employing firm when activities occurred which led to the complaint:** Sterne Agee Financial Services, Inc., O.N Equity Sales Company  
**Allegations:** Unsuitable investment recommendations, investment strategy and misrepresentations and omissions  
**Product Type:** Annuity-Variable Insurance  
**Alleged Damages:** \$220,000.00  
**Is this an oral complaint?** No  
**Is this a written complaint?** No  
**Is this an arbitration/CFTC reparation or civil litigation?** Yes  
**Arbitration/Reparation forum or court name and location:** FINRA  
**Docket/Case #:** 19-00475  
**Filing date of arbitration/CFTC reparation or civil litigation:** 02/15/2019

### Customer Complaint Information

**Date Complaint Received:** 02/21/2019  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 11/11/2019  
**Settlement Amount:** \$100,000.00



**Individual Contribution Amount:** \$0.00

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#### Disclosure 4 of 8

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Sterne Agee Financial Services

**Allegations:** Claimant alleges unsuitable investment recommendations, deceptive and unfair trade practices

**Product Type:** Annuity-Variable Insurance

**Alleged Damages:** \$300,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No

**Is this an arbitration/CFTC reparation or civil litigation?** Yes

**Arbitration/Reparation forum or court name and location:** FINRA

**Docket/Case #:** 18-03363

**Filing date of arbitration/CFTC reparation or civil litigation:** 09/25/2018

#### Customer Complaint Information

**Date Complaint Received:** 10/05/2018

**Complaint Pending?** No

**Status:** Evolved into Arbitration/CFTC reparation (the individual is a named party)

**Status Date:** 09/25/2018

**Settlement Amount:**

**Individual Contribution Amount:**

#### Arbitration Information



**Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):** FINRA

**Docket/Case #:** 18-03363

**Date Notice/Process Served:** 09/25/2018

**Arbitration Pending?** No

**Disposition:** Settled

**Disposition Date:** 01/21/2020

**Monetary Compensation Amount:** \$85,000.00

**Individual Contribution Amount:** \$0.00

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Sterne Agee, Fortune Financial, The O.N. Equity Sales Company

**Allegations:** Customer allege unsuitable investment recommendations in breach of customer protection rules

**Product Type:** Annuity-Fixed  
Annuity-Variable

**Alleged Damages:** \$900,000.00

### Arbitration Information

**Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):** FINRA

**Docket/Case #:** 18-03363

**Date Notice/Process Served:** 11/29/2018

**Arbitration Pending?** No

**Disposition:** Settled

**Disposition Date:** 01/21/2020



**Monetary Compensation Amount:** \$85,000.00

**Individual Contribution Amount:** \$0.00

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**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** Stern Agee Financial Services, Inc.

**Allegations:** Claimant alleges unsuitable investment recommendations, deceptive and unfair trade practices.

**Product Type:** Annuity-Variable Insurance

**Alleged Damages:** \$300,000.00

### Arbitration Information

**Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):** FINRA Office of Dispute Resolution, Midwest Regional Office

**Docket/Case #:** 18-03363

**Date Notice/Process Served:** 04/03/2019

**Arbitration Pending?** Yes

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### Disclosure 5 of 8

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** The O.N. Equity Sales Company

**Allegations:** customer alleges unsuitable investment recommendations and misrepresentation

**Product Type:** Annuity-Variable Insurance

**Alleged Damages:** \$400,000.00

### Arbitration Information



**Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):** FINRA

**Docket/Case #:** 18-02233

**Date Notice/Process Served:** 06/26/2018

**Arbitration Pending?** No

**Disposition:** Settled

**Disposition Date:** 01/16/2020

**Monetary Compensation Amount:** \$56,250.00

**Individual Contribution Amount:** \$0.00

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Sterne Agee Financial Services

**Allegations:** Claimant alleges unsuitable investment recommendations and misrepresentations and/or omission of material information

**Product Type:** Annuity-Variable Insurance

**Alleged Damages:** \$150,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No

**Is this an arbitration/CFTC reparation or civil litigation?** Yes

**Arbitration/Reparation forum or court name and location:** FINRA Arbitration

**Docket/Case #:** 18-02233

**Filing date of arbitration/CFTC reparation or civil litigation:** 06/19/2018

### Customer Complaint Information



**Date Complaint Received:** 07/02/2018  
**Complaint Pending?** No  
**Status:** Evolved into Arbitration/CFTC reparation (the individual is a named party)  
**Status Date:** 06/19/2018

**Settlement Amount:**

**Individual Contribution Amount:**

### Arbitration Information

**Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):** FINRA Arbitration

**Docket/Case #:** 18-02233

**Date Notice/Process Served:** 07/02/2018

**Arbitration Pending?** No

**Disposition:** Settled

**Disposition Date:** 01/17/2020

**Monetary Compensation Amount:** \$56,250.00

**Individual Contribution Amount:** \$0.00

**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** The O.N. Equity Sales Company

**Allegations:** Customer alleges unsuitable investment recommendations and misrepresentation.

**Product Type:** Annuity-Variable Insurance

**Alleged Damages:** \$400,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No



**Is this an arbitration/CFTC reparation or civil litigation?** Yes

**Arbitration/Reparation forum or court name and location:** FINRA Dispute Resolution

**Docket/Case #:** 18-02233

**Filing date of arbitration/CFTC reparation or civil litigation:** 06/15/2018

### Customer Complaint Information

**Date Complaint Received:** 06/19/2018

**Complaint Pending?** No

**Status:** Evolved into Arbitration/CFTC reparation (the individual is a named party)

**Status Date:** 06/15/2018

**Settlement Amount:**

**Individual Contribution Amount:**

### Arbitration Information

**Arbitration/CFTC reparation claim filed with (FINRA, AAA, CFTC, etc.):** FINRA

**Docket/Case #:** 18-02233

**Date Notice/Process Served:** 06/19/2018

**Arbitration Pending?** Yes

### Disclosure 6 of 8

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** The ON Equity Sales Company

**Allegations:** Customer alleges sale of variable annuity was not suitable. The time period is 8/14/2016 to 8/17/2017

**Product Type:** Annuity-Variable



**Alleged Damages:** \$5,736.00  
**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:** 08/17/2017  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 11/07/2017  
**Settlement Amount:** \$25,674.00  
**Individual Contribution  
 Amount:** \$25,674.00

**Reporting Source:** Broker  
**Employing firm when  
 activities occurred which led  
 to the complaint:** The ON Equity Sales Company

**Allegations:** Customer alleges sale of variable annuity was not suitable. The time period is 8/14/2016 to 8/17/2017

**Product Type:** Annuity-Variable

**Alleged Damages:** \$5,736.00  
**Is this an oral complaint?** No  
**Is this a written complaint?** Yes  
**Is this an arbitration/CFTC  
 reparation or civil litigation?** No

**Arbitration/Reparation forum  
 or court name and location:**

**Docket/Case #:**





**Filing date of arbitration/CFTC reparation or civil litigation:** 08/17/2017

### Customer Complaint Information

**Date Complaint Received:** 08/17/2017  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 11/07/2017  
**Settlement Amount:** \$25,674.00  
**Individual Contribution Amount:** \$25,674.00  
**Broker Statement** Update in response to U5 filing

### Disclosure 7 of 8

**Reporting Source:** Firm  
**Employing firm when activities occurred which led to the complaint:** Sterne Agee Financial Services, Inc.  
**Allegations:** claimant alleges rep negligently sold unsuitable products in violation of his fiduciary duty  
**Product Type:** Other: insurance products - non securities  
**Alleged Damages:** \$100,000.00  
**Alleged Damages Amount Explanation (if amount not exact):** Approx 100k-150k  
**Is this an oral complaint?** No  
**Is this a written complaint?** No  
**Is this an arbitration/CFTC reparation or civil litigation?** Yes  
**Arbitration/Reparation forum or court name and location:** FINRA  
**Docket/Case #:** 17-00534



**Filing date of arbitration/CFTC reparation or civil litigation:** 02/28/2017

### Customer Complaint Information

**Date Complaint Received:** 03/02/2017

**Complaint Pending?** No

**Status:** Settled

**Status Date:** 04/17/2018

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

**Individual Contribution Amount:** \$0.00

**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** Sterne Agee Financial Services, Inc.

**Allegations:** Claimant alleges rep negligently sold unsuitable products in violation of his fiduciary duty.

**Product Type:** Other: insurance products - non securities

**Alleged Damages:** \$100,000.00

**Alleged Damages Amount Explanation (if amount not exact):** Approx \$100k-150k

**Is this an oral complaint?** No

**Is this a written complaint?** No

**Is this an arbitration/CFTC reparation or civil litigation?** Yes

**Arbitration/Reparation forum or court name and location:** FINRA

**Docket/Case #:** 17-00534



**Filing date of arbitration/CFTC reparation or civil litigation:** 02/28/2017

### Customer Complaint Information

**Date Complaint Received:** 03/02/2017  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 04/17/2018  
**Settlement Amount:** \$15,000.00  
**Individual Contribution Amount:** \$0.00

### Disclosure 8 of 8

**Reporting Source:** Broker  
**Employing firm when activities occurred which led to the complaint:** The O.N. Equity Sales Company  
**Allegations:** customers alleges sale of variable annuity and life insurance were unsuitable  
**Product Type:** Annuity-Variable Insurance  
**Alleged Damages:** \$25,709.94  
**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:** 08/10/2016  
**Complaint Pending?** No  
**Status:** Settled  
**Status Date:** 10/24/2016  
**Settlement Amount:** \$24,257.14



**Individual Contribution Amount:** \$3,000.00



## Customer Dispute - Closed-No Action / Withdrawn / Dismissed / Denied

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>	Broker
<b>Employing firm when activities occurred which led to the complaint:</b>	STERNE AGEE FINANCIAL SERVICES, INC.
<b>Allegations:</b>	CLAIMANT ALLEGES THAT REP MADE UNSUITABLE RECOMMENDATIONS AND MISREPRESENTATIONS IN CONNECTION WITH A VARIABLE ANNUITY DURING THE PERIOD 12/1/04 TO 2/11/08.
<b>Product Type:</b>	Annuity(ies) - Variable
<b>Alleged Damages:</b>	\$45,576.00

### Customer Complaint Information

<b>Date Complaint Received:</b>	03/12/2008
<b>Complaint Pending?</b>	No
<b>Status:</b>	Denied
<b>Status Date:</b>	12/24/2008
<b>Settlement Amount:</b>	
<b>Individual Contribution Amount:</b>	
<b>Broker Statement</b>	FILE CLOSED AFTER FINRA DETERMINATION AND NO FURTHER CONTACT FROM COMPLAINANT.



## 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 5

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	SA STONE
<b>Allegations:</b>	UNSUITABLE INVESTMENT RECOMENDATIONS AND OMISSION OF MATERIAL INFORMATION IN CONNECTION WITH INVESTMENTS AND THE INVESTMENT STRATEGY.
<b>Product Type:</b>	Annuity-Variable Insurance
<b>Alleged Damages:</b>	\$100,000.00
<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 OFFICE OF DISPUTE RESOLUTION ARBITRATION
<b>Docket/Case #:</b>	19-03657
<b>Filing date of arbitration/CFTC reparation or civil litigation:</b>	12/13/2019

### Customer Complaint Information

<b>Date Complaint Received:</b>	12/26/2019
<b>Complaint Pending?</b>	Yes
<b>Settlement Amount:</b>	
<b>Individual Contribution Amount:</b>	



**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** The O.N. Equity Sales Company and SA Stone Wealth Management

**Allegations:** Clients alleged former ONESCO representative Wesselt recommended high commission products such as annuities and life insurance which were not suitable investments

**Product Type:** Annuity-Variable Insurance

**Alleged Damages:** \$100,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No

**Is this an arbitration/CFTC reparation or civil litigation?** Yes

**Arbitration/Reparation forum or court name and location:** Philadelphia

**Docket/Case #:** 19-03657

**Filing date of arbitration/CFTC reparation or civil litigation:** 12/11/2019

### Customer Complaint Information

**Date Complaint Received:** 12/30/2019

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**

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**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** The O.N. Equity Sales Company and SA Stone Wealth Management

**Allegations:** Clients alleged former ONESCO representative Wesselt recommended high commission products such as annuities and life insurance which were not



suitable investments

**Product Type:** Annuity-Variable  
Insurance

**Alleged Damages:** \$100,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No

**Is this an arbitration/CFTC  
reparation or civil litigation?** Yes

**Arbitration/Reparation forum  
or court name and location:** Philadelphia

**Docket/Case #:** 19-03657

**Filing date of  
arbitration/CFTC reparation  
or civil litigation:** 12/11/2019

### Customer Complaint Information

**Date Complaint Received:** 01/07/2020

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution  
Amount:**

**Broker Statement** Rich Wesselt is not named party to the arbitration, only the broker dealer ONESCO. Clients do not own any registered investment products.

### Disclosure 2 of 5

**Reporting Source:** Firm

**Employing firm when  
activities occurred which led  
to the complaint:** Sterne Agee/ The O.N. Equity Sales Company

**Allegations:** Customer alleges sale of whole life insurance policies was unsuitable

**Product Type:** Insurance

**Alleged Damages:** \$20,000.00

**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:** 09/19/2019

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**

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**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** Stern Agee / The O.N. Equity Sales Company

**Allegations:** Customer alleges sale of whole life insurance policies was unsuitable.

**Product Type:** Insurance

**Alleged Damages:** \$20,000.00

**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:** 11/06/2019

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**

**Broker Statement** Agent categorically denies any unsuitable recommendations. The issue in question is whole life insurance. Nothing was done improper and agent would defend vigorously. Agent believes this is frivolous and nothing more than someone trying to grab money in an unscrupulous way.



### Disclosure 3 of 5

<b>Reporting Source:</b>	Firm
<b>Employing firm when activities occurred which led to the complaint:</b>	Sterne Agee Financial Services, Inc.
<b>Allegations:</b>	Unsuitable investment recommendations, investment strategy and misrepresentations and omissions.
<b>Product Type:</b>	Annuity-Variable Insurance Mutual Fund
<b>Alleged Damages:</b>	\$10,000,000.00
<b>Alleged Damages Amount Explanation (if amount not exact):</b>	5-10 million plus interest, costs, attorney's fees, treble damages and forum fees
<b>Is this an oral complaint?</b>	No
<b>Is this a written complaint?</b>	No
<b>Is this an arbitration/CFTC reparation or civil litigation?</b>	Yes
<b>Arbitration/Reparation forum or court name and location:</b>	FINRA
<b>Docket/Case #:</b>	19-01187
<b>Filing date of arbitration/CFTC reparation or civil litigation:</b>	04/29/2019

### Customer Complaint Information

<b>Date Complaint Received:</b>	05/13/2019
<b>Complaint Pending?</b>	Yes
<b>Settlement Amount:</b>	
<b>Individual Contribution Amount:</b>	



**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** Sterne Agee Financial Services, Inc.

**Allegations:** Unsuitable investment recommendations, investment strategy and misrepresentations and omissions

**Product Type:** Annuity-Variable Insurance

**Alleged Damages:** \$10,000,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No

**Is this an arbitration/CFTC reparation or civil litigation?** Yes

**Arbitration/Reparation forum or court name and location:** FINRA Dispute Resolution

**Docket/Case #:** 19-01187

**Filing date of arbitration/CFTC reparation or civil litigation:** 04/29/2019

### Customer Complaint Information

**Date Complaint Received:** 06/19/2019

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**

### Disclosure 4 of 5

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** Sterne Agee Financial Services, Inc.

**Allegations:** Unsuitable investment recommendations, investment strategy and misrepresentations and omissions.



**Product Type:** Annuity-Variable  
Insurance  
Mutual Fund

**Alleged Damages:** \$350,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No

**Is this an arbitration/CFTC  
reparation or civil litigation?** Yes

**Arbitration/Reparation forum  
or court name and location:** FINRA

**Docket/Case #:** 19-00728

**Filing date of  
arbitration/CFTC reparation  
or civil litigation:** 03/14/2019

### Customer Complaint Information

**Date Complaint Received:** 03/21/2019

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution  
Amount:**

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**Reporting Source:** Broker

**Employing firm when  
activities occurred which led  
to the complaint:** Stern Agee Financial Services, Inc.

**Allegations:** Unsuitable investment recommendations and investment strategy.

**Product Type:** Annuity-Variable  
Insurance  
Mutual Fund

**Alleged Damages:** \$350,000.00

**Is this an oral complaint?** No

**Is this a written complaint?** No



**Is this an arbitration/CFTC reparation or civil litigation?** Yes

**Arbitration/Reparation forum or court name and location:** FINRA Office of Dispute Resolution, Midwest Regional Office

**Docket/Case #:** 19-00728

**Filing date of arbitration/CFTC reparation or civil litigation:** 03/14/2019

### Customer Complaint Information

**Date Complaint Received:** 03/27/2019

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**

### Disclosure 5 of 5

**Reporting Source:** Firm

**Employing firm when activities occurred which led to the complaint:** The O. N. Equity Sales Company

**Allegations:** customer alleges Mr. Wesselt engaged in unsuitable sales practices relating to sale of insurance and annuities.

**Product Type:** Annuity-Variable  
Insurance

**Alleged Damages:** \$750,000.00

**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:** 12/22/2018

**Complaint Pending?** Yes



**Settlement Amount:**

**Individual Contribution Amount:**

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**Reporting Source:** Broker

**Employing firm when activities occurred which led to the complaint:** The O.N. Equity Sales Company

**Allegations:** [REDACTED] alleges Mr. Wesselt engaged in unsuitable sales of insurance annuities

**Product Type:** Annuity-Variable Insurance

**Alleged Damages:** \$750,000.00

**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:** 12/22/2018

**Complaint Pending?** Yes

**Settlement Amount:**

**Individual Contribution Amount:**



## 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:** Broker

**Employer Name:** W. S. GRIFFITH & CO., INC.

**Termination Type:** Discharged

**Termination Date:** 02/26/1997

**Allegations:** N/A  
PLACING A CUSTOMER'S SIGNATURE ON A DOCUMENT.

### Product Type:

### Other Product Types:

### Broker Statement

MY TERMINATION FROM W.S. GRIFFITH & CO.  
 MY TERMINATION FROM W.S. GRIFFITH & CO. RESULTED FROM A MEMO I PREPARED ON BEHALF OF MY CUSTOMER, [CUSTOMER]. [CUSTOMER] HAS NOT FILED A COMPLAINT THAT I AM AWARE OF. HE HAS BEEN A LIFE LONG FRIEND OF 21 YEARS. [CUSTOMER] WAS CONTACTED BY AN AGENT FROM WESTERN RESERVE LIFE AND PURCHASED AN ADDITIONAL VARIABLE LIFE POLICY FROM HIM. LATER, THIS SAME AGENT CONTACTED [CUSTOMER] ABOUT DOING A 1035 EXCHANGE ON THE PHOENIX LIFE VARIABLE POLICY HE HAD PURCHASED FROM ME. THE WESTERN RESERVE AGENT INFORMED [CUSTOMER] THAT HIS COULD BE DONE AT A MINIMAL CHARGE, BUT HE DID NOT EXPLAIN THAT THIS COULD ELIMINATE THE CASH VALUE THE POLICY HAD ACCRUED. THIS WOULD HAVE RESULTED IN A \$2000.00 LOSS TO [CUSTOMER]. AFTER DISCUSSING THIS WITH [CUSTOMER], HE GAVE ME HIS EXPRESSED AUTHORIZATION TO DO WHATEVER WAS NEEDED NOT TO LOSE HIS CASH VALUE. WITH THIS IN MIND, AND BEING UNABLE TO REACH [CUSTOMER], I SENT A MEMO WITH [CUSTOMER'S] NAME ON IT TO STOP THE EXECUTION OF THE 1035 EXCHANGE, NOT REALIZING I WAS VIOLATING FIRM POLICY. I FELT I WAS ACTING IN MY FRIEND'S BEST INTEREST. I ACTED ON [CUSTOMER'S] BEHALF WITH HIS ORAL AUTHORIZATION TO STOP HIM FROM TAKING A \$2000.00 LOSS, WHICH HE DID NOT SUFFER. I HAVE



ATTACHED A DEPOSITION FROM [CUSTOMER] TO AFFIRM MY ACTIONS WERE IN HIS BEST INTEREST AND WITH HIS APPROVAL. IT IS ONLY NOW, SINCE BEING TERMINATED, THAT I REALIZE THE PROBLEMS CREATED FOR MYSELF BY MY ACTIONS. I ACTED HONESTLY WITH MY CLIENT'S BEST INTEREST AT HEART, BUT I AM NOW AWARE THAT THIS COULD HAVE DAMAGE TO MY CAREER. I DO NOT WISH TO LOSE AN OPPORTUNITY TO CONTINUE IN A PROFESSION THAT MEANS SO MUCH TO ME AND WILL NOT ALLOW MYSELF TO REPEAT SUCH A MISTAKE AS THIS ONE.



## End of Report



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