

# BrokerCheck Report CONSECO EQUITY SALES, INC. CRD# 4125

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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:
  - 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.



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#### 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.

## **CONSECO EQUITY SALES, INC.**

CRD# 4125

SEC# 8-14875

#### **Main Office Location**

11815 N. PENNSYLVANIA ST CARMEL, IN 46032-4951

#### **Mailing Address**

11815 N. PENNSYLVANIA ST CARMEL, IN 46032-4951

#### **Business Telephone Number**

317 817-6100

# **Report Summary for this Firm**





This report summary provides an overview of the brokerage firm. Additional information for this firm can be found in the detailed report.

# Firm Profile

This firm is classified as a corporation.

This firm was formed in Texas on 05/08/1969.

Its fiscal year ends in December.

### **Firm History**

Information relating to the brokerage firm's history such as other business names and successions (e.g., mergers, acquisitions) can be found in the detailed report.

#### **Firm Operations**

This brokerage firm is no longer registered with FINRA or a national securities exchange.

### **Disclosure Events**

Brokerage firms are required to disclose certain criminal matters, regulatory actions, civil judicial proceedings and financial matters in which the firm or one of its control affiliates has been involved.

Are there events disclosed about this firm? Yes

# The following types of disclosures have been reported:

| Туре             | Count |  |
|------------------|-------|--|
| Regulatory Event | 4     |  |

# **Registration Withdrawal Information**

This section provides information relating to the date the brokerage firm ceased doing business and the firm's financial obligations to customers or other brokerage firms.



User Guidance

Date firm ceased business: 05/02/2007

Does this brokerage firm owe No any money or securities to any customer or brokerage firm?

# **Firm Profile**

This firm is classified as a corporation.

This firm was formed in Texas on 05/08/1969.

Its fiscal year ends in December.

# **Firm Names and Locations**

This section provides the brokerage firm's full legal name, "Doing Business As" name, business and mailing addresses, telephone number, and any alternate name by which the firm conducts business and where such name is used.

#### CONSECO EQUITY SALES, INC.

Doing business as CONSECO EQUITY SALES, INC.

**CRD#** 4125

**SEC#** 8-14875

#### **Main Office Location**

11815 N. PENNSYLVANIA ST CARMEL, IN 46032-4951

#### **Mailing Address**

11815 N. PENNSYLVANIA ST CARMEL, IN 46032-4951

#### **Business Telephone Number**

317 817-6100



# **Firm Profile**

This section provides information relating to all direct owners and executive officers of the brokerage firm.



User Guidance

#### **Direct Owners and Executive Officers**

| Legal Name & CRD# (if any):  | CONSECO, INC.       |
|--|---------------------|
| Is this a domestic or foreign entity or an individual?               | Domestic Entity     |
| Position   | OWNER               |
| Position Start Date  | 09/1995             |
| Percentage of Ownership  | 75% or more         |
| Does this owner direct the<br>management or policies of<br>the firm? | Yes                 |
| Is this a public reporting company?                                  | Yes                 |
| Legal Name & CRD# (if any):  | HUMM, DAVID DEJONG  |
|  | 1569703             |
| Is this a domestic or foreign entity or an individual?               | Individual          |
| Position   | PRESIDENT           |
| Position Start Date  | 05/2002             |
| Percentage of Ownership  | Less than 5%        |
| Does this owner direct the<br>management or policies of<br>the firm? | Yes                 |
| Is this a public reporting company?                                  | No                  |
| Legal Name & CRD# (if any):  | JACKSON, RONALD LEE |
|  |                     |
|  | 1436312             |
| Is this a domestic or foreign entity or an individual?               |                     |
|  | 1436312             |

# **Firm Profile**

# Direct Owners and Executive Officers (continued)

| Percentage of Ownership   | Less than 5%  |
|---|---|
| Does this owner direct the<br>management or policies of<br>the firm?  | Yes   |
| Is this a public reporting company?   | No  |
| Legal Name & CRD# (if any):   | JOHNSON, ERIC R.  |
|   | 4346768   |
| Is this a domestic or foreign entity or an individual?  | Individual  |
| Position  | DIRECTOR  |
| Position Start Date   | 02/2005   |
| Percentage of Ownership   | Less than 5%  |
| Does this owner direct the<br>management or policies of<br>the firm?  | Yes   |
|   |   |
| Is this a public reporting company?   | No  |
|   | No<br>KURZAWA, AUDREY L.  |
| company?  |   |
| company?  | KURZAWA, AUDREY L.  |
| company?<br>Legal Name & CRD# (if any):<br>Is this a domestic or foreign  | KURZAWA, AUDREY L.<br>4347202   |
| company?<br>Legal Name & CRD# (if any):<br>Is this a domestic or foreign<br>entity or an individual?  | KURZAWA, AUDREY L.<br>4347202<br>Individual                                     |
| company?<br>Legal Name & CRD# (if any):<br>Is this a domestic or foreign<br>entity or an individual?<br>Position  | KURZAWA, AUDREY L.<br>4347202<br>Individual<br>FINOP                            |
| company?<br>Legal Name & CRD# (if any):<br>Is this a domestic or foreign<br>entity or an individual?<br>Position<br>Position Start Date   | KURZAWA, AUDREY L.<br>4347202<br>Individual<br>FINOP<br>04/2004                 |
| company?<br>Legal Name & CRD# (if any):<br>Is this a domestic or foreign<br>entity or an individual?<br>Position<br>Position Start Date<br>Percentage of Ownership<br>Does this owner direct the<br>management or policies of | KURZAWA, AUDREY L.<br>4347202<br>Individual<br>FINOP<br>04/2004<br>Less than 5% |



# **Firm Profile**





# Direct Owners and Executive Officers (continued)

| 4937463                                 |
|---|
| Individual                              |
| DIRECTOR, GENERAL COUNSEL AND SECRETARY |
| 02/2005                                 |
| Less than 5%                            |
| Yes                                     |
| No                                      |
|   |

# **Firm Profile**

This section provides information relating to any indirect owners of the brokerage firm.

# **Indirect Owners**

No information reported.



# **Firm History**

This section provides information relating to any successions (e.g., mergers, acquisitions) involving the firm.

No information reported.



#### Registrations

This section provides information about the regulators (Securities and Exchange Commission (SEC), self-regulatory organizations (SROs), and U.S. states and territories) with which the brokerage firm is currently registered and licensed, the date the license became effective, and certain information about the firm's SEC registration.

This firm is no longer registered.

The firm's registration was from 08/07/1969 to 12/10/2007.





# **Firm Operations**

# **Types of Business**

This section provides the types of business, including non-securities business, the brokerage firm is engaged in or expects to be engaged in.

This firm currently conducts 2 types of businesses.

#### **Types of Business**

Mutual fund underwriter or sponsor

Broker or dealer selling variable life insurance or annuities



# FINCA

User Guidance

#### **Clearing Arrangements**

This firm does not hold or maintain funds or securities or provide clearing services for other broker-dealer(s).

**Introducing Arrangements** 

This firm does not refer or introduce customers to other brokers and dealers.

# **Industry Arrangements**



User Guidance

This firm does have books or records maintained by a third party.

| Name:             | CONSECO, INC.   |
|-------------------|---|
| Business Address: | 11825 NORTH PENNSYLVANIA STREET<br>CARMEL, IN 46032   |
| Effective Date:   | 06/27/1990  |
| Description:      | CONSECO , INC. IS THE DIRECT OWNER OF CONSECO EQUITY SALES,<br>INC. CONSECO, INC. MAINTAINS ON BEHALF OF CONSECO EQUITY<br>SALES, INC. CERTAIN FINANCIAL INFORMATION. |

This firm does not have accounts, funds, or securities maintained by a third party.

This firm does not have customer accounts, funds, or securities maintained by a third party.

**Control Persons/Financing** 

This firm does not have individuals who control its management or policies through agreement.

This firm does not have individuals who wholly or partly finance the firm's business.

#### **Organization Affiliates**

This section provides information on control relationships the firm has with other firms in the securities, investment advisory, or banking business.

This firm is, directly or indirectly:

- in control of
- · controlled by
- or under common control with

the following partnerships, corporations, or other organizations engaged in the securities or investment advisory business.

BLC FINANCIAL SERVICES, INC. is under common control with the firm.

| CRD #:                             | 126638  |
|------------------------------------|---|
| Business Address:                  | 222 MERCHANDISE MART PLAZA<br>CHICAGO, IL 60654   |
| Effective Date:                    | 03/17/2003  |
| Foreign Entity:                    | No  |
| Country:                           |   |
| Securities Activities:             | Yes   |
| Investment Advisory<br>Activities: | No  |
| Description:                       | BLC FINANCIAL SERVICES, INC. IS A REGISTERED BROKER-DEALER AND IS<br>A SUBSIDIARY OF CONSECO, INC. THE OPERATIONS OF APPLICANT AND<br>BLC FINANCIAL SERVICES, INC. ARE UNDER COMMON CONTROL OF<br>CONSECO, INC. CONSECO, INC. IS LOCATED AT 11825 NORTH<br>PENNSYLVANIA STREET, CARMEL, IN 46032 AND IS A PUBLICLY OWNED<br>FINANCIAL SERVICES HOLDING COMPANY. |

40/86 ADVISORS, INC. is under common control with the firm.

| CRD #:                 | 107740   |
|------------------------|--|
| Business Address:      | 11825 N. PENNSYLVANIA STREET<br>CARMEL, IN 46032 |
| Effective Date:        | 10/09/1986                                       |
| Foreign Entity:        | No   |
| Country:               |  |
| Securities Activities: | No   |



# **Organization Affiliates (continued)**



User Guidance

| Investment Advisory<br>Activities: | Yes  |
|------------------------------------|--|
| Description:                       | 40 86 ADVISORS, INC. IS A REGISTERED INVESTMENT ADVISOR AND IS A<br>WHOLLY-OWNED SUBSIDIARY OF CONSECO, INC. THE OPERATIONS OF<br>APPLICANT AND 40 86 ADVISORS, INC. ARE UNDER COMMON CONTROL OF<br>CONSECO, INC. CONSECO INC. IS LOCATED AT 11825 NORTH<br>PENNSYLVANIA STREET, CARMEL, IN 46032 AND IS A PUBLICLY OWNED<br>FINANCIAL SERVICES HOLDING COMPANY. |

#### CONSECO, INC controls the firm.

| Business Address:                  | 11825 N. PENNSYLVANIA STREET<br>CARMEL, IN 46032                |
|------------------------------------|---|
| Effective Date:                    | 06/27/1990  |
| Foreign Entity:                    | No  |
| Country:                           |   |
| Securities Activities:             | No  |
| Investment Advisory<br>Activities: | No  |
| Description:                       | CONSECO, INC. IS THE DIRECT OWNER OF CONSECO EQUITY SALES, INC. |

This firm is not directly or indirectly, controlled by the following:

- bank holding company
- national bank
- state member bank of the Federal Reserve System
- state non-member bank
- savings bank or association
- credit union
- · or foreign bank

# **Disclosure Events**





All firms registered to sell securities or provide investment advice are required to disclose regulatory actions, criminal or civil judicial proceedings, and certain financial matters in which the firm or one of its control affiliates has been involved. For your convenience, below is a matrix of the number and status of disclosure events involving this brokerage firm or one of its control affiliates. Further information regarding these events can be found in the subsequent pages of this report.

|                  | Pending | Final | On Appeal |
|------------------|---------|-------|-----------|
| Regulatory Event | 0       | 4     | 0         |



#### **Disclosure Event Details**

What you should know about reported disclosure events:

- 1. BrokerCheck provides details for any disclosure event that was reported in CRD. It also includes summary information regarding FINRA arbitration awards in cases where the brokerage firm was named as a respondent.
- 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 brokerage firm is required to disclose a particular criminal event.
- 3. Disclosure events in BrokerCheck reports come from different sources:
  - Disclosure events for this brokerage firm were reported by the firm and/or regulators. When the firm and a regulator report information for the same event, both 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.
- 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 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.
- 5. You may wish to contact the brokerage firm to obtain further information regarding any of the disclosure events contained in this BrokerCheck report.

#### **Regulatory - Final**

This type of disclosure event involves (1) a final, formal proceeding initiated by a regulatory authority (e.g., a state securities agency, self-regulatory organization, federal regulator such as the U.S. Securities and Exchange Commission, foreign financial regulatory body) for a violation of investment-related rules or regulations; or (2) a revocation or suspension of the authority of a brokerage firm or its control affiliate to act as an attorney, accountant or federal contractor.

| Disclosure 1 of 4 |           |
|-------------------|-----------|
| Reporting Source: | Regulator |
| Current Status:   | Final     |



| Allegations:  | SEC RULE 15C3-1 AND NASD CONDUCT RULE 2110- RESPONDENT FIRM<br>FAILED TO COMPLY WITH SEC RULE 15C3-1, IN THAT IT USED THE MAILS<br>OR OTHER MEANS OR INSTRUMENTALITIES OF INTERSTATE COMMERCE<br>TO EFFECT TRANSACTIONS IN SECURITIES WHEN IT FAILED TO MAINTAIN<br>THE MINIMUM REQUIRED NET CAPITAL.         |
|---|---|
| Initiated By:   | NASD  |
| Date Initiated:   | 12/08/2005  |
| Docket/Case Number:   | E8A2004084801   |
| Principal Product Type:<br>Other Product Type(s):<br>Principal Sanction(s)/Relief<br>Sought:<br>Other Sanction(s)/Relief<br>Sought:                                 | No Product  |
| Resolution:   | Acceptance, Waiver & Consent(AWC)   |
| Resolution Date:  | 12/08/2005  |
| Does the order constitute a<br>final order based on<br>violations of any laws or<br>regulations that prohibit<br>fraudulent, manipulative, or<br>deceptive conduct? | No  |
| Sanctions Ordered:  | Censure<br>Monetary/Fine \$5,000.00   |
| Other Sanctions Ordered:  |   |
| Sanction Details:   | WITHOUT ADMITTING OR DENYING THE ALLEGATIONS, RESPONDENT FIRM<br>CONSENTED TO THE DESCRIBED SANCTIONS AND TO THE ENTRY OF<br>FINDINGS; THEREFORE, FIRM IS CENSURED AND FINED \$5,000.   |
|   | <b>F</b> '  |
| Reporting Source:   | Firm  |
| Current Status:   |   |
| Allegations:  | MEMBER FAILED TO COMPLY WITH SEC RULE 15C3-1, IN THAT, IT USED<br>THE MAILS OR OTHER MEANS OR INSTRUMENTALITIES OF INTERSTATE<br>COMMERCE TO EFFECT TRANSACTIONS IN SECURITIES WHEN IT FAILED<br>TO MAINTAIN THE MINIMUM REQUIRED NET CAPITAL, IN VIOLATION OF SEC<br>RULE 15C3-1 AND NASD CONDUCT RULE 2110. |
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| Initiated By:  | NATIONAL ASSOCIATION OF SECURITIES DEALERS  |
|--|---|
| Date Initiated:  | 08/25/2004  |
| Docket/Case Number:  | E8A2004084801   |
| Principal Product Type:<br>Other Product Type(s):  | No Product  |
| Principal Sanction(s)/Relief<br>Sought:  | Censure   |
| Other Sanction(s)/Relief<br>Sought:  |   |
| Resolution:  | Acceptance, Waiver & Consent(AWC)   |
| Resolution Date:   | 12/19/2005  |
| Sanctions Ordered:   | Censure<br>Monetary/Fine \$5,000.00   |
| Other Sanctions Ordered:   | NA  |
| Sanction Details:  | MONETARY FINE WAS \$5000 LEVIED AGAINST CONSECO EQUITY SALES,<br>INC. ONLY. FINE WAS PAID ON DECEMBER 19, 2005 IN FULL.   |
|  |   |
|  |   |
| Disclosure 2 of 4  |   |
| Disclosure 2 of 4<br>Reporting Source:   | Firm  |
|  | Firm<br>Final   |
| Reporting Source:  |   |
| Reporting Source:<br>Current Status:   | Final<br>MEMBER WAS PRINCIPAL UNDERWRITER AND DISTRIBUTOR FOR<br>CONSECO MONUMENT AND ADVANTAGE PLUS VARIABLE PRODUCTS.<br>CES, AND OTHER NAMED AFFILIATES, UNDERWROTE, MARKETED AND<br>SOLD VARIABLE ANNUITY PRODUCTS TO HEDGE FUNDS AND OTHER<br>INDIVIDUALS AND ENTITIES THAT WANTED TO MARKET TIME THE MUTUAL   |
| Reporting Source:<br>Current Status:<br>Allegations:                                     | Final<br>MEMBER WAS PRINCIPAL UNDERWRITER AND DISTRIBUTOR FOR<br>CONSECO MONUMENT AND ADVANTAGE PLUS VARIABLE PRODUCTS.<br>CES, AND OTHER NAMED AFFILIATES, UNDERWROTE, MARKETED AND<br>SOLD VARIABLE ANNUITY PRODUCTS TO HEDGE FUNDS AND OTHER<br>INDIVIDUALS AND ENTITIES THAT WANTED TO MARKET TIME THE MUTUAL<br>FUNDS OFFERED THROUGH THESE VARIABLE ANNUITY PRODUCTS.   |
| Reporting Source:<br>Current Status:<br>Allegations:<br>Initiated By:                    | Final<br>MEMBER WAS PRINCIPAL UNDERWRITER AND DISTRIBUTOR FOR<br>CONSECO MONUMENT AND ADVANTAGE PLUS VARIABLE PRODUCTS.<br>CES, AND OTHER NAMED AFFILIATES, UNDERWROTE, MARKETED AND<br>SOLD VARIABLE ANNUITY PRODUCTS TO HEDGE FUNDS AND OTHER<br>INDIVIDUALS AND ENTITIES THAT WANTED TO MARKET TIME THE MUTUAL<br>FUNDS OFFERED THROUGH THESE VARIABLE ANNUITY PRODUCTS.<br>SECURITIES AND EXCHANGE COMMISSION               |
| Reporting Source:<br>Current Status:<br>Allegations:<br>Initiated By:<br>Date Initiated: | Final<br>MEMBER WAS PRINCIPAL UNDERWRITER AND DISTRIBUTOR FOR<br>CONSECO MONUMENT AND ADVANTAGE PLUS VARIABLE PRODUCTS.<br>CES, AND OTHER NAMED AFFILIATES, UNDERWROTE, MARKETED AND<br>SOLD VARIABLE ANNUITY PRODUCTS TO HEDGE FUNDS AND OTHER<br>INDIVIDUALS AND ENTITIES THAT WANTED TO MARKET TIME THE MUTUAL<br>FUNDS OFFERED THROUGH THESE VARIABLE ANNUITY PRODUCTS.<br>SECURITIES AND EXCHANGE COMMISSION<br>11/01/2003 |

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| Other Sanction(s)/Relief<br>Sought:    |  |
|--|--|
| Resolution:                            | Decision & Order of Offer of Settlement  |
| Resolution Date:                       | 08/09/2004   |
| Sanctions Ordered:                     | Monetary/Fine \$15,000,000.00<br>Disgorgement/Restitution<br>Cease and Desist/Injunction   |
| Other Sanctions Ordered:               |  |
| Sanction Details:                      | MONETARY FINE OF \$7,500,000 AS DISGORGEMENT/RESTITUTION AND<br>\$7,500,000 AS CIVIL PENALTY. CES PAID \$5,000,000 CASH INTO AN<br>ESCROW ACCOUNT ON SEPTEMBER 7, 2004. THE BALANCE OF<br>\$10,000,000 WAS PAID INTO AN ESCROW ACCOUNT ON SEPTEMBER 30,<br>2004 UNDER THE DIRECTION OF THE BANKRUPTCY COURT WITH<br>RESPECT TO THE ESTATE OF CIHC, INC., AN AFFILIATE OF CES.  |
|  |  |
| Disclosure 3 of 4                      |  |
| Reporting Source:                      | Regulator  |
| Current Status:                        | Final  |
| Allegations:                           | NASD RULES 1120(A), 2110 AND 3010(B) - WITHOUT ADMITTING OR<br>DENYING THE ALLEGATIONS, THE RESPONDENT MEMBER CONSENTED TO<br>THE ENTRY OF FINDINGS THAT IT ALLOWED EIGHT REPRESENTATIVES TO<br>ACT IN A CAPACITY REQUIRING REGISTRATION WITHOUT BEING SO<br>REGISTERED DUE TO A FAILURE TO COMPLETE THE REGULATORY<br>ELEMENT OF CONTINUING EDUCATION. THE MEMBER ALSO FAILED TO<br>ESTABLISH, MAINTAIN AND ENFORCE WRITTEN SUPERVISORY<br>PROCEDURES TO ENSURE COMPLIANCE WITH REGULATORY ELEMENT OF<br>CONTINUING EDUCATION, IN THAT THE PROCEDURES FAILED TO SPECIFY<br>(I) HOW THE DESIGNATED PRINCIPAL WOULD IDENTIFY CONTINUING<br>EDUCATION REQUIREMENTS FOR INDIVIDUAL REPRESENTATIVES AND<br>NOTIFY REGISTERED PERSONS OF CONTINUING EDUCATION<br>COMPLIANCE REQUIREMENTS AND IMPENDING DEADLINES; AND (II) HOW<br>COMPLIANCE WITH CONTINUING EDUCATION REQUIREMENT WOULD BE<br>MONITORED. |
| Initiated By:                          | NATIONAL ASSOCIATION OF SECURITIES DEALERS, INC.   |
|  |  |
| Date Initiated:                        | 10/03/2002   |
| Date Initiated:<br>Docket/Case Number: | 10/03/2002<br>C8A020073  |



| Other Product Type(s):<br>Principal Sanction(s)/Relief<br>Sought:  |   |
|--|---|
| Other Sanction(s)/Relief<br>Sought:  |   |
| Resolution:  | Acceptance, Waiver & Consent(AWC)   |
| Resolution Date:   | 10/03/2002  |
| Sanctions Ordered:   | Censure<br>Monetary/Fine \$10,000.00  |
| Other Sanctions Ordered:   |   |
| Sanction Details:  | A CENSURE AND A FINE IN THE AMOUNT OF \$10,000.   |
|  |   |
| Reporting Source:  | Firm  |
| Current Status:  | Final   |
| Appealed To and Date Appeal<br>Filed:  | NA  |
| <b>• ••</b>  |   |
| Allegations:   | THE MEMBER ALLOWED EIGHT REPRESENTATIVES TO ACT IN A CAPACITY<br>REQUIRING REGISTRATION WITHOUT BEING SO REGISTERED DUE TO A<br>FAILURE TO COMPLETE THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION. FURTHER, THE MEMBER FAILED TO ESTABLISH, MAINTAIN<br>AND ENFORCE ADEQUATE WRITTEN SUPERVISORY PROCEDURES TO<br>ENSURE COMPLIANCE WITH THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION.                       |
| Allegations:<br>Initiated By:  | REQUIRING REGISTRATION WITHOUT BEING SO REGISTERED DUE TO A<br>FAILURE TO COMPLETE THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION. FURTHER, THE MEMBER FAILED TO ESTABLISH, MAINTAIN<br>AND ENFORCE ADEQUATE WRITTEN SUPERVISORY PROCEDURES TO<br>ENSURE COMPLIANCE WITH THE REGULATORY ELEMENT OF CONTINUING  |
| -  | REQUIRING REGISTRATION WITHOUT BEING SO REGISTERED DUE TO A<br>FAILURE TO COMPLETE THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION. FURTHER, THE MEMBER FAILED TO ESTABLISH, MAINTAIN<br>AND ENFORCE ADEQUATE WRITTEN SUPERVISORY PROCEDURES TO<br>ENSURE COMPLIANCE WITH THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION.  |
| Initiated By:  | REQUIRING REGISTRATION WITHOUT BEING SO REGISTERED DUE TO A<br>FAILURE TO COMPLETE THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION. FURTHER, THE MEMBER FAILED TO ESTABLISH, MAINTAIN<br>AND ENFORCE ADEQUATE WRITTEN SUPERVISORY PROCEDURES TO<br>ENSURE COMPLIANCE WITH THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION.<br>NATIONAL ASSOCIATION OF SECURITIES DEALERS  |
| Initiated By:<br>Date Initiated:   | REQUIRING REGISTRATION WITHOUT BEING SO REGISTERED DUE TO A<br>FAILURE TO COMPLETE THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION. FURTHER, THE MEMBER FAILED TO ESTABLISH, MAINTAIN<br>AND ENFORCE ADEQUATE WRITTEN SUPERVISORY PROCEDURES TO<br>ENSURE COMPLIANCE WITH THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION.<br>NATIONAL ASSOCIATION OF SECURITIES DEALERS<br>09/12/2002                            |
| Initiated By:<br>Date Initiated:<br>Docket/Case Number:<br>Principal Product Type:   | REQUIRING REGISTRATION WITHOUT BEING SO REGISTERED DUE TO A<br>FAILURE TO COMPLETE THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION. FURTHER, THE MEMBER FAILED TO ESTABLISH, MAINTAIN<br>AND ENFORCE ADEQUATE WRITTEN SUPERVISORY PROCEDURES TO<br>ENSURE COMPLIANCE WITH THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION.<br>NATIONAL ASSOCIATION OF SECURITIES DEALERS<br>09/12/2002<br>C8A020073               |
| Initiated By:<br>Date Initiated:<br>Docket/Case Number:<br>Principal Product Type:<br>Other Product Type(s):<br>Principal Sanction(s)/Relief | REQUIRING REGISTRATION WITHOUT BEING SO REGISTERED DUE TO A<br>FAILURE TO COMPLETE THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION. FURTHER, THE MEMBER FAILED TO ESTABLISH, MAINTAIN<br>AND ENFORCE ADEQUATE WRITTEN SUPERVISORY PROCEDURES TO<br>ENSURE COMPLIANCE WITH THE REGULATORY ELEMENT OF CONTINUING<br>EDUCATION.<br>NATIONAL ASSOCIATION OF SECURITIES DEALERS<br>09/12/2002<br>C8A020073<br>No Product |



| Resolution Date:                        | 10/18/2002  |
|---|---|
| Sanctions Ordered:                      | Censure<br>Monetary/Fine \$10,000.00  |
| Other Sanctions Ordered:                | NA  |
| Sanction Details:                       | MONETARY FINE WAS \$10,000 LEVIED AGAINST CONSECO EQUITY SALES, INC. ONLY. FINE WAS PAID ON OCTOBER 18, 2002 IN FULL. |
| Firm Statement                          | NA  |
|   |   |
| Disclosure 4 of 4                       |   |
| Reporting Source:                       | Regulator   |
| Current Status:                         | Final   |
| Allegations:                            | THE BROKER-DEALER REGISTRATION WAS REVOKED ON 3/12/97 FOR FAILING TO MAINTAIN A REGISTERED AGENT.                     |
| Initiated By:                           | MARYLAND DIVISION OF SECURITIES   |
| Date Initiated:                         | 03/12/1997  |
| Docket/Case Number:                     | 97-0030   |
| URL for Regulatory Action:              |   |
| Principal Product Type:                 |   |
| Other Product Type(s):                  |   |
| Principal Sanction(s)/Relief<br>Sought: |   |
| Other Sanction(s)/Relief<br>Sought:     |   |
| Resolution:                             | Order   |
| Resolution Date:                        | 03/12/1997  |
| Sanctions Ordered:                      | Revocation/Expulsion/Denial   |
| Other Sanctions Ordered:                |   |
| Sanction Details:                       | THE FIRM LATER SUBMITTED PROOF OF HAVING A<br>REGISTERED AGENT AND THE FINAL ORDER OF REVOCATION WAS<br>VACATED.      |
| Regulator Statement                     | BROKER-DEALER REGISTRATION REINSTATED AS OF<br>4/16/97. CONTACT: ELLEN E. CHERRY, (410) 576-6494.                     |



| Reporting Source:   | Firm  |
|---|---|
| Current Status:   | Final   |
| Allegations:  | ON 2/14/97, THE COMMISSIONER ISSURED AN ORDER TO SHOW CAUSE<br>AND SUMMARY SUSPENSION FOR FAILURE OF APPLICANT TO REGISTER<br>AN AGENT IN MARYLAND. ON 3/12/97, THE COMMISSIONER ISSUED A<br>FINAL ORDER REVOKING APPLICANT'S REGISTRATION IN MARYLAND. |
| Initiated By:   | MARYLAND SECURITIES COMMISSIONER  |
| Date Initiated:   | 01/14/1997  |
| Docket/Case Number:   | 97-0030   |
|   |   |
| Principal Product Type:<br>Other Product Type(s):   | No Product  |
|   | No Product<br>Suspension  |
| Other Product Type(s):<br>Principal Sanction(s)/Relief  |   |
| Other Product Type(s):<br>Principal Sanction(s)/Relief<br>Sought:<br>Other Sanction(s)/Relief |   |



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