

BrokerCheck Report

JOSEPH RAYMOND GALLARDO

CRD# 4100045

Report #49288-52923, data current as of Wednesday, November 12, 2014.

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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
- 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 <http://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



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.

Thank you for using FINRA BrokerCheck.

JOSEPH R. GALLARDO

CRD# 4100045

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:

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

Registration History

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

BROKERSXPRESS LLC

CRD# 127081
BARTONSVILLE, PA
11/2008 - 02/2009

INVESTORS CAPITAL CORP.

CRD# 30613
LYNNFIELD, MA
12/2003 - 12/2008

QUICK & REILLY, INC.

CRD# 11217
NEW YORK, NY
09/2001 - 12/2003

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 | 7 |
| 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

<http://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 0 principal/supervisory exams, 1 general industry/product exam, and 1 state securities law exam.

Principal/Supervisory Exams

| Exam | Category | Date |
|--------------------------|----------|------|
| No information reported. | | |

General Industry/Product Exams

| Exam | Category | Date |
|---|----------|------------|
| General Securities Representative Examination | Series 7 | 07/01/2000 |

State Securities Law Exams

| Exam | Category | Date |
|--|-----------|------------|
| Uniform Combined State Law Examination | Series 66 | 07/19/2000 |

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/.



Registration and Employment History

Registration History

The broker previously was registered with the following firms:

| Registration Dates | Firm Name | CRD# | Branch Location |
|--------------------|--|--------|------------------|
| 11/2008 - 02/2009 | BROKERSXPRESS LLC | 127081 | BARTONSVILLE, PA |
| 12/2003 - 12/2008 | INVESTORS CAPITAL CORP. | 30613 | LYNNFIELD, MA |
| 09/2001 - 12/2003 | QUICK & REILLY, INC. | 11217 | NEW YORK, NY |
| 05/2001 - 09/2001 | ESSEX NATIONAL SECURITIES, INC. | 25454 | NAPA, CA |
| 07/2000 - 04/2001 | AMERICAN EXPRESS FINANCIAL ADVISORS INC. | 6363 | MINNEAPOLIS, MN |
| 07/2000 - 04/2001 | IDS LIFE INSURANCE COMPANY | 6321 | MINNEAPOLIS, MN |

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 |
|-------------------|------------------------|-------------------|
| 11/2008 - Present | BROKERSXPRESS | CHICAGO, IL |
| 12/2003 - 11/2008 | INVESTORS CAPITAL CORP | LYNNFIELD, MA |

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.

No information reported.



Disclosure Events

What you should know about reported disclosure events:

1. All individuals registered to sell securities or provide investment advice are required to disclose customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings, and criminal or civil judicial proceedings.
2. **Certain thresholds must be met before an event is reported to CRD, for example:**
 - A law enforcement agency must file formal charges before a broker is required to disclose a particular criminal event.
 - A customer dispute must involve allegations that a broker engaged in activity that violates certain rules or conduct governing the industry and that the activity resulted in damages of at least \$5,000.
3. **Disclosure events in BrokerCheck reports come from different sources:**
 - As mentioned at the beginning of this report, information contained in BrokerCheck comes from brokers, brokerage firms and regulators. When more than one of these sources reports information for the same disclosure event, all versions of the event will appear in the BrokerCheck report. The different versions will be separated by a solid line with the reporting source labeled.
4. **There are different statuses and dispositions for disclosure events:**
 - A disclosure event may have a status of *pending*, *on appeal*, or *final*.
 - A "pending" event involves allegations that have not been proven or formally adjudicated.
 - An event that is "on appeal" involves allegations that have been adjudicated but are currently being appealed.
 - A "final" event has been concluded and its resolution is not subject to change.
 - A final event generally has a disposition of *adjudicated*, *settled* or *otherwise resolved*.
 - An "adjudicated" matter includes a disposition by (1) a court of law in a criminal or civil matter, or (2) an administrative panel in an action brought by a regulator that is contested by the party charged with some alleged wrongdoing.
 - A "settled" matter generally involves an agreement by the parties to resolve the matter. Please note that brokers and brokerage firms may choose to settle customer disputes or regulatory matters for business or other reasons.
 - A "resolved" matter usually involves no payment to the customer and no finding of wrongdoing on the part of the individual broker. Such matters generally involve customer disputes.

For your convenience, below is a matrix of the number and status of disclosure events involving this broker. Further information regarding these events can be found in the subsequent pages of this report. You also may wish to contact the broker to obtain further information regarding these events.

| | Pending | Final | On Appeal |
|------------------|---------|-------|-----------|
| Regulatory Event | 0 | 2 | 0 |



| | | | |
|------------------|-----|---|-----|
| Customer Dispute | 2 | 5 | 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 involves (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

| | |
|--|--|
| Reporting Source: | Regulator |
| Regulatory Action Initiated By: | FINRA |
| Sanction(s) Sought: | Other: N/A |
| Date Initiated: | 12/07/2009 |
| Docket/Case Number: | 2009016912901 |
| Employing firm when activity occurred which led to the regulatory action: | BROKERSXPRESS LLC |
| Product Type: | No Product |
| Allegations: | FINRA RULES 2010, 8210: GALLARDO FAILED TO RESPOND TO A FINRA REQUEST FOR INFORMATION AND FAILED TO APPEAR AND TESTIFY AT A FINRA ON-THE-RECORD INTERVIEW. |
| 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:

12/07/2009

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

| | |
|-----------------------------|-----------------|
| Sanction Type: | Bar (Permanent) |
| Capacities Affected: | ALL CAPACITIES |
| Duration: | |
| Start Date: | 12/07/2009 |
| End Date: | |

**Regulator Statement**

WITHOUT ADMITTING OR DENYING THE FINDINGS, GALLARDO CONSENTED TO THE DESCRIBED SANCTION AND TO THE ENTRY OF FINDINGS; THEREFORE, HE IS BARRED FROM ASSOCIATION WITH ANY FINRA MEMBER IN ANY CAPACITY.

Disclosure 2 of 2

| | |
|---|--|
| Reporting Source: | Regulator |
| Regulatory Action Initiated By: | PENNSYLVANIA CONTACT: COUNSEL DANIEL J. GALLAGHER (717)-783-5178 |
| Sanction(s) Sought: | Cease and Desist |
| Date Initiated: | 07/14/2009 |
| Docket/Case Number: | 2009-03-30 |
| Employing firm when activity occurred which led to the regulatory action: | BLUE MEADOW GROUP, LLC |
| Product Type: | Other: OPPORTUNITY |
| Allegations: | JOSEPH GALLARDO ALLEGEDLY OFFERED FOR SALE AN UNREGISTERED INVESTMENT OPPORTUNITY IN REAL ESTATE TO AT LEAST ONE PA RESIDENT IN VIOLATION OF THE REGISTRATION PROVISIONS OF THE PA SECURITIES ACT OF 1972. |
| Current Status: | Final |
| Limitation Details: | JOSEPH GALLARDO IS ORDERED TO IMMEDIATELY CEASE AND DESIST FROM OFFERING AND SELLING THE INVESTMENT OPPORTUNITY IN THE COMMONWEALTH OF PA IN VIOLATION OF THE PA SECURITIES ACT OF 1972. |
| Resolution: | CASE CLOSED 11/30/2011 |
| 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: | 11/30/2011 |
| Sanctions Ordered: | Cease and Desist |
| Regulator Statement | SUMMARY ORDER TO CEASE AND DESIST ISSUED TO JOSEPH GALLARDO |



AND OTHER NAMED RESPONDENTS.



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 5

| | |
|--|---|
| Reporting Source: | Firm |
| Employing firm when activities occurred which led to the complaint: | INVESTORS CAPITAL CORP. AND BROKERSXPRESS |
| Allegations: | SUITABILITY OF CLAIMANT'S 2007 INVESTMENT IN BLUE MEADOW GROUP, A REAL ESTATE PROGRAM, AND CHURNING WITH RESPECT TO CLAIMANT'S BROKERAGE ACCOUNTS AT MULTIPLE BROKER DEALERS. |
| Product Type: | Other: REAL ESTATE INVESTMENT & ETFs |
| Alleged Damages: | \$800,221.80 |
| 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 #: | 13-02813 |
| Filing date of arbitration/CFTC reparation or civil litigation: | 09/25/2013 |

Customer Complaint Information

| | |
|--|--------------|
| Date Complaint Received: | 10/04/2013 |
| Complaint Pending? | No |
| Status: | Settled |
| Status Date: | 09/08/2014 |
| Settlement Amount: | \$203,817.01 |
| Individual Contribution Amount: | \$0.00 |



Disclosure 2 of 5

| | |
|--|---|
| Reporting Source: | Firm |
| Employing firm when activities occurred which led to the complaint: | INVESTORS CAPITAL CORP. & BROKERSXPRESS |
| Allegations: | SUITABILITY OF CLAIMANT'S 2007 INVESTMENT IN BLUE MEADOW GROUP, A REAL ESTATE PROGRAM, AND CHURNING WITH RESPECT TO CLAIMANT'S BROKERAGE ACCOUNTS AT MULTIPLE BROKER DEALERS. |
| Product Type: | Other: REAL ESTATE INVESTMENT & ETFS |
| Alleged Damages: | \$3,620,591.10 |
| 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 #: | 13-02814 |
| Filing date of arbitration/CFTC reparation or civil litigation: | 09/25/2013 |

Customer Complaint Information

| | |
|--|--------------|
| Date Complaint Received: | 10/02/2013 |
| Complaint Pending? | No |
| Status: | Settled |
| Status Date: | 09/08/2014 |
| Settlement Amount: | \$496,182.99 |
| Individual Contribution Amount: | \$0.00 |

Disclosure 3 of 5

| | |
|--------------------------|------|
| Reporting Source: | Firm |
|--------------------------|------|



Employing firm when activities occurred which led to the complaint: INVESTORS CAPITAL CORP. AND BROKERSXPRES, LLC

Allegations: CLAIMANT ALLEGES UNSUITABLE INVESTMENTS BEGINNING IN 2004 AND CONTINUING AT REPRESENTATIVE'S SUCCESSIVE BROKER DEALER.

Product Type: Equity Listed (Common & Preferred Stock)
Other: REAL ESTATE INVESTMENTS & ETFs

Alleged Damages: \$223,500.00

Is this an oral complaint? No

Is this a written complaint? Yes

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

Arbitration/Reparation forum or court name and location: FINRA

Docket/Case #: 12-00945

Filing date of arbitration/CFTC reparation or civil litigation: 03/12/2012

Customer Complaint Information

Date Complaint Received: 03/19/2012

Complaint Pending? No

Status: Settled

Status Date: 12/04/2012

Settlement Amount: \$93,313.35

Individual Contribution Amount: \$0.00

Disclosure 4 of 5

Reporting Source: Firm

Employing firm when activities occurred which led to the complaint: INVESTORS CAPITAL CORP. AND BROKERSXPRESS, LLC

Allegations: SUITABILITY OF CLAIMANTS' 2006 INVESTMENT IN BLUE MEADOW GROUP,



A REAL ESTATE PROGRAM, AND CHURNING WITH RESPECT TO CLAIMANTS' BROKERAGE ACCOUNTS AT MULTIPLE BROKER DEALERS.

Product Type: Other: REAL ESTATE INVESTMENT & ETFs

Alleged Damages: \$521,568.00

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 #: 11-04018

Filing date of arbitration/CFTC reparation or civil litigation: 10/20/2011

Customer Complaint Information

Date Complaint Received: 11/07/2011

Complaint Pending? No

Status: Settled

Status Date: 12/04/2012

Settlement Amount: \$214,143.80

Individual Contribution Amount: \$0.00

Disclosure 5 of 5

Reporting Source: Firm

Employing firm when activities occurred which led to the complaint: BROKERSXPRESS

Allegations: CUSTOMERS THOUGHT ACTIVITY IN THE ACCOUNT AND COMMISSIONS CHARGED WERE INCONSISTENT.

Product Type: Equity-OTC

Alleged Damages: \$8,353.18



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: 02/17/2009
Complaint Pending? No
Status: Settled
Status Date: 03/05/2009
Settlement Amount: \$3,650.00
**Individual Contribution
Amount:** \$0.00



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 2

| | |
|--|--|
| Reporting Source: | Firm |
| Employing firm when activities occurred which led to the complaint: | INVESTORS CAPITAL CORP. & BROKERSXPRESS |
| Allegations: | SUITABILITY OF CLAIMANT'S 2008 & 2009 INVESTMENT IN BLUE MEADOW GROUP, A REAL ESTATE PROGRAM, AND CHURNING WITH RESPECT TO CLAIMANT'S BROKERAGE ACCOUNTS AT MULTIPLE BROKER DEALERS. |
| Product Type: | Other: REAL ESTATE INVESTMENT & ETFS |
| Alleged Damages: | \$199,183.22 |
| 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 #: | 13-03774 |
| Filing date of arbitration/CFTC reparation or civil litigation: | 12/30/2013 |

Customer Complaint Information

| | |
|--|------------|
| Date Complaint Received: | 01/09/2014 |
| Complaint Pending? | Yes |
| Settlement Amount: | |
| Individual Contribution Amount: | |

Disclosure 2 of 2



Reporting Source: Firm

Employing firm when activities occurred which led to the complaint: INVESTORS CAPITAL CORP. & BROKERSXPRESS

Allegations: SUITABILITY OF CLAIMANT'S 2009 INVESTMENT IN BLUE MEADOW GROUP, A REAL ESTATE PROGRAM, AND CHURNING WITH RESPECT TO CLAIMANT'S BROKERAGE ACCOUNTS AT MULTIPLE BROKER DEALERS.

Product Type: Other: REAL ESTATE INVESTMENTS & ETFs

Alleged Damages: \$122,148.22

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 #: 13-03465

Filing date of arbitration/CFTC reparation or civil litigation: 11/22/2013

Customer Complaint Information

Date Complaint Received: 12/10/2013

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: | Firm |
| Employer Name: | BROKERSXPRESS, LLC |
| Termination Type: | Discharged |
| Termination Date: | 02/06/2009 |
| Allegations: | FAILURE TO RESPOND TO REQUEST FOR INFORMATION AND TELEPHONE CALLS FROM THE FIRM. FAILURE TO FOLLOW THE FIRM'S POLICIES AND PROCEDURES REGARDING USE OF NON-APPROVED EMAIL ACCOUNT". |
| Product Type: | No Product |
| Other Product Types: | |

End of Report



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