

## BrokerCheck Report

### BETSY BRATTON MARCOM

CRD# 1338591

Report #46493-51137, data current as of Thursday, December 31, 2015.

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Broker Qualifications	2 - 3
Registration and Employment History	4 - 5
Disclosure Events	6

## 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](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.

**BETSY B. MARCOM**

CRD# 1338591

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:

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

### Registration History

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

**NEXT FINANCIAL GROUP, INC.**

CRD# 46214  
 GEORGETOWN, TX  
 02/2009 - 11/2015

**INVESTMENT PROFESSIONALS, INC.**

CRD# 30184  
 SAN ANTONIO, TX  
 05/1995 - 01/2009

**LINSCO/PRIVATE LEDGER CORP.**

CRD# 6413  
 BOSTON, MA  
 01/1993 - 05/1995

### Disclosure Events

All individuals registered to sell securities or provide investment advice are required to disclose customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings, and criminal or civil judicial proceedings.

Are there events disclosed about this broker? **Yes**

**The following types of disclosures have been reported:**

Type	Count
Customer Dispute	1
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 4 principal/supervisory exams, 2 general industry/product exams, and 2 state securities law exams.**

### Principal/Supervisory Exams

Exam	Category	Date
Registered Options Principal Examination	Series 4	08/04/2009
General Securities Principal Examination	Series 24	04/02/1993
Investment Company Products/Variable Contracts Principal Examination	Series 26	01/25/1986
Municipal Securities Principal Examination	Series 53	06/15/1999

### General Industry/Product Exams

Exam	Category	Date
Investment Company Products/Variable Contracts Representative Examination	Series 6	02/07/1985
General Securities Representative Examination	Series 7	10/14/1992

### State Securities Law Exams

Exam	Category	Date
Uniform Securities Agent State Law Examination	Series 63	02/14/1985
Uniform Investment Adviser Law Examination	Series 65	01/10/2000

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/](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
02/2009 - 11/2015	NEXT FINANCIAL GROUP, INC.	46214	GEORGETOWN, TX
05/1995 - 01/2009	INVESTMENT PROFESSIONALS, INC.	30184	SAN ANTONIO, TX
01/1993 - 05/1995	LINSCO/PRIVATE LEDGER CORP.	6413	BOSTON, MA
07/1992 - 02/1993	ANDREWS, HENTGES & ASSOCIATES, INC.	28417	TULSA, OK
02/1985 - 07/1992	FIRST INVESTORS CORPORATION	305	NEW YORK, NY

### 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
01/2009 - Present	NEXT FINANCAL GROUP, INC	HOUSTON, TX
05/1995 - 01/2009	INVESTMENT PROFESSIONALS, INC.	SAN ANTONIO, TX

### 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) BETSY MARCOM INSURANCE

POSITION: Agent NATURE: Insurance-Fixed Annuities; life/Health;long trm care INVESTMENT RELATED: No NUMBER OF HOURS: 2 SECURITIES TRADING HOURS: 0 START DATE: 02/01/2009  
ADDRESS: 349 Cimarron Hills Trail East, Georgetown TX 78628  
DESCRIPTION: sales

#### 2) STRATEGIC WEALTH SOLUTIONS

POSITION: Agent NATURE: DBA INVESTMENT RELATED: Yes NUMBER OF HOURS: 100 SECURITIES TRADING HOURS: 100 START DATE: 02/01/2009  
ADDRESS: 349 Cimarron Hills Trail East, Georgetown TX 78628

## Registration and Employment History



### Other Business Activities, continued

DESCRIPTION: Sale of securities and offer investment advice

---



## 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
Customer Dispute	0	1	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.

### Customer Dispute - Settled

This type of disclosure event involves a consumer-initiated, investment-related complaint, arbitration proceeding or civil suit containing allegations of sale practice violations against the broker that resulted in a monetary settlement to the customer.

#### Disclosure 1 of 1

<b>Reporting Source:</b>	Broker
<b>Employing firm when activities occurred which led to the complaint:</b>	NEXT FINANCIAL GROUP, INC.
<b>Allegations:</b>	CUSTOMER IS QUESTIONING THE SUITABILITY OF INVESTMENTS.
<b>Product Type:</b>	Debt-Corporate
<b>Alleged Damages:</b>	\$225,000.00
<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>	12/03/2012
<b>Complaint Pending?</b>	No
<b>Status:</b>	Settled
<b>Status Date:</b>	06/03/2013
<b>Settlement Amount:</b>	\$135,000.00
<b>Individual Contribution</b>	\$0.00



**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:** INVESTMENT PROFESSIONALS, INC

**Termination Type:** Discharged

**Termination Date:** 01/22/2009

**Allegations:** ON OR ABOUT 1/12/09 IPI BEGAN A FORMAL INTERNAL INVESTIGATION REGARDING MS. PERRYMAN'S OPENING AND HANDLING OF A FAMILY MEMBERS TOD ACCOUNT.

UPON CONCLUSION OF INVESTIGATION AND ARBITRATION ASSOCIATED WITH THIS MATTER, BOTH IPI AND PERRYMAN AGREE THAT THE BASIS FOR TERMINATION WITH CAUSE RELATED TO THE FAMILY MEMBERS TOD ACCOUNT WAS INCORRECT. IPI'S AND PERRYMAN'S DISPUTE CENTERED AROUND A STOCK REPURCHASE AGREEMENT, WHICH HAS SINCE BEEN RESOLVED.

**Product Type:** Debt-Corporate

**Reporting Source:** Broker

**Employer Name:** INVESTMENT PROFESSIONALS, INC

**Termination Type:** Discharged

**Termination Date:** 01/22/2009

**Allegations:** ON OR ABOUT 1/12/09 IPI BEGAN A FORMAL INTERNAL INVESTIGATION REGARDING MS. PERRYMAN'S OPENING AND HANDLING OF A FAMILY MEMBERS TOD ACCOUNT. UPON CONCLUSION OF INVESTIGATION AND ARBITRATION ASSOCIATED WITH THIS MATTER, BOTH IPI AND PERRYMAN AGREE THAT THE BASIS FOR TERMINATION WITH CAUSE RELATED TO THE FAMILY MEMBERS TOD ACCOUNT WAS INCORRECT. IPI'S AND PERRYMAN'S DISPUTE CENTERED AROUND A STOCK REPURCHASE AGREEMENT, WHICH HAS SINCE BEEN RESOLVED.

**Product Type:** Debt-Corporate

## End of Report



**This page is intentionally left blank.**