

BrokerCheck Report

LAILA SOBHI MARSHALL-PENCE

CRD# 710521

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Broker Qualifications	2 - 6
Registration and Employment History	8 - 10
Disclosure Events	11



Please be aware that fraudsters may link to BrokerCheck from phishing and similar scam websites, trying to steal your personal information or your money. Make sure you know who you're dealing with when investing, and contact FINRA with any concerns.

For more information read our [investor alert](#) on imposters.

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 <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.



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.](http://www.finra.org)

LAILA S. MARSHALL-PENCE

CRD# 710521

Currently employed by and registered with the following Firm(s):

- B LPL FINANCIAL LLC**
5000 BIRCH STREET #8000
NEWPORT BEACH, CA 92660-2158
CRD# 6413
Registered with this firm since: 12/16/1989
- IA LPL FINANCIAL LLC**
5000 BIRCH STREET #8000
NEWPORT BEACH, CA 92660
CRD# 6413
Registered with this firm since: 12/31/1997
- IA PENCE WEALTH MANAGEMENT, INC.**
5000 BIRCH STREET, SUITE 8000
NEWPORT BEACH, CA 92660
CRD# 146599
Registered with this firm since: 05/07/2008
- IA PENCE CAPITAL MANAGEMENT, LLC**
5000 BIRCH STREET, SUITE 8000
NEWPORT BEACH, CA 92660
CRD# 281739
Registered with this firm since: 06/08/2016

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
- 46 U.S. states and territories

This broker has passed:

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

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

- B LINSICO FINANCIAL GROUP, INC.**
CRD# 524
10/1987 - 12/1989
- B FINANCIAL NETWORK INVESTMENT CORPORATION**
CRD# 13572
07/1983 - 11/1987
- B TRAVELERS EQUITIES SALES, INC.**
CRD# 833
05/1981 - 03/1985

**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	4



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 46 U.S. states and territories through his or her employer.

Employment 1 of 3

Firm Name: **LPL FINANCIAL LLC**

Main Office Address: **1055 LPL WAY
FORT MILL, SC 29715**

Firm CRD#: **6413**

	SRO	Category	Status	Date
B	FINRA	General Securities Principal	Approved	12/16/1989
B	FINRA	General Securities Representative	Approved	12/16/1989
B	FINRA	Municipal Fund	Approved	04/03/2006

	U.S. State/ Territory	Category	Status	Date
B	Alabama	Agent	Approved	01/02/2003
B	Alaska	Agent	Approved	04/03/2002
B	Arizona	Agent	Approved	05/30/1996
B	Arkansas	Agent	Approved	11/21/2000
B	California	Agent	Approved	12/16/1989
IA	California	Investment Adviser Representative	Approved	12/31/1997
B	Colorado	Agent	Approved	09/02/1999
B	Connecticut	Agent	Approved	09/20/2013
B	Delaware	Agent	Approved	01/31/2001
B	District of Columbia	Agent	Approved	03/23/2007



Broker Qualifications

Employment 1 of 3, continued

	U.S. State/ Territory	Category	Status	Date
B	Florida	Agent	Approved	09/24/1998
B	Georgia	Agent	Approved	01/25/2006
B	Hawaii	Agent	Approved	07/10/2007
B	Idaho	Agent	Approved	08/25/2005
B	Illinois	Agent	Approved	03/04/2005
B	Indiana	Agent	Approved	07/19/2017
B	Kansas	Agent	Approved	04/02/2013
B	Kentucky	Agent	Approved	06/06/2012
B	Louisiana	Agent	Approved	01/04/2010
B	Maryland	Agent	Approved	09/10/2019
B	Massachusetts	Agent	Approved	03/19/2010
B	Michigan	Agent	Approved	07/23/2003
B	Minnesota	Agent	Approved	07/07/2008
B	Mississippi	Agent	Approved	09/13/2013
B	Missouri	Agent	Approved	05/31/2005
B	Montana	Agent	Approved	10/06/2015
B	Nevada	Agent	Approved	11/09/1995
B	New Hampshire	Agent	Approved	04/16/2008
B	New Jersey	Agent	Approved	04/21/2005
B	New Mexico	Agent	Approved	07/06/2006
B	New York	Agent	Approved	10/31/2001



Broker Qualifications

Employment 1 of 3, continued

	U.S. State/ Territory	Category	Status	Date
B	North Carolina	Agent	Approved	04/19/2007
B	North Dakota	Agent	Approved	05/23/2012
B	Ohio	Agent	Approved	10/11/2005
B	Oklahoma	Agent	Approved	08/26/2010
B	Oregon	Agent	Approved	01/30/2004
B	Pennsylvania	Agent	Approved	11/16/1999
B	Rhode Island	Agent	Approved	08/25/2004
B	South Carolina	Agent	Approved	05/17/2013
B	South Dakota	Agent	Approved	11/25/2014
B	Tennessee	Agent	Approved	01/03/2019
B	Texas	Agent	Approved	08/01/2001
IA	Texas	Investment Adviser Representative	Restricted Approval	08/01/2001
B	Utah	Agent	Approved	07/13/2001
B	Virginia	Agent	Approved	06/29/1999
B	Washington	Agent	Approved	10/06/1995
B	Wisconsin	Agent	Approved	01/25/2022
B	Wyoming	Agent	Approved	09/26/2000

Branch Office Locations

LPL FINANCIAL LLC
 5000 BIRCH STREET #8000
 NEWPORT BEACH, CA 92660-2158



Broker Qualifications

Employment 1 of 3, continued

LPL FINANCIAL LLC

990 W. 190TH ST STE 500
TORRANCE, CA 90502

Employment 2 of 3

Firm Name: **PENCE CAPITAL MANAGEMENT, LLC**
Main Office Address: **5000 BIRCH STREET, SUITE 8000
NEWPORT BEACH, CA 92660**
Firm CRD#: **281739**

	U.S. State/ Territory	Category	Status	Date
IA	California	Investment Adviser Representative	Approved	06/08/2016

Branch Office Locations

This individual does not have any registered Branch Office where the individual is located.

Employment 3 of 3

Firm Name: **PENCE WEALTH MANAGEMENT, INC.**
Main Office Address: **5000 BIRCH STREET, SUITE 8000
NEWPORT BEACH, CA 92660**
Firm CRD#: **146599**

	U.S. State/ Territory	Category	Status	Date
IA	California	Investment Adviser Representative	Approved	05/07/2008

Branch Office Locations

This individual does not have any registered Branch Office where the individual is located.



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 2 principal/supervisory exams, 3 general industry/product exams, and 1 state securities law exam.

Principal/Supervisory Exams

Exam	Category	Date
B Municipal Fund Securities Principal Examination	Series 51	04/01/2006
B General Securities Principal Examination	Series 24	10/04/1982

General Industry/Product Exams

Exam	Category	Date
B Securities Industry Essentials Examination	SIE	10/01/2018
B Futures Managed Funds Examination	Series 31	11/01/2003
B General Securities Representative Examination	Series 7	06/21/1980

State Securities Law Exams

Exam	Category	Date
B Uniform Securities Agent State Law Examination	Series 63	05/27/1982

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/.



Broker Qualifications

Professional Designations

This section details that the representative has reported **1** professional designation(s).

Certified Financial Planner

This representative holds or did hold **1** professional designation(s) that may have been used to qualify as an Investment Advisor representative. Please check with the appropriate designation authority for verification that the designation is still in effect. The contact information for these professional designation authorities can be found on the website for the North American Securities Administrators Association at <http://www.nasaa.org>



Registration and Employment History

Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
B 10/1987 - 12/1989	LINSCO FINANCIAL GROUP, INC.	524	
B 07/1983 - 11/1987	FINANCIAL NETWORK INVESTMENT CORPORATION	13572	
B 05/1981 - 03/1985	TRAVELERS EQUITIES SALES, INC.	833	
B 07/1980 - 09/1983	UNIVERSITY SECURITIES CORPORATION	6518	

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	Employer Name	Position	Investment Related	Employer Location
05/2016 - Present	PENCE CAPITAL MANAGEMENT, LLC	Investment Adviser Representative	Y	NEWPORT BEACH, CA, United States
02/2016 - Present	PENCE REAL ESTATE INC.	PRESIDENT	N	NEWPORT BEACH, CA, United States
12/2001 - Present	PENCE WEALTH MANAGEMENT	Investment Adviser Representative	Y	NEWPORT BEACH, CA, United States
12/1987 - Present	LPL FINANCIAL, LLC	Registered Representative	Y	NEWPORT BEACH, CA, United States

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.

- 11/1/2002 - NO BUSINESS NAME - NON-VARIABLE INSURANCE - INV REL - AT REPORTED BUSINESS LOCATION - INSURANCE.
- 12/7/2006 - STARBUCKS - REAL ESTATE RENTAL - INV REL - STARBUCKS, HOUSTON, TEXAS - 1% TIME SPENT.



Registration and Employment History

Other Business Activities, continued

3. 7/9/2008 - PENCE WEALTH MANAGEMENT - REGISTERED INVESTMENT ADVISOR - INV REL - AT REPORTED BUSINESS LOCATION - Pence Wealth Management- will provide financial plans and financial advice for hourly and/or fixed fees - 5% TIME SPENT.
4. 8/26/2008 - PENCE WEALTH MANAGEMENT - OTHER-SEMINAR - INV REL - AT REPORTED BUSINESS LOCATION - JOINT SEMINAR BETWEEN LAILA MARSHALL-PENCE AND PHIL KAVESH (REP ID HG6B) ON SEPTEMBER 6TH - 1% TIME SPENT.
5. 5/23/2011 - NO BUSINESS NAME - REAL ESTATE RENTAL - INV REL - AT REPORTED BUSINESS LOCATION - RENTAL HOUSE IN ORANGE - 1% TIME SPENT.
6. 10/27/2011 - NO BUSINESS NAME - REAL ESTATE RENTAL - INV REL - AT REPORTED BUSINESS LOCATION - ONE RENTAL UNIT. SINGLE FAMILY HOME. RENTERS ARE NOT CUSTOMERS OR ADVISORS OF ANOTHER B/D OR RIA OR CLIENTS OF OUR FIRM - 2% TIME SPENT.
7. 1/9/2013 - PENDRAGON DEVELOPMENT CORP - REAL ESTATE RENTAL - INV REL - AT REPORTED BUSINESS LOCATION - COMMERCIAL REAL ESTATE PROPERTY DEVELOPMENT CORP. OWNS OFFICE BUILDINGS IN AR, TX AND CA OWNED 75% OWNED BY DRYDEN AND WIFE LAILA PENCE OWNS OTHER 25% - TIME SPENT 0%.
8. 9/20/2013: PENCE INCOME PROPERTIES, LLC - REAL ESTATE RENTAL - INV REL - AT REPORTED BUSINESS LOCATION - OWNS A HARDEES COMMERCIAL PROPERTY IN INDIANAPOLIS, IN - TIME SPENT 2%.
9. 10/16/2013 - NO BUSINESS NAME - REAL ESTATE RENTAL - INV REL - AT REPORTED BUSINESS LOCATION - HARDEES COMMERCIAL PROPERTY IN WOOD RIVER, IL - 1% TIME SPENT.
10. 09/23/2014 - PENCE WEALTH MANAGEMENT - OTHER-PRESIDENT PENCE WEALTH MANAGEMENT - INV REL - AT REPORTED BUSINESS LOCATION - OBA START 4/2/2002 - 10 HRS PER MONTH/0 HRS DURING TRADING.
11. 09/23/2014 - PENCE WEALTH MANAGEMENT - DBA for LPL Business (entity for LPL business) - INV REL - AT REPORTED BUSINESS LOCATION - OBA START 4/2/2002 - 10 HRS PER MONTH/0 HRS DURING TRADING.
12. 04/22/2016 - Pence Real Estate - Mortgage/Real Estate Services - NOT INV REL - AT REPORTED BUSINESS LOCATION - OBA START DATE 12/27/2015 - Real Estate Broker assisting clients in purchasing commercial real estate. real estate broker license number 00810305. Real Estate offered is commercial properties - 8 HRS/MO; 0 HRS DURING SECS TRADING HOURS.
13. 08/02/2016 - Pence Capital Management - Registered Investment Advisor - INV REL - At Reported Business Location(s) - Start 07/06/2016 - Managing member of Pence Capital Management - 5 Hr/Mo; 0 Hours During Securities Trading.
14. 7/26/2018 - Pence Wealth Management - Investment Related - 5000 Birch Street Suite 8000 Newport Beach, CA 92660 - Real Estate Rental - Start Date: 01/01/2014 - 0 Hours Per Month/0 Hours During Securities Trading.
15. 4/29/2020 - Pence Real Estate, LLC - Not Investment Related - 5000 Birch Street, Suite 8000, Newport Beach, CA 92660 - Real Estate Rental - Started 02/24/2013 - 0 Hours Per Month.
16. 8/13/2020 - Pence Insurance Center - Not Investment Related - At Reported Business Location(s) - Business Entity For Tax/Investment

Registration and Employment History



Other Business Activities, continued

Purposes Only - Start Date: 8/12/2020 - 15 Hour Per Month/10 Hours During Securities Trading - Insurance Commission.



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	4	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 - Closed-No Action / Withdrawn / Dismissed / Denied

This type of disclosure event involves (1) a consumer-initiated, investment-related arbitration or civil suit containing allegations of sales practice violations against the individual broker that was dismissed, withdrawn, or denied; or (2) a 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, which was closed without action, withdrawn, or denied.

Disclosure 1 of 4

Reporting Source:	Broker
Employing firm when activities occurred which led to the complaint:	LPL FINANCIAL LLC
Allegations:	CUSTOMER ALLEGES UNSUITABLE RECOMMENDATION AND INVESTMENT STRATEGY, POOR PERFORMANCE, AND USE OF HOME EQUITY LOAN PROCEEDS TO FUND 1031 EXCHANGE IN 2006.
Product Type:	Real Estate Security Other: DST 1031 EXCHANGE
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:	04/28/2017
Complaint Pending?	No
Status:	Denied
Status Date:	06/02/2017

**Settlement Amount:****Individual Contribution Amount:****Broker Statement**

THE ALLEGATIONS ARE FALSE AND HAVE BEEN DENIED.

Disclosure 2 of 4**Reporting Source:**

Broker

Employing firm when activities occurred which led to the complaint:

LPL Financial, LLC

Allegations:

Customer alleges mismanagement of account resulting in poor performance and further alleges that the advisor misrepresented the terms of a REIT.

Product Type:

Other: REIT, equities

Alleged Damages:

\$0.00

Alleged Damages Amount Explanation (if amount not exact):

Unspecified but believed to exceed \$5,000

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:**

11/23/2015

Complaint Pending?

No

Status:

Denied

Status Date:

03/12/2016

Settlement Amount:

\$8,403.38

Individual Contribution Amount:

\$0.00

Broker Statement

Ms. Pence and the Firm deny all liability but made an accommodation to the client in the interests of compromise and closure.



Disclosure 3 of 4

Reporting Source: Broker

Employing firm when activities occurred which led to the complaint: LINSICO / PRIVATE LEDGER CORP.

Allegations: CUSTOMERS OPENED ADVISORY ACCOUNTS AND PURCHASED A VARIABLE ANNUITY IN JANUARY 2000. CUSTOMERS NOW ALLEGE THAT THEIR INVESTMENTS WERE TOO RISKY AND WERE UNSUITABLE, AND SEEK TO RECOVER THEIR MARKET LOSSES. REPRESENTATIVE DENIES ALL CLAIMS AND MAINTAINS THAT ALL INVESTMENTS WERE SUITABLE AND APPROPRIATE AND WERE ENTIRELY CONSISTENT WITH THEIR "GROWTH" STYLE INVESTMENT OBJECTIVE.

Product Type: Mutual Fund(s)

Other Product Type(s): VARIABLE ANNUITY

Alleged Damages: \$228,866.00

Customer Complaint Information

Date Complaint Received: 05/06/2004

Complaint Pending? No

Status: Withdrawn

Status Date: 12/06/2004

Settlement Amount:

Individual Contribution Amount:

Disclosure 4 of 4

Reporting Source: Broker

Employing firm when activities occurred which led to the complaint: LINSICO / PRIVATE LEDGER CORP.

Allegations: CUSTOMER ALLEGES THAT MUTUAL FUND INVESTMENTS IN HER ADVISORY ACCOUNT MADE IN 1999 WERE UNSUITABLE, AND REQUESTS REIMBURSEMENT OF MARKET LOSSES AND FEES. REPRESENTATIVE DENIES ALL ALLEGATIONS, AND MAINTAINS THAT ALL INVESTMENTS WERE



SUITABLE AND APPROPRIATE, CONSISTENT WITH CUSTOMER'S STATED INVESTMENT OBJECTIVE OF "GROWTH".

Product Type: Mutual Fund(s)

Alleged Damages: \$80,000.00

Customer Complaint Information

Date Complaint Received: 03/17/2003

Complaint Pending? No

Status: Denied

Status Date: 07/08/2003

Settlement Amount:

Individual Contribution Amount:

End of Report



This page is intentionally left blank.