

I.
FINDINGS OF FACTS

Relevant CGMI Business Units

1. CGMI is a registered broker-dealer and wholly-owned subsidiary of Citigroup Inc. Prior to June 1, 2009, CGMI primarily operated its U.S.-based retail brokerage business unit under the name Smith Barney. CGMI also operated, and continues to operate other businesses, including another retail brokerage currently operated under the name Citi Personal Wealth Management.

2. On June 1, 2009, Citigroup, Inc. sold a majority stake in its primary retail brokerage business to Morgan Stanley & Co., Inc. ("Morgan Stanley"). Morgan Stanley combined that business and its own retail brokerage operations into a joint venture operated by a new broker dealer known as Morgan Stanley Smith Barney, LLC ("MSSB").

3. After the June 1, 2009 transaction, Citigroup, Inc. retained control and ownership of the CGMI businesses that had not been sold to Morgan Stanley.

4. The multi-state investigations into CGMI covered the period from January 1, 2007 through September 30, 2014 (the "Relevant Period"). The factual representations that follow relate to all or some portion of the Relevant Period.

Background on CGMI Personnel

5. CGMI's primary customer-facing retail broker-dealer agents were known as Financial Advisors ("FAs").

6. CGMI also employed sales assistants ("SAs") using various job titles. Sales assistants were generally tasked with assisting FAs and customers with administrative and operational support. Sales assistants were involved in such tasks as:

- a. answering phones, taking messages, and responding to calls when appropriate;
- b. giving clients market quotes;
- c. typing correspondence for FAs within the parameters of CGMI guidelines;
- d. maintaining files for FAs on clients and products;
- e. providing follow-up with clients and operations staff; and
- f. obtaining investment and product information for FAs.

7. Some sales assistants were registered with CMGI (hereafter "RSAs"). RSAs are of

1 particular significance to this Order because on occasion, they could accept unsolicited client
2 orders from clients. Accordingly, RSAs were required to pass the series 7 and 63 and/or 66
3 qualification exams and to register in the appropriate jurisdictions.

4 8. During the Relevant Period, a policy relevant to this Order stated, "Registered
5 Sales Assistants need to be registered in every state that the FA(s) for whom they provide
6 coverage is registered."

7 9. During a portion of the Relevant Period (see paragraph 11, below), CGMI
8 personnel used a computerized order entry system known as "NextGen" to enter orders on behalf
9 of customers.

10 10. The NextGen order entry process was intended to generally work as follows:
11 NextGen automatically populated the order-entry screen with the logon ID of the CGMI employee
12 entering the order, the name of that employee, and the date and time the order was entered. The
13 employee entering the order verified that she was the employee who received the order at the time
14 the order was entered by checking the box stating: "Check to confirm client receipt information."
15 If the employee entering the order was not the employee who received the order, then the
16 employee entering the order entered the NextGen logon ID for the employee who received the
17 order into the "Received by ID/Name Box." The employee entering the order was prompted to
18 provide her password. At that point, a variety of validations were conducted including a check to
19 ensure that the FA of record for the account was duly registered in the applicable state(s).
20 However, NextGen did not check to ensure that the employee accepting the client order, if
21 different from the FA assigned to the account, was registered in the applicable state(s). Once the
22 validation checks were completed, the order was either blocked or moved forward to the
23 verification screen. If a trade was blocked due to a registration gap, an error message appeared on
24 the NextGen screen stating: "FC REGISTRATION VIOLATION-CALL YOUR REG
25 REPRESENTATIVE." If the trade was not blocked, the employee entering the trade was
26 prompted to verify and submit the order. Upon submission, the order entry process was complete,
27 and the order was sent to the market for execution.

28 11. CGMI ceased using NextGen, and implemented a new order entry system during
29 the fourth quarter of 2010 and first quarter of 2011, as part of a conversion to a new clearing firm
30 relationship with Pershing.

31 12. As of January 1, 2009, CGMI employed approximately 3,500 RSAs on a

1 nationwide basis. In June 2009, CGMI sold a majority stake in its primary retail brokerage
2 business to Morgan Stanley. In connection with the MSSB transaction, the retail brokerage
3 business sales force at CGMI was reduced by approximately 95 percent. The vast majority of the
4 RSAs were contributed to the MSSB joint venture. As of the date of this order, CGMI currently
5 employs fewer than 100 RSAs nationwide.

6
7 Registration Required

8 13. Pursuant to S.C. Code Ann. § 35-1-402(a) (Supp. 2012), it is unlawful for a person
9 to transact business in South Carolina as an agent unless the individual is properly registered or
10 subject to an exemption.

11 14. Pursuant to the general prohibition under S.C. Code Ann. § 35-1-402(a) (Supp.
12 2012), a person cannot accept unsolicited orders in the State of South Carolina without being
13 registered in the State of South Carolina.

14 15. Pursuant to S.C. Code Ann. § 35-1-402(d), it is unlawful for a broker-dealer
15 engaged in offering, selling, or purchasing securities in this State, to employ or associate with an
16 agent who transacts business in this State on behalf of broker-dealers or issuers unless the agent is
17 registered or exempt from registration.

18
19 Regulatory Investigations and Findings

20 16. State securities regulators have initiated investigations into the practices of CGMI
21 and other firms in connection with SA registrations.

22 17. The multi-state investigations focused on whether SAs were properly registered in
23 the relevant jurisdictions at the time such individuals may have accepted customer orders from
24 those states. In addition, the investigations focused on whether the firms' supervisory systems
25 properly supervised such orders.

26 18. In CGMI's case, the investigation found that, in certain instances, SAs accepted
27 unsolicited orders from clients residing in states where the SAs were not registered. In addition,
28 the investigations found that NextGen did not record the identity of the person receiving the order
29 from the customer for a discrete set of orders that were reviewed.

30 19. Furthermore, the investigation determined that (a) contrary to applicable policies
31 and procedures, RSAs were not registered in every state that the FAs for whom they provided

1 coverage were registered, and as a result, (b) it is highly likely that certain RSAs accepted
2 unsolicited orders in the State of South Carolina at times when the RSAs were not appropriately
3 licensed in the State.

4
5 Remedial Efforts

6 20. As part of a transition that was finalized in early 2011, CGMI's retail business
7 ceased using the NextGen system and started to use in its place an order entry system licensed and
8 operated by Pershing called NetX360.

9 21. Orders entered into NetX360 are routed through Pershing's Rules Engine, which
10 has certain checks relating to state registration status, including the registration status of the
11 acceptor.

12 22. Additionally, quarterly review meetings in which RSAs are involved include a
13 review of the Firm's state registration policy and the prohibition against accepting orders in states
14 in which the RSA is not registered.

15 23. CGMI provided timely responses and substantial cooperation in connection with
16 the regulatory investigations into this issue.

17 **II.**
18 **CONCLUSIONS OF LAW**

19
20 24. The Commissioner has jurisdiction over this matter pursuant to S.C. Code Ann. §
21 35-1-601(a)

22 25. CGMI's failure to establish an adequate system to monitor the registration status of
23 persons accepting client orders constitutes a violation of S.C. Code Ann. § 35-1-412(d)(9).

24 26. CGMI's failure to ensure its registered Sales Assistants were registered in the
25 appropriate jurisdictions constitutes a failure to enforce its established written procedures, and is a
26 basis for the issuance of an Order with sanctions against CGMI.

27 27. CGMI's acceptance of orders in the State of South Carolina through SAs who were
28 not properly registered in the State constitutes a violation of S.C. Code Ann. § 35-1-402(d) for
29 the use of unregistered agents in the State.

1 4. CGMI is hereby ordered to comply with the Undertakings contained herein.

2 5. This order is not intended by the Division to subject any Covered Person to any
3 disqualifications under the laws of the United States, any state, the District of Columbia, Puerto
4 Rico, or the U.S. Virgin Islands, or under the rules or regulations of any securities or commodities
5 regulator or self-regulatory organizations, including, without limitation, any disqualification from
6 relying upon the state or federal registration exemptions or safe harbor provisions.
7 "Covered Person" means CGMI or any of its affiliates and their current or former officers,
8 directors, employees, or other persons that would otherwise be disqualified as a result of the
9 Orders (as defined below).

10 6. This Order and the order of any other state in any proceeding related to CGMI's
11 agreement to resolve the above-referenced multi-state investigation (collectively, the "Orders")
12 shall not disqualify any Covered Person from any business that they otherwise are qualified,
13 licensed, or permitted to conduct under applicable securities laws of the State of South Carolina
14 and any disqualifications from relying upon this state's registration exemptions or safe harbor
15 provisions that arise from the Orders are hereby waived.

16 7. This Order shall be binding upon CGMI and its successors and assigns as well as
17 to successors and assigns of relevant affiliates with respect to all conduct subject to the provisions
18 above and all future obligations, responsibilities, undertakings, commitments, limitations,
19 restrictions, events, and conditions.

20 Dated this 13th day of July, 2015.

22
23 BY ORDER OF THE SECURITIES COMMISSIONER
24 OF THE STATE OF SOUTH CAROLINA
25

26
27 By: Alan Wilson
28 Alan Wilson
29 Securities Commissioner
30 State of South Carolina
31 Post Office Box 11549
32 Columbia, SC 29211
33 (803) 734-4731
34

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3 **CONSENT TO ENTRY OF ADMINISTRATIVE ORDER BY CGMI**
4

5 Citigroup Global Markets, Inc. ("CGMI") hereby acknowledges that it has been served
6 with a copy of this Administrative Consent Order ("Order"), has read the foregoing Order, is
7 aware of its right to a hearing and appeal in this matter, and has waived the same.

8 CGMI admits the jurisdiction of the South Carolina Securities Division, neither admits
9 nor denies the Findings of Facts and Conclusions of Law contained in this Order, and consents to
10 entry of this Order by the Commissioner as settlement of the issues contained in this Order.

11 CGMI agrees that it shall not claim, assert, or apply for a tax deduction or tax credit with
12 regard to any state, federal, or local tax for any administrative monetary penalty that CGMI shall
13 pay pursuant to this Order.

14 CGMI states that no promise of any kind or nature whatsoever was made to it to induce it
15 to enter into this Order other than that which might be contained in this Order and that it has
16 entered into this Order voluntarily.

17 Joshua E. Levine represents that s/he is Managing Director
18 of CGMI and that, as such, has been authorized by CGMI to enter into this Order for and on behalf
19 of CGMI.

20 Dated this 9th day of July, 2015.
21
22

23 Citigroup Global Markets, Inc.

24
25
26 By: [Signature]

27
28 Title: Managing Director
29

30 SUBSCRIBED AND SWORN TO before me this 9 day of July, 2015.
31

32 [Affix seal]
33

34 [Signature]
35 Notary Public in and for the
36 State of New York

37 My Commission expires:

38 6/18/2019
39

RODD CORNER
Notary Public - State of New York
No. 01CO6169041
Qualified in New York County
My Commission Expires June 18, 2019

**S.C. ATTORNEY
GENERAL'S OFFICE**

JUL 13 2015

SECURITIES DIVISION



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