

COMMONWEALTH OF KENTUCKY  
PUBLIC PROTECTION CABINET  
DEPARTMENT OF FINANCIAL INSTITUTIONS

**Kentucky Department of  
Financial Institutions**

Complainant

v.

**Darrell Scott Pope**  
(CRD #4596113) and

**Lead Point Wealth Management LLC**  
(CRD #282824)

Respondents

DFI Administrative  
Action Number:

**2025-DFI-0075**

**Agreed Order**

**PARTIES**

1. The Kentucky Department of Financial Institutions (the “Department”) and its Commissioner are responsible for administering the provisions of Kentucky Revised Statutes (“KRS”) Chapter 292, the Securities Act of Kentucky (“the Act”), as well as any applicable rules, regulations and orders entered pursuant to the Act, and are responsible under the Act for regulating investment advisers and investment adviser representatives in Kentucky.

2. Respondent Darrell Scott Pope is a Kentucky resident with a last-known address of 8817 Wisdom Lane, Louisville, Kentucky 40229. Pope was registered with the

Department as an investment adviser representative (“IAR”) affiliated with his firm, Lead Point Wealth Management LLC. Pope was previously assigned FINRA Central Registration Depository (“CRD”) #4596113.

3. Respondent Lead Point Wealth Management LLC (“Lead Point”) is an administratively dissolved Kentucky limited liability company with Pope as its managing member. Lead Point was previously registered with the Department as an investment adviser (“IA”) firm, but terminated its registration effective March 31, 2023. Lead Point was previously assigned FINRA CRD #282824.

#### **STATEMENT OF FACTS**

4. Respondents Pope and Lead Point were previously registered with the Department but terminated their registrations effective March 31, 2023.

5. A closing examination and subsequent investigation by Department staff revealed that Pope and Lead Point continued to receive solicitation fees from two SEC-registered adviser firms after Pope and Lead Point had terminated their registrations.

6. The solicitation fees received by Pope and Lead Point represent shares of advisory fees earned by those covered firms as a percentage of their assets under management.

## STATUTORY AUTHORITY

7. KRS 292.310(11) defines an “investment adviser” as “any person who, for compensation, directly or indirectly, engages in the business of advising others, either directly or through publications or writings, as to the value of securities or as to the advisability of investing in, purchasing, or selling securities, or who, for compensation and as a part of a regular business, issues or promulgates analyses or reports concerning securities,” with exceptions not applicable here.

8. KRS 292.310(12) defines an “investment adviser representative” as “an individual employed by or associated with an investment adviser or covered adviser and who makes any recommendations or otherwise gives investment advice regarding securities, manages accounts or portfolios of clients, determines which recommendations or advice regarding securities should be given, provides investment advice or holds himself or herself out as providing investment advice, receives compensation to solicit, offer, or negotiate for the sale of or for selling investment advice, or supervises employees who perform any of the foregoing,” with exceptions not applicable here.

9. KRS 292.330(10) makes it unlawful “for an investment adviser to employ or associate with an investment adviser representative unless the representative is registered under this chapter or exempt from registration.”

10. KRS 292.330(11) makes it unlawful “for an individual to transact business in this state as an investment adviser representative unless the individual is registered under this chapter as an investment adviser representative or is exempt from registration under subsection (12) of this section.

11. KRS 292.470 states, in pertinent part:

Whenever it appears to the commissioner that any person has engaged or is about to engage in any act or practice constituting a violation of any provision of this chapter or any rule or order under this chapter, the commissioner may in his or her discretion bring any or all of the following remedies: . . .

- (3) Issue a final order, after notice and an opportunity for a hearing, containing findings of fact and conclusions of law, directing any person or persons found to have engaged in, or about to be engaged in, activity that constitutes a violation of this chapter or any rule or order under this chapter:
  - (a) To cease and desist from the activity;
  - (b) To perform any other reasonable mandates directed by the commissioner pursuant to an appropriate remedy fashioned by the commissioner and reasonably calculated to carry out the provisions of this chapter; or
  - (c) To pay fines assessed under KRS 292.500(14) and costs assessed under KRS 292.500(15).

12. KRS 292.500 states, in pertinent part:

- (1) The administration of the provisions of this chapter shall be under the Department of Financial Institutions. . . .
- (2) The commissioner may promulgate, amend, and repeal administrative regulations, forms, and orders as are necessary to carry out the provisions of this chapter. . . . [and]
- (14) The commissioner may impose civil fines against any person who violates any provision of this chapter or any rule or order or voluntary agreement entered into under this chapter. The fine shall not exceed twenty thousand dollars (\$20,000) per violation, except when the violation is directed at or results in monetary damage to one (1) or more individuals who are sixty (60) years of age or older, the commissioner may impose an additional fine not to exceed twenty thousand dollars (\$20,000) per violation. Each act or transaction which violates this chapter or administrative regulation, or orders or agreements entered into under this chapter, shall constitute a separate violation. Any employer or principal shall be jointly and severally liable for fines imposed in connection with the conduct of employees or agents.

13. 808 KAR 10:450, Section 2 states, in pertinent part:

A person who is an investment adviser or an investment adviser representative shall be a fiduciary and shall have a duty to act primarily for the benefit of the person's clients. An investment adviser or investment adviser representative shall not engage, either directly or indirectly, in unethical or dishonest practices. The following acts and practices shall constitute a breach of fiduciary duty or a dishonest and unethical practice, and violations may result in a fine, suspension, or revocation in proportion to the seriousness of the offense: . . .

- (20) Paying compensation, directly or indirectly, to an investment adviser solicitor unless the investment adviser makes the payment in accordance with the requirements of 17 C.F.R. 275.206(4)-3 (SEC Rule 206(4)-3)[.]

#### **FINDINGS OF FACT AND CONCLUSIONS OF LAW**

14. The Commissioner finds as follows:

14.1. That Respondent Darrell Scott Pope, CRD #4596113, violated KRS 292.330(11).

14.2. That Respondent Lead Point Wealth Management LLC, CRD #282824, violated KRS 292.330(10), KRS 292.330(11), and 808 KAR 10:450, Section 2(20).

14.3. That it is in the public interest that Pope and Lead Point be jointly and severally fined \$5,000.00 for those violations, due and payable immediately upon entry of this Order, and further that each be barred from registering with the Kentucky Department of Financial Institutions for two years following the date of entry of this Order.

## **AGREEMENT AND ORDER**

15. To resolve this matter without further litigation or other adversary proceedings, the Department, Pope, and Lead Point agree to compromise and settle all claims arising from the above-referenced factual background in accordance with the terms set forth herein.

16. In the interest of economically and efficiently resolving the violations described herein, the Department, Pope, and Lead Point hereby agree as follows:

17. Pope and Lead Point agree to pay, jointly and severally, a civil fine in the amount of \$5,000.00, due and payable immediately upon entry of this Agreed Order by the Commissioner.

18. All fine payments under this Agreed Order shall be in the form of an ACH payment made via secure website, pursuant to instructions provided to counsel for Pope and Lead Point by the Department, or via certified check or money order made payable to "Kentucky State Treasurer" and mailed to the Department of Financial Institutions, Securities Division, 2025-DFI-0075, 500 Mero Street, 2 SW 19, Frankfort, Kentucky 40601.

19. The entry of a final order in this matter shall act to bar Pope and Lead Point, for a period of two years following the entry of that final order, from applying for registration with the Kentucky Department of Financial Institutions.

20. Pope and Lead Point each consent to and acknowledge the jurisdiction of the Department over this matter and recognize that this Agreed Order, and any final order issuing in this matter, is a matter of public record and may be disseminated as such.

21. In consideration of the execution of this Agreed Order, Pope and Lead Point for themselves and for their successors and assigns, hereby release and forever discharge the Commonwealth of Kentucky, the Department, the Office of Legal Services, and each of their members, agents, and employees in their individual capacities, from any and all manner of actions, causes of action, suits, debts, judgments, executions, claims, and demands whatsoever, known and unknown, in law or equity, that Pope or Lead Point ever had, now have, may have, or may claim to have against any or all of the persons or entities identified in this paragraph arising out of or by reason of this investigation, this disciplinary action, this settlement, or its administration.

22. In consideration of the execution of this Agreed Order, the Department shall effectuate a dismissal of this administrative action.

23. By signing below, the parties acknowledge they have read the foregoing Agreed Order, know and fully understand its contents, and that they are authorized to enter into and execute this Agreed Order and to legally bind their respective parties.


**SO ORDERED** on this the 22nd day of June, 2026.

  
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MARNI ROCK GIBSON  
COMMISSIONER

**Consented to by:**

*On behalf of the Kentucky Department of Financial Institutions,*


This 17<sup>th</sup> day of June, 2026:



CHAD HARLAN  
Assistant Director, Division of Securities  
Kentucky Department of Financial Institutions

**and consented to by:**

This 15<sup>th</sup> day of JUNE, 2026:



DARRELL SCOTT POPE  
Respondent  
*On behalf of himself and Lead Point Wealth  
Management LLC*

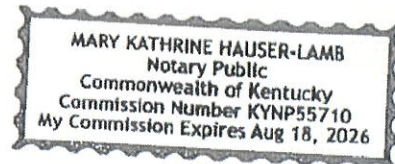
**ACKNOWLEDGEMENT**

STATE OF Kentucky }  
COUNTY OF Jefferson }

On this the 15<sup>th</sup> day of June, 2026, before me Mary Hauser-Lamb, **Darrell Scott Pope** personally appeared, acknowledged himself to be the Respondent named herein, acknowledged he had the authority to bind Lead Point Wealth Management LLC to the foregoing Agreed Order, and acknowledged that he entered into and executed the foregoing Agreed Order for the purposes therein contained.

My commission expires: August 18, 2026

Mary Hauser-Lamb  
Notary Public



CERTIFICATE OF SERVICE

I hereby certify that a copy of the foregoing was served by first-class mail to the following on the 23 day of June, 2026:

Michael T. Leigh  
Kaplan Johnson Abate & Bird LLP  
710 W. Main St.  
Louisville, KY 40202

Kentucky Department of Financial Institutions

Name:

Quinn Reid

Title:

Executive Staff Advisor