

STATE OF ILLINOIS  
SECRETARY OF STATE  
SECURITIES DEPARTMENT

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IN THE MATTER OF: MATTHEW R. NALL )  
\_\_\_\_\_) )

FILE NO. 0600491

**NOTICE OF HEARING**

**TO THE RESPONDENT:** Matthew R. Nall  
(CRD#: 2528568)  
11309 Blackwalnut Point  
Indianapolis, Indiana 46236

C/o LaSalle Street Securities, LLC  
940 Industrial Drive  
Elmhurst, Illinois 60126-1131

You are hereby notified that pursuant to Section 11.F of the Illinois Securities Law of 1953 [815 ILCS 5] (the "Act") and 14 Ill. Adm. Code 130, Subpart K, a public hearing will be held at 69 West Washington Street, Suite 1220, Chicago, Illinois 60602, on the 18<sup>th</sup> day of April, 2007 at the hour of 10:00 a.m. or as soon as possible thereafter, before James L. Kopecky Esq., or such other duly designated Hearing Officer of the Secretary of State.

Said hearing will be held to determine whether an Order shall be entered revoking Matthew R. Nall's (the "Respondent ") registration as a salesperson in the State of Illinois and/or granting such other relief as may be authorized under the Act including but not limited to the imposition of a monetary fine in the maximum amount pursuant to Section 11.E(4) of the Act, payable within ten (10) business days of the entry of the Order.

The grounds for such proposed action are as follows:

1. That at all relevant times, the Respondent was registered with the Secretary of State as a salesperson in the State of Illinois pursuant to Section 8 of the Act.

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2. That on August 7, 2006 NASD entered a Letter Of Acceptance, Waiver And Consent (AWC) submitted by the Respondent regarding File No. 2005001028601 which sanctioned the Respondent as follows:
  - a. suspension from association with any member of NASD in any capacity for sixty (60) days; and
  - b. fined \$5,000 .
3. That the AWC found:
  - a. In July 2004, the Respondent completed a form entitled "Change of Broker/Dealer and/or Representative Authorization" ("Form"), which bears the date July 11, 2004, and changed the broker of record for a ManuLife Venture III Variable Annuity owned by DW, a member of the public, from another broker who was previously employed with the Member to himself. The Respondent also affixed the signature of DW on the Form, without DW's knowledge or consent, in violation of NASD Conduct Rule 2110 by the Respondent.
  - b. In July 2004, the Respondent completed a Form, which bears the date July 11, 2004, and changed the broker of record for a ManuLife Venture III Variable Annuity owned by MW, a member of the public, from another broker who was previously employed with the Member to himself. The Respondent also affixed the signature of MW on the Form, without MW's knowledge or consent, in violation of NASD Conduct Rule 2110 by the Respondent.
  - c. in July 2004, the Respondent completed a Form, which bears the date July 2, 2004, and changed the broker of record for a ManuLife Venture III Variable Annuity owned by AH, a member of the public, from another broker who was previously employed with the Member to himself. The Respondent also affixed the signature of all on the Form, without AI-I's knowledge or consent, in violation of NASD Conduct Rule 2110 by the Respondent.

- d. In July 2004, the Respondent completed a Form, which bears the date July 10, 2004, and changed the broker of record for a MaruaLife Venture 111 Variable Annuity owned by RD-D, a member of the public, from another broker who was previously employed with the Member to himself. The Respondent also affixed the signature of RD-D on the Form, without RD-D's knowledge or consent, in violation of NASD Conduct Rule 2110 by the Respondent.
  - e. In July 2004, the Respondent completed a Form, which bears the date July 6, 2004, and changed the broker of record for a ManuLife Venture III Variable Annuity owned by DM-C, a member of the public, from another broker who was previously employed with the Member to himself. The Respondent also affixed the signature of DM-C on the Form, without DM-C's knowledge or consent, in violation of NASD Conduct Rule 2110 by the Respondent.
  - f. In July 2004, the Respondent completed a Form, which bears the date July 9, 2004, and changed the broker of record for a ManuLife Venture III Variable Annuity owned by GB, a member of the public, from another broker who was previously employed with the Member to himself. The Respondent also affixed the signature of GB on the Form, without GB's knowledge or consent, in violation of NASD Conduct Rule 2110 by the Respondent.
  - g. Although the documents noted above bear different dates, the Respondent completed them and affixed all of the members of the public's names on them on the same evening, when he was alone at his office. The Respondent did not effect any transactions in the annuity accounts for the members of the public, received no commissions and did not obtain any new customers by his actions.
4. That Section 8.E(1)(j) of the Act provides, inter alia, that the registration of a salesperson may be revoked if the Secretary of State finds that such salesperson has been suspended by any self-regulatory organization registered under the Federal 1934 Act or the Federal 1974 Act arising from any fraudulent or deceptive act or a practice in violation of any rule, regulation or standard duly promulgated by the self-regulatory organization.
  5. That NASD is a self-regulatory organization as specified in Section 8.E(1)(j) of the Act.

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6. That by virtue of the foregoing, the Respondent's registration as a salesperson in the State of Illinois is subject to revocation pursuant to Section 8.E(1)(j) of the Act.

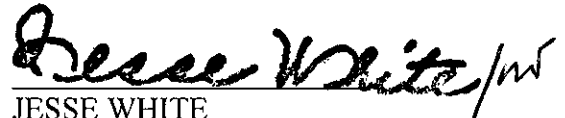
You are further notified that you are required pursuant to Section 130.1104 of the Rules and Regulations (14 ILL. Adm. Code 130)(the "Rules"), to file an answer to the allegations outlined above within thirty (30) days of the receipt of this Notice. A failure to file an answer within the prescribed time shall be construed as an admission of the allegations contained in the Notice of Hearing.

Furthermore, you may be represented by legal counsel; may present evidence; may cross-examine witnesses and otherwise participate. A failure to so appear shall constitute default, unless any Respondent has upon due notice moved for and obtained a continuance.

A copy of the Rules, promulgated under the Act and pertaining to hearings held by the Office of the Secretary of State, Securities Department, is included with this Notice.

Delivery of Notice to the designated representative of any Respondent constitutes service upon such Respondent.

Dated: This 23<sup>rd</sup> day of February 2007.



JESSE WHITE  
Secretary of State  
State of Illinois

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Illinois Securities Department  
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Hearing Officer:  
James L. Kopecky  
321 North Clark Street  
Chicago, Illinois 60610