

STATE OF ILLINOIS  
SECRETARY OF STATE  
SECURITIES DEPARTMENT

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IN THE MATTER OF:     JEFFREY KOCHIKARAN DBA     )  
                                  WEALTH MANAGEMENT     ) File No 1300211  
                                  INVESTMENT PLANNING     )  

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NOTICE OF HEARING

TO THE RESPONDENT.     Jeffrey Kochikaran dba Wealth Management Investment Planning  
                                  1345 W Fillmore St, Apt 4  
                                  Chicago, IL 60607-4819

You are hereby notified that pursuant to Section 11.F of the Illinois Securities Law of 1953, [815 ILCS 5/1 et seq.,] (the "Act") and 14 Ill. Adm. Code 130, Subpart K, a public hearing will be held at 300 W. Jefferson Avenue, Suite 300A, Springfield, Illinois, 62702, on the 21st day of August, 2013 at the hour of 10.00 a.m. or as soon thereafter as counsel may be heard, before Jon K. Ellis or such other duly designated Hearing Officer of the Secretary of State.

Said hearing will be held to determine whether an Order should be entered against Jeffrey Kochikaran dba Wealth Management Investment Planning granting such relief as may be authorized under the Act, including, but not limited to, 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. Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, is an individual with a last known address of 1345 W Fillmore St, Apt 4, Chicago, IL 60607-4819
2. Respondent's LinkedIn profile purports that he is located in the greater Chicago area and part of the "Wealth Management" industry.
3. During or about February 2012, Respondent met with a husband and wife, who are residents of the State of Illinois, (the "Investors") to discuss the investment planning services that he could provide.
4. Respondent is not now, nor has he ever been, registered in the United States as an investment adviser or investment adviser representative.

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5. A written contract was not signed; however, around that time the Investors' obtained Vanguard accounts that were to be managed by Respondent in exchange for a quarterly asset-based fee of 1%.
6. Subsequently, Respondent obtained the Investors' usernames and passwords for all their investment and bank accounts.
7. Furthermore, Respondent provided advice to the Investors regarding the finances of the 80 year-old, terminally ill mother of the wife (the "mother").
8. As a result of Respondent's advice, the mother completed transactions which resulted in thousands of dollars in legal consultation fees related to long-term care plans and taxes related to the liquidation of two variable annuities.
9. In emails, Respondent claimed that he provided "investment advisory management services", which included advice about "loans, retirement, education, and estate planning etc , as well as taking care of insurance, etc." and "reducing cost and expenses and correcting mistakes".
10. Also in emails, Respondent claimed that he provided wealth management advice which included helping clients make financial "decisions, corrections, reducing costs, protecting [them] with insurance, investing on [their] behalf, etc."
11. Respondent claimed in emails that he specifically provided the following services to the Investors on behalf of them and the mother:
  - set up retirement accounts,
  - set up savings account,
  - cut life insurance,
  - provided tax return advice,
  - reviewed IRA account, and
  - swapped a Prudential annuity for a Vanguard annuity.
12. On or about July 22, 2012, Respondent accepted eight hundred twenty dollars and thirty cents (\$820 30) from the Investors as payment for the first quarter in which he provided advice.
13. On or about September 21, 2012, the Investors communicated by email to Respondent that they no longer wanted Respondent's services

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14. Subsequently, Respondent told the Investors that his fee was four thousand, five hundred dollars (\$4,500) and demanded the Investors pay the remainder of that fee which amounted to three thousand, six hundred seventy-nine dollars and seventy cents (\$3,679.70).
15. Respondent also demanded an additional four thousand, five hundred dollars (\$4,500) for the services he provided to the Investors on behalf of the mother.
16. On or about September 29, 2012, in an attempt to settle the matter, the Investors gave a second payment of eight hundred twenty dollars and thirty cents (\$820.30) to Respondent.
17. Respondent cashed the check but continued to demand further payment, stating that he intended to engage a collection agency and thereby ruin the Investors' credit rating.
18. Respondent also told the Investors that he would put a lien on their home for the amount due and 10% interest per annum.
19. The above-mentioned Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, is an investment adviser and investment adviser representative as those terms are defined pursuant to Section 2.11 and 2.12b of the Act.
20. Section 8 of the Act provides, *inter alia*, that every investment adviser and investment adviser representative shall be registered as such with the Secretary of State.
21. Section 12.C of the Act provides, *inter alia*, that it shall be a violation of the Act for any person to act as an investment adviser or investment adviser representative unless registered as required under the Act.
22. At all times relevant hereto, the Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, offered and provided investment advice in the State of Illinois prior to registering as an investment adviser or investment adviser representative.
23. By virtue of the foregoing, the Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, has violated Section 12.C of the Act.

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24. Section 12.D of the Act provides, *inter alia*, that it shall be a violation of the Act to fail to file with the Secretary of State any application, report or document required to be filed under the Act.
25. At all times relevant hereto, the Respondent failed to file any registration application with the Secretary of State.
26. By virtue of the foregoing, the Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, has violated Section 12.D of the Act
27. Section 12.J of the Act provides, *inter alia*, that it shall be a violation of the Act to (i) employ any device, scheme or artifice to defraud in connection with the sale or purchase of any security, directly or indirectly; (ii) engage in any transaction, practice or course of business which operates as a fraud or deceit upon any client or prospective client; or (iii) engage in any act, practice or course of business which is fraudulent, deceptive or manipulative while acting as an investment adviser.
28. At all times relevant hereto, the course of business demonstrated by Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, to the Investors was deceptive and manipulative.
29. At all times relevant hereto, the course of business demonstrated by Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, in directing clients to open accounts in their own names and provide the Respondent with usernames and passwords, effectively keeping Respondent's name from being associated with the accounts, was deceptive and manipulative
30. By virtue of the foregoing, the Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, has violated Section 12 J of the Act.
31. Section 11.F.(2) of the Act provides, *inter alia*, that the Secretary of State may temporarily prohibit or suspend the business of rendering investment advice if the Secretary of State in his or her opinion, based upon credible evidence, deems it necessary to prevent an imminent violation of the Act or to prevent losses to investors which the Secretary of State reasonably believes will occur as a result of a prior violation of the Act. The request for a hearing will not stop the effectiveness of the temporary order and the respondent's failure to request a hearing within 30 days after the date of the entry of the temporary order shall constitute an admission of any facts alleged therein and shall constitute sufficient basis to make the temporary order final

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- 32 On June 12, 2013, the Secretary of State issued a Temporary Order of Prohibition, whereby the Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, was prohibited from offering and/or providing investment advice in or from the State of Illinois until further order of the Secretary of State
- 33 On July 1, 2013, the Department received a request for a hearing from the Respondent. Pursuant to Section 130.1102 of the Code, by requesting a hearing the Respondent agrees to a tolling of the time limitation on the effectiveness of the Temporary Order of Prohibition for 60 days from the date the request is received by the Department
- 34 Section 11.E(3) of the Act provides, *inter alia*, that if the Secretary of State finds that a person is acting or has acted as an investment adviser, investment adviser representative, or federal covered investment adviser, without prior thereto and at the time thereof having complied with the registration or notice filing requirements of the Act, the Secretary of State may by written order prohibit or suspend the person from acting as an investment adviser, investment adviser representative, or federal covered investment adviser in this State.
35. Section 11.E(4) of the Act provides, *inter alia*, that the Secretary of State, after finding that any provision of the Act has been violated, may impose a fine as provided by rule, regulation or order not to exceed ten thousand dollars (\$10,000) for each violation of the Act, as well as the costs of investigation and reasonable expenses
36. By virtue of the foregoing, Respondent, Jeffrey Kochikaran dba Wealth Management Investment Planning, is subject to a fine of up to ten thousand dollars (\$10,000) per violation, costs of investigation, reasonable expenses, an order of censure and an order which permanently prohibits the Respondent from offering and/or providing investment advice in the State of Illinois.

You are further notified that you are required pursuant to Section 130 1104 of the Code to file an answer to the allegations outlined above or a Special Appearance pursuant to Section 130 1107 of the Code, or other responsive pleading within thirty (30) days of the receipt of this Notice. A failure to do so within the prescribed time shall be deemed an admission of the allegations contained in the Notice of Hearing and waives your right to a hearing


You may be represented by legal counsel, present evidence, cross-examine witnesses and otherwise participate. However, a failure to appear shall constitute default.

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

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ENTERED This 5<sup>th</sup> day of July, 2013

  
JESSE WHITE  
Secretary of State  
State of Illinois

Attorney for the Secretary of State:

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Hearing Officer.

Jon K. Ellis