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STATE OF WASHINGTON
OFFICE OF INSURANCE COMMISSIONER

Hearings Unit, DIC
Patricia D. Peterson
Chief Hearing Officer

In the Matter of

Gregg A. Henderson,

Licensee.

NO. 12-0067
WAOIC 193414

DEMAND FOR HEARING

With respect to the March 12, 2012, order revoking license with stated effective date of March 30, 2012, Gregg Henderson does hereby demand a hearing. This order should be changed for the reasons briefly stated below:

In approximately late 2008 and/or early 2009 I met with Mr. Falcone of Kirkland Washington about the possibility of selling his securities positions with Great American securities and using the funds to purchase a Great American fixed indexed annuity product. Thus, the funds would stay within the Great American organization but would be transferred from the securities division of Great American to its life insurance division. My contact software notes state: Responded to ARM mailer, recovering alcoholic, has memory lapses, He worked on the waterfront for yrs. Was at Ed Jones, moved \$\$ to Great American Advisors, lost 100k in MF. Put paperwork in motion to transfer, he called G.A. & cancelled. Couldn't give reason except he didn't remember doing it!

Mr. Falcone signed paperwork to effectuate the above. I called Great American advisors, the securities division of the Great American companies, and spoke with a representative there. I do not recall the name of the representative. The call took place shortly after Mr. Falcone signed all appropriate paperwork to make the transfer, which was within a few days of our meeting. I do recall that Mr. Falcone ultimately changed his mind and did not go forward with the transaction he instructed me to carry out.

At no time did I impersonate the client to any representative of Great American Advisors. I did not do that and I do not do that ever. I respectfully suggest that if any Great American advisor believes I impersonated my client, their recollection/interpretation of the conversation is simply not correct. I fully understand the importance of not impersonating anyone.

Some months later a Great American person called me about these events which had not resulted in any transaction taking place. I was surprised, and caught off guard by the call and did not initially recall the events. While the call was ongoing I checked my calendar and found the name of the client and did later state to the caller that I did recall these contacts. It is my recollection that I denied ever impersonating anyone. I was however somewhat surprised and taken aback at this call, long after the fact, accusing me of something I did not do.

Many months later an OIC investigator called me. This call also was surprising to me as I had no expectation of receiving such a call. I do not believe I said anything which was false or misleading to either the OIC investigator or the GAA person who called (as is mentioned in the above paragraph) several months after the initial events regarding the potential client, Mr. Falcone.

Dated this 27 day of March, 2012.



Gregg Henderson