Duncan
ADVISOR RESOURCES

Making It All Work **Together**

Weekly Rep Call

Click HERE to listen to a recording of this week's rep call.

Call Notes (Click on the red links to learn more):

Compliance/Administration

Compliance Topics

- Gifting Requirements
  Gifts given to or received from others in conjunction with securities business are subject to limitations imposed by rule and Cambridge policy. Advisors must maintain records of business gifts and gratuities given or received.
    - These gifts should be maintained in a gifting log
    - Gifts relating to securities business are limited to $100 per year per person
- Entertainment
  Entertainment of clients or prospective clients must be reasonable and not so expensive it raises a suggestion of unethical conduct.
    The limitation on gifts and gratuities does not apply to usual business entertainment such as dinners or sporting events where the advisor hosts the entertainment, though such expenses should be reasonable.
- Interval Fund
  The Interval Fund Letter that we have spoken about over the past few weeks has been sent to clients.
    - This letter was sent to all clients that own interval funds regardless of when the purchase was made.
    - There were some errors in this letter that are being clarified by Cambridge. Cambridge will email these clarifications to you.
- Third-party Discounts
  - A list of third party discounts is available HERE

Practice Management

Investment Strategy Idea

While many of us have transacted 1035 exchanges on behalf of our clients, it's a sound idea to review all of the potential benefits clients can enjoy in utilizing a 1035 exchange, especially to fund their long-term care insurance. Click Here to obtain valuable insights from Jackson National, a featured sponsor at our upcoming branch meeting.

Certified Retirement Counselor (CRC)

- Last Week **Kevin Seibert**, Managing Director of the International Foundation for Retirement Education, discussed the history of the CRC, covered the benefits of obtaining your CRC and the steps involved.
- The **50% discount** on this program that he spoke about ends this Friday. To order the study material please click HERE

Annual Meeting

Event Details

- This year's meeting will be May 9th - 11th
- The meeting will be at the Reunion Resort in Orlando

Preliminary Agenda

- The preliminary agenda has been completed. To review the agenda click HERE

Registration Information

- Register for the event HERE
- Rooms are going fast and will likely sell out soon, so please book your room HERE

Regards,
Larry L. Qvistgaard
President
Duncan Advisor Resources

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