

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

- Pershing Account [Prefix Change](#) from 5DK to JJD
 - 5DK has met its capacity and is being replaced
 - The prefix JJD mirrors 5DK in all aspects
- [Checks to FCCS](#) should all be payable to National Financial Services or NFS
 - FCCS is just a marketing name change and the legal entity name with their bank did not change.
- Interval Fund Net Investable Asset Concentration Guidelines [update](#)
 - The training is now available in the knowledge center
 - The initial client notification letter will be mailed in February 2018
- Managed Account [Trail Process Update](#)
 - Beginning July 2018, the crediting of 12b-1 fees and trail earned will apply to both qualified and non-qualified CIRA and IRIA fee-based accounts
- Variable annuity [share classes](#)
 - L-share variable annuities have come under strict regulatory scrutiny
 - The L-share is a shorter term investment
 - If using this share class, the clients time horizon should match the shorter nature of this share class
 - If using long term benefit riders, additional clarification may be required

Trade Review

- Cambridge rep-advisor personal account

Practice Management

- During this weeks call we had a great discussion about what practices our advisors are implementing to increase their revenue.

Some of the services mentioned during the call are:

- [Marketing Pro](#)
- [FMG Suites](#)
- [Forefield Advisor](#)

Regards,
Larry L. Qvistgaard
President
Duncan Advisor Resources

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