

## Weekly Rep Call - Recording

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

#### **Investment Exchange Disclosure ([Switch Letter](#))**

- From the [Cambridge Alert](#) the updated switch letter is required as of June 19th
- Switches between investment products that result in potential additional sales charges for the client require the client to sign a Request to Reposition Investments Form (Switch Letter) acknowledging an understanding of the consequences of the switch.
- Cambridge confirmed that C shares do not fall under this requirement to prevent confusion please indicate the the mutual fund being sold is a C share on the routing slip
- If unsure when the purchase was made, so it is unclear if the form is needed or not, it is better to get the switch letter completed to make sure you are covered
- If you are submitting business for assets that are greater than 6 years please include a note relating to this on the routing slip
- Generally speaking if selling mutual funds to move into an advisory account
  - If under two years a switch letter is required
  - If held longer than two years a switch letter is not required

### **Practice Management**

#### **Brian Duncan and Tim Kunkle with Duncan Advisor Resources**

- Qualified Plan area of Duncan Advisor Resources has created a menu of services for our advisors
- Retirement Plan Advisory Group ([RPAG](#))
- Services available through RPAG is available [HERE](#)
  - Basic RPAG Scorecard
  - B1 (Benchmarking tool)
  - Full RPAG Investment Review
  - B3 Full RPAG and B1 report

#### **Stephanie Trentham, with Advisors Capital Management**

- Advisors Capital Management is a third-party asset manager that provides investment management focused on meeting clients' objectives

using individual equities and individual bonds

- [Brochure](#) on advisors capital management
- Contact information

Stephanie Trentham, CFP®, CFS

Regional Vice President

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or

Find Local contact through the [Wholesaler Map](#)

Best Regards,

**Larry L. Qvistgaard**

President

Duncan Advisor Resources

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