Making It All Work Together

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

Paperwork and Forms

Source of funds form
- As a reminder, Cambridge will require source of funds information for all newly opened client accounts
- The source of funds field is mandatory in CLIC. Completing this requirement in CLIC eliminates the need to capture the source on paper. Additional information is available here

Net investable assets
- What is considered by Cambridge to be net investable assets can be found here
- Real estate held for investment purposes should be included in your net investable asset totals
- Make sure to keep the clients holdings consistent across all forms

Practice Management

Laura Papera, Director Fee Based Marketing for Cambridge, covered fee based platform under the DOL, wealthport wrap timeline, and best interest analysis form

Fee Based Platform Under the DOL
- Cambridge is making changes to become level fee fiduciary compliant
- Cambridge introduced the Wealthport Wrap program which includes
  - CAAP
  - Advisor Directed (CMAP)
  - Branch Directed accounts
- CAAP Tiered Pricing now has a program fee and splits out the strategist fee if one is charged
- CIR Statements will no longer have a cost for advisors that are using wealthport wrap
- CAAP Small Account Solutions Adds American Funds
- If you use third party money manager you will need if the company is considered a solicitor or co-advisor
- To Access the fee billing report to see all of your commission, CMAP, and CAAP fees use the fee billing link in the wealthport section of cir2.com

Wealthport Wrap Timeline

- Timeline for wealthport wrap conversions
- WealthPort Wrap Advisor-directed Account Conversion
- Instructions on how to convert to the level fee Wealthport Wrap Advisor-directed program are HERE

Best interest Analysis Form

- Best interest analysis form is available to use now
- This form will be required on January 1, 2018 and will eventually replace the IRA Rollover Disclosure form

Best Regards,
Larry L. Qvistgaard
President
Duncan Advisor Resources

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