

## 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**

#### **- E-Signature & WebCaptured Documents**

- Compliance alert when creating DocuSign packets for client signature: [Avoid Blank Signed Forms](#)
  - What happens: When preparing paperwork for client e-signature, the default packages can contain forms that are not needed and are left blank. When the client signs, the blank forms are included in the signature requirements, and the packet returned to the rep contains blank, client-signed forms
  - Why it is important: Per the Cambridge compliance manual "Cambridge prohibits advisors and their staff from obtaining and maintaining signed, blank forms from clients... Doing so may result in disciplinary action and/or termination from Cambridge."
  - How to prevent it: If the selected DocuSign packet contains forms that will not be used, make sure to select N/A from the signature drop-down menu
- eSignature resources:
  - [User guide](#)
  - [Sponsor requirements](#)
    - While it isn't listed as "not acceptable" for eSignature, Pershing will not accept Trustee Certification of Investment Powers (TCIP)
  - [Contrafirm Awareness](#) (ACATs)
- WebCaptured documents become a permanent part of the client's file; be sure documents are finalized in their entirety prior to uploading them through WebCapture to CLIC

#### **- Smarsh Secure E-mails**

- Keep your E-mail chains compliant - check the subject line after every client reply to confirm an encryption trigger word is still included. Acceptable encryption trigger words are: "secure," "encrypt," or "sensitive".
- Internal E-mails are automatically Smarsh-encrypted, but not all fellow Cambridge advisors, OSJs, or home office employees are considered internal within Smarsh

employees are considered internal within Smarsh

- What is considered internal? Only when sent to others who meet BOTH of the following conditions:
  - **same domain** for sender & recipients (the domain is everything following the @ sign)
  - sender & recipients are registered as part of **the same Cambridge branch location**
- What is NOT considered internal? Common examples may include, but are not limited to:
  - Cambridge employees
  - E-mail addresses with a different domain
  - Your OSJ

\*\*\* Always better to err on the side of caution ---  
Not sure? Secure! \*\*\*

## **Practice Management**

### **- Guest Speaker: [Colin Cosgrove](#) of Inland Securities**

- 1031 exchange opportunities: great way to move from an active to a passive real estate investment, great estate planning tool, and the 1031 market is continuing to grow
- [InPoint](#), A Commercial Real Estate Income REIT
  - Tax-advantaged, credit-protected, income alternative that is non-correlated with less volatility
  - Lends on (not buys) commercial real estate
    - Lends, on floating rate basis, 70% loan to value (will lend \$14 million on \$20 million property) for 30% downside protection
    - Loans do not trade, priced at NAV
    - Do not lend on residential property, not doing land-lending, do not offer construction loans.
    - Do lend on income-producing hard assets and real estate (office, industrial, retail, hotel, and multi-family). Diversify on location and property
  - **NEW**: public share classes will be available soon, allowing unaccredited investors to participate: Class I, A & T share classes will be released July 1
    - The current P-shares with the 7% distribution will no longer be sold (paperwork for P-shares that has been dated on/by June 28th will continue to be accepted until July 15th)
    - Public share classes will pay out a slightly lower distribution TBD (possibly 6.25%)
  - No longer structured as a blind pool capital raise - this already has a mature pipeline and is performing
    - Over \$423 million in assets at last filing, raised over \$200 million, and current average loan-to-value is even lower than goal (70%) at 63%
  - Managed by Soundpoint as sub-advisor, credit manager, and the investment manager
  - Portfolio managers: Don MacKinnon & Andrew Winer
    - Willing to get on the phone with clients
  - Inland toll-free number: 1-800-323-6122
  - [Inland wholesaler directory](#)
  - InPoint DOES accept eSignature!

**Larry L. Qvistgaard**  
**President**  
**Duncan Advisor Resources**

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Duncan Financial Group  
311 Main Street  
Irwin, PA 15642