

## 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**

#### **- Advertising Caution for Opportunity Zones:**

- Remember that invitations to invest in this product should be focused on only accredited investors who qualify for the offering, and should be sent on an individual basis

### **Practice Management**

#### **- New product from Griffin Capital on Cambridge platform!**

- Senior VP, Mark Pillor, discussed an exciting NEW offering now available: [Qualified Opportunity Zones!](#)
  - Under the Tax Cuts and Jobs Act of 2017, opportunity zone investing allows investors to defer - and potentially forego - capital gains by investing the gains in land known as qualified Opportunity Zones

**- Griffin Capital Qualified Opportunity Zone:** Could this be the answer to the question: how to offset substantial capital gains?

- Do you have accredited investors as clients, with needs for tax deferral AND potential forgiveness of capital gains? Opportunity Zones provide these in THREE ways:
  - One: An **immediate, temporary, deferral** of inclusion in taxable income for capital gains reinvested in an Opportunity Fund
    - The deferred gain comes due on the earlier of the date on which withdrawing from the opportunity zone investment or 12/31/2026
    - Deferral can be applied to capital gains realized within 180 days of investing in an Opportunity Zone, so capital gains earned as early as February 2019 are still eligible!
  - Two: A **step-up in basis** for capital gains reinvested in an Opportunity Fund
    - The basis is increased by 10% if the investment in the Opportunity Fund is held by the taxpayer for at least 5 years
    - The basis is increased by an additional 5% if held for at least 7 years (thereby excluding up

to 15% of the original gain from taxation)

- **TIME SENSITIVE** to take full advantage of this step-up! Because deferral comes due in 2026, 2019 is the FINAL year to invest soon enough for the 7-year hold
- Three: A **permanent exclusion from taxable income of capital gains** from the sale or exchange of an investment in an Opportunity Fund if the investment is held for at least 10 years. This exclusion only applies to gains accrued after an investment in an Opportunity Fund
- [Visual timeline of the investment's tax-advantages](#)
- Looking for a way to simplify the complexities of QOZ? Griffin's [local wholesalers](#) are a great resource!
- Development partners have skin in the game: they are, and will remain, investors in the portfolio for the life of it
- Between tax savings, and targeted return of 8%-10%, this can offer an attractive yield compared to fully taxed gains reinvested in different investment vehicles. Griffin can provide a side-by-side comparison upon request!

- Join us at [Ignite!](#) September 25-27 in Aurora, CO

- Take advantage of:
  - Business ideas
  - Financial reimbursement from Cambridge
  - Continuing Education credits
  - Networking opportunities
  - Hosted dinner with our branch

**Larry L. Qvistgaard**  
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