

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

- Annuity Disclosure Form Distinctions

- When to use a Variable Annuity Disclosure (VAD) vs a Fixed-Indexed Annuity Disclosure (EIAD)
 - Even though an annuity is marketed as a variable or fixed-indexed annuity, Cambridge categorizes them by their own suitability guidelines, which can differ.
 - Cambridge will ONLY accept fixed-indexed annuity disclosures for the annuities on this [list](#)
 - All other annuities (not on the list) should use a variable annuity disclosure instead

- Trade Review Change Announcement

- As announced in a [firm-wide E-mail on 7/10/2019](#), the trade review upgrade has officially launched
- For more information, or to access FAQ's, user guides, and other resources, click [here](#)
- Questions or concerns? Reach out to your OSJ!

- FCCS: Standing Instructions Quarterly Purge

- Cambridge has [announced](#) that stale standing wire instructions will be added to the existing quarterly purge process at Fidelity Clearing and Custody Solutions (FCCS) beginning August 11th
 - Instructions to search for any impacted clients can be found by clicking [here](#)

- Reminder: Cambridge Advisor Satisfaction Survey

- Satisfaction surveys are set to go out this month - be on the lookout and set aside a few minutes to respond 💎💎

- FCCS: Custom sweep vehicle scheduled for Q3 release

- As previously discussed on our [December 18th](#) rep call, FCCS will be following Pershing's lead to convert to the

newly enhanced sweep vehicle: Insured Bank Deposit Program (IBDP). A Q3 release is planned, with additional details available in CIR's recent E-mail [announcement](#)

- The following disclosure is included on your client's statements, and will remain on the account statements through the initial implementation phase of this product.
 - In the third quarter of 2019, Cambridge will add its Insured Bank Deposit Program sweep to accounts on the FCCS platform. This IBDP product will replace the current National Financial Bank Deposit Program sweep as the FDIC insured sweep vehicle on new and existing accounts. Please contact your financial advisor with questions.

- Mutual Fund Share Class Conversion One Starts Now!

- As communicated in weekly announcement [HO-19-37](#), Cambridge will implement mutual fund share class conversions to our preferred share class of choice for managed accounts starting tomorrow, August 8th.
 - Go to [cir2.com > Products > Mutual Funds > Mutual Funds Share Class Conversion Information](#) to learn more about the fund family conversion schedule and to find affected CUSIPs

Practice Management

- Sponsor Spotlight: DWS Distributors, Inc

- DWS offers three value-add programs at no cost to you!
 - MarketIQ - company's commentary from the Americas and from across the globe
 - TeamIQ - here to help you with succession planning, building a better practice and a better team
 - PortfoliolIQ - risk management team available to help you identify and mitigate unseen risks in portfolios
- PortfoliolIQ - Anyone can build a hypothetical to determine what would have happened if an investment had been made in the past, but DWS focuses on looking forward
 - Using institutional-level analytics provided by Bloomberg, DWS can give you an analysis of an investment's potential future risk. How? Two ways:
 - Scenario analysis - DWS has the ability to model custom stress-testing for portfolios, formatted to answer hypothetical questions "what would happen to my portfolio if... (e.g. "high-yield spread reaches x level?")
 - Through Bloomberg, DWS is given granular data not commonly used in our end of the business (e.g. Value at Risk (VaR))
- This robust risk management tool can be used to assess full portfolios, and scope can also be narrowed to delve into the minutiae of individual investments selected
 - PortfoliolIQ team typically starts with your standard investment model, and provides a pdf deliverable as

well as a WebEx presentation of the findings

- Helps to gauge how well the assessed risk of a client's existing portfolios correlates with their risk tolerance, and helps to understand how each element of an portfolio contributes to overall risk score of the investments
- Interested in finding out how to get started? Reach out to your local [wholesaler](#) for more information!
- RREEF - liquid REIT solution
 - Perpetual offering with a ticker valued daily
 - Average return is 8.6% with < 3 standard deviation
 - DWS is an experienced in this space, managing \$60B real estate globally, \$24B within the US
 - Low volatility cash flow for your clients
 - Up at the end of 2018 in down market

- 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

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Duncan Advisor Resources

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