Duncan
ADVISOR RESOURCES

Making It All Work **Together**

Weekly Rep Call
(NO rep call the week of Ignite: 9/25)

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

- CLIC Trade Review Feature Update

- NEW feature "Case Attachments" within in-progress trade keys will allow you to upload additional documents to an existing trade key without using WebCapture or a new key
    - Remember that adding attachments will NOT send the trade key back to your OSJ for review, so you will still need to use the Case Actions section to add a comment and change the Stop Assignment to Direct Supervisor
- User Guide on Case Actions & Case Attachments

- Additional Allowable Fee-based Annuities

- In addition to managing variable annuity and variable universal life products, advisors may now manage Cambridge-approved **fixed-indexed** annuities
    - Currently available products
    - Favorable IRS Private Letter Ruling leads Cambridge to reconsider policy and now allow advisory fee-debiting directly from an annuity or insurance product
        - Debiting an advisory fee directly from an annuity or insurance product would be permitted only if the:
            - Fee is paid directly to Cambridge
            - Fee covers only the asset management of that individual account (no house-holding for debiting on multiple contracts/policies is permitted)
            - Carrier does not issue a 1099 for fee-debit on either qualified or non-qualified accounts
            - Fee amount does not exceed 1.5% of the cash value of the contract/policy
            - Fee-debit does not result in:
                - Adverse tax consequences (such as triggering the under age 59-½ early withdrawal tax penalty); or
                - Negative effect on any of the contract features (such as could

affect the free withdrawal or riders)
    - This is still in the early stages, and more information will be forthcoming as Cambridge continues to evaluate and release details of their revised policies and procedures, so stay tuned!

- Pershing Announcement: LoanAdvance Enhancements

- An enhancement made to Pershing LoanAdvance™ accounts on July 25 now requires clients to complete the paperwork only once - once approved, clients will retain the ability to borrow funds even after the original loan is paid off. This can all be done without additional paperwork

- Education Opportunity: Truelytics

- Truelytics, as discussed on our May 22nd rep call, is free to Cambridge advisors. An upcoming Cambridge webinar offers you the chance to learn more about Truelytics and how you can improve the profitability and stability of your firm utilizing process-driven decision making
- **Tomorrow, September 12th** | 4:00 p.m. - 5:00 p.m. EST
- Click here to register

- 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**
- **Be on the lookout for the E-mail invitation for our branch dinner - dinner will be Thursday night!**

Practice Management

- Industry

- FPA (Financial Planning Association) / NAIFA (National Association of Insurance and Financial Advisors)
    - FPA: About $400/annually, with quarterly meetings, which are both educational and connective. Investment Advisor focused - many members are their own RIA, and many are fee-based advisors
    - NAIFA - monthly meetings open to all members: top quality speaker provides a 1-to-3-hour session which often is approved for CE credits. Access to a virtual library containing practice management resources
- Due Diligence meetings
    - Often these offer not only product education, but also frequently bring in money managers, economists, or specialists in investor psychology to speak
- Continuing Education
    - Great way to get additional education, and a way to show clients that you are learning more to support them. Available at Ignite and our branch meeting, as well as through providers such as WebCE

- Cambridge

- Ignite
  - Agenda offers multiple educational platforms in areas such as marketing, product, and technology to enhance and help with career development
- Roadmap to Revenue
  - Another baseline approach to your practice, and CIR has staff dedicated to guide you. Basic information of what is taught in RPM and is available at no cost
- RPM
  - Geared toward Cambridge advisors who are ready to take the next step personally and professionally. RPM combines one-on-one coaching with interactive quarterly group meetings alongside your peers to enhance your existing skills

- Branch

- Weekly rep calls
  - Topics relevant to our branch and industry. Can listen live or via recordings archived and available on www.duncanar.com
- Branch meeting
  - March 11-13th this year. Designed to be a more intimate version of the Ignite conference, offering CE, sponsor presentations, and networking sessions

Larry L. Qvistgaard
President
Duncan Advisor Resources

Duncan Financial Group
311 Main Street
Irwin, PA 15642