

Click the button below to view the recording of last week's rep call.

Call Notes (Click on the **red** links to learn more):



**Do YOU have a topic you would like discussed on the next call? Let us know!
Contact your OSJ, or reply to this E-mail**

Compliance/Administration



Reminders for sending PII electronically

All PII either **sent** or **requested** via E-mail must be secured

- Rule applies to PII sent in **body** of E-mail AND PII contained in an **attached file**
- Click **here** for a comprehensive list of PII
- To send encrypted E-mails, you must include any of these encryption trigger words in the subject line:
 - secure
 - encrypt
 - sensitive
 - using sensitive prompts the recipient to create a Smarsh login for access to the message. The recipient will get E-mail notifications to login and read the message; the notifications will continue for 30 days or until the recipient logs in and read the message
 - Using “sensitive” is the only way to 100% guarantee that the email will come back encrypted because clients must reply from the encryption portal. **Using the other words for encryption and having a client reply to the E-mail will most likely come back encrypted as long as they do not touch or mess with the subject line.** but can't be guaranteed 100%

Tips:

- Always check the subject line to make sure no changes have occurred to remove the trigger word. If the trigger word has been removed, make sure it add it again before sending a reply with PII in the message history
- When requesting PII from clients, direct them to use the reply function in order to maintain the encryption features that you have enabled on the E-mail
- Double check to make sure your domain has been properly configured to send encrypted messages

- To verify existing SmarshEncrypt capabilities, contact the Compliance Communications Team (compliancecommunications@cir2.com)
- Before hitting the send button, ensure the correct recipient is listed in the "To" field of the E-mail
- Check the spelling of the trigger words - "seucre" or "enctry" will not work to add TLS encryption

Options to help ensure data is always protected:

- Add encryption to all outgoing E-mails
- Send/request PII through CLIC Advisor vault
 - Clarification from Cambridge *pending*: do documents sent through vault need to be submitted via correspondence?

Suspected data breach? Contact your OSJ immediately!

Investment Opportunities



Discussion on opportunities in the fixed income marketplace

As we continue to explore investment opportunities in the aftermath of COVID-19, this week we turn our attention to the fixed space. Watch the call recording for a presentation on Lord Abbett's insight, including the answer to the question: what do fallen angels have to do with fixed income?

Mac Winchester, CMFC®, APMA®
Regional Manager, Advisor Services
 201-827-2306

Click [here](#) to set up 15-minute call

Lord Abbett Team:

Shannon Ahern
Advisor Consultant
201-827-7523
sahern@lordabbett.com

Nick Giannone
Advisor Consultant
201-827-7502
ngiannone@lordabbett.com

Susanna Kvam
SMA Specialist
201-827-7702
skvam@lordabbett.com

Or, contact a [wholesaler](#) near you!

- [Lord Abbett Fund Yields and Performance](#)
- [Asset Class Overview](#)
- [Hypo - Lord Abbett Growth Leaders LGLFX](#)
- [Lord Abbett Taxable Fixed Income Analysis](#)

Duncan Advisor Resources
30011 Ivy Glenn Dr., Ste. 115, Laguna Niguel, CA 92677
T 800.517.9901 x2230 C 949.306.0060 F 707.676.8633
www.duncanar.com



Securities offered through Registered Representatives of Cambridge Investment Research, Inc., a Broker/Dealer, Member FINRA/SIPC.
Advisory services offered through Cambridge Investment Research Advisors, Inc., a Registered Investment Advisor. Duncan Advisor Resources and Cambridge are not affiliated.

The information contained in this email is confidential and is intended solely for the addressee. If you are not the intended addressee and have received this email in error, please reply to the sender to inform them of this fact.

DUNCAN ADVISOR RESOURCES | 311 Main Street Irwin, PA 15642
www.duncanar.com

