

# Weekly Rep Call

1/6/2021



Making It All Work Together

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



### Update: Definition: Accredited Investor

The SEC has recently expanded the definition of accredited investor beyond individuals who meet certain financial criteria, such as minimum net worth, minimum income, etc., to include individuals who have certain professional certifications, designations or credentials, individuals holding certain FINRA licenses, state-registered investment advisors and others

- Initially included are the following qualifications: FINRA Series 7, NASAA Series 65, and FINRA Series 82

For full details on what qualifies a client as an accredited investor, please see the compliance manual available [here](#)

## Practice Management



### Planning for 2021

During today's discussion, we covered insight into:

How to plan for what is, what if, what next, and what's new

Why a plan can be more successful if it embraces reality and technology - to this end, we will be inviting representatives from several FinTech resources to join us on upcoming calls

When planning, the composition of your book of business can be a critical factor. If you are looking for a breakdown of YOUR business mix, reply to this E-mail to submit a request!

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