

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**

## Branch Announcements

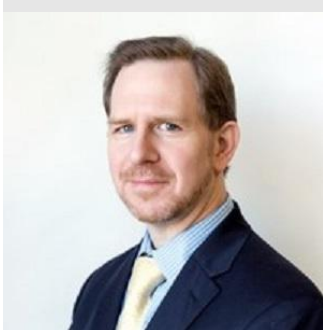


We are happy to announce that the logistics for the 2021 Duncan Advisor Resources Annual meeting have been finalized:

- **Where?** Paradise Point Resort & Spa
  - Fly into SAN – San Diego International Airport
- **When?** June 23-25, 2021
- **Why?** Education, networking, and fun times with your fellow financial professionals on the scenic Pacific coast!
- PLUS, special guest: Amy Webber!

For more information, and to register, click [HERE!](#)

## Sponsor News and Compliance Updates



### Around The Product Block

- Reviewed the John Hancock Annuities letter clients will get regarding their Income Plus Riders. All the FAQ's about this can be found [here](#).
- Announced the newest Variable Annuity on the Cambridge Platform - Delaware Life Masters Prime VA. Read up on the product [here!](#)
- Made a quick mention on the Lincoln MoneyGuard Advantage VUL asset based LTC. Read up on it [here!](#)



### WealthPort/CMAP update:

- As previously announced on our [August 5th call last year](#), Cambridge is taking the next steps with fee billing changes on brokerage accounts in order to align with regulations requiring level fee treatment across client accounts
- Announcement [E-mail](#) from Doug Baxley

**CAMBRIDGE WEBINAR: Important Information Regarding  
WealthPort, CMAP, and Client Fees**  
Tuesday, March 30 | 3:00 p.m. CT  
Register [here](#)



## Brian Duncan | CEO

2020 Recap including production numbers, COVID response and challenges, and insight into the factors imposed by a low interest rate environment



## Jeff Barker | Executive Vice President of Life Distribution

Organizational changes, with an introduction to new Executive Vice President of Life Distribution: Jeff Barker



## Christy Noel | Director, Operations

Operational updates, detailing our digital transformation and staff advancements to ensure that we are well prepared to help you through any uncertainty in the years ahead



## Robb Stottlemeyer | Director, Life Brokerage Sales

The case for split business, with a personalized look at how partnering with the specialists on our team can take the stress out of writing life insurance. Could you benefit from a partner who can be there to walk your client through how to complete electronic signatures, or who is happy to teach you how to fish in the unfamiliar waters of insurance sales? This is just a small sample of the concierge service we deliver!

For more information, visit our [website](#)

**And, as always, thank you for your continued partnership!**

## Larry L. Qvistgaard, II

President, COO

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Making It All Work Together

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