

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!

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

Compliance Updates



WealthPort/CMAP reminder:

- As discussed last week, financial professionals may continue to absorb ticket charges in CMAP and program fees in WealthPort, but this must be applied at the book-of-business level
- Use this [link](#) for additional resources
- For questions, E-mail CMAPWP@cir2.com or call Cambridge's dedicated line at 855-692-2152. You may also call Cambridge Partner Support to contact the Advisory Compliance Team at ext. 5705, or the WealthPort Services Team at ext. 3342

State licensing requirements (followup):

Branch question 1: If a client has two residences, FPs must be registered in both states, but what if an FP has residences in two different states? Would they need to be registered in both, even if no clients are located in the state of the second residence?

- Cambridge response: If the FP lives in 2 different states one would be the primary branch and the other, depending if they advertise the location (do they hold the address location out to the public, do they meet clients there, do they store client files there?), must be either a registered or non-registered branch location. All FP's must be registered in the state(s) that they have

a branch location, even if the branch location is a non-registered branch. The FP would have to be registered in both states.

****WE ARE STILL AWAITING ADDITIONAL INPUT FROM CAMBRIDGE MANAGEMENT ON THIS ITEM - UPDATES SOON****

Branch question 2: If a client is in a different state for thirty days or more, the FP must become registered in that state, but what is needed if a client is in a foreign country for thirty days or more?

- Cambridge response: Will the client have a residence while they are over there? If they are over there on a vacation then we would advise the FP not to discuss business with the client while they are abroad. This includes E-mail. The FP should not take instructions from the client while they are abroad. I would say that if we are looking at 6 months or more, then a POA would be required (we don't have any real guidelines on timeframes) and the Client Information and Suitability Form - US Resident Client Living Abroad Questionnaire should be submitted

Branch question 3: If a client is in a different state for thirty days or more, the FP must become registered in that state, but what if the client is traveling through the state in an RV?

- Cambridge response: They have to be registered in the location of the clients home state (legal address). We have another client that lives in an RV and travels the US all year long (unique but workable). If the client lives in a RV and travels without staying in one state, then we would say their home state is what state they pay taxes in and what state their RV and driver's license is registered. We would use the address on their driver's license. This is of course different if the client lives half the year in one state and half the year in another state (snowbird) – then the FP has to be registered in both states.
- We would add: In regard to VA business, when it asks where the contract is signed, I believe this is an additional layer of complexity. As the FP would need to be state registered as well as have an insurance license in that state per our requirements

Outside Business Activities & AdView

- If you will be giving a presentation to a group of people as a part of an approved OBA, a copy of your material must still be submitted to AdView for approval prior to use

CIR E-mail signature disclosures

- Standard Cambridge disclosures must be attached to every outgoing E-mail. To be sure outgoing messages are compliant when sent from your mobile device, you will need to set up your E-mail application to include that disclosure. We now have a step-by-step guide to assist you with this process for those of you using the iOS (Apple) default mail service, as well as the Outlook mobile app. Android instructions are in the process of being created, so stay tuned for those in the future!
 - How-to guide available [here](#)

Investment Opportunities

Pacer ETFs

Patrick Hull | Managing Director – Southern California

Nate Caschera | Divisional Sales Manager



Are you interested in a buffered strategy, but want to avoid the surrender schedules and limited investment options associated with buffered annuities? This might be the solution for you! Watch the recording for additional information about Pacer Financial, and their suite of ETFs available to your clients

Helpful links:

[Pacer US Small Cap Cash Cows Index \(CALF Index\)](#)

[Pacer US Cash Cows 100 Index \(COWZ Index\)](#)

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