

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**

CJ's Compliance Corner



Reminders:

Fee consistency across client accounts

- As we move toward August implementation, be sure to continue checking the updated timelines for important dates
- Use this [link](#) for the latest relevant upcoming dates
- Use this [link](#) for additional resources from today's call
- 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

Accepting instructions from clients

- In continued efforts to ensure safety of client accounts, be sure that you are only accepting instructions from clients when speaking with them directly. If communications are initiated with you by E-mail from a client, and requests are then completed with a conversation, be sure to "close the loop" via E-mail so your OSJ is aware that the resolution took place

Updates:

CMAP and WealthPort Interim Debit Process

- As of April 1, 2021, Cambridge began automatically collecting management fees for client accounts with additional deposits and new accounts with any deposit over \$5,000 for any new or existing CMAP or WealthPort accounts. Based on your feedback, Cambridge is updating this amount to \$7,000. This change will take effect with any newly funded accounts for additional deposits as of July 1, 2021
- As a reminder, UMA accounts and accounts that are not in the CMAP or NFS and Pershing WealthPort programs are excluded this process. The Interim Debit Request form will continue to be needed for those other programs
- For questions, please contact our Fee Billing & Processing Service (FeeBPS) team (FeeBPS@cir2.com)

Cambridge Suitability Review No Longer Required for New York Life

- Effective July 15, 2021, New York Life removed the requirement for Cambridge to perform suitability review of the carrier's fixed annuity products. Due to this change, Cambridge no longer requires financial professionals to submit New York Life fixed annuity applications through field supervisors and/or Cambridge for supervision and suitability review under the broker-dealer.
- See [attached](#) for more details

Around The Product Block



CAAP® Quarterly Review

Beginning the week of August 3, 2021, all CAAP® accounts held at Fidelity Clearing & Custody Solutions (FCCS) and Pershing LLC will be reviewed against their assigned model to determine if a position has drifted beyond its designated tolerance range. Accounts will be reviewed and traded if positions within the model have drifted outside of the tolerance bands. Symmetry Partners, Litman Gregory, Buckingham (formerly Loring Ward), Horizon Real Spend, Blackrock, 3Edge, Voya and Legg Mason.

Buckingham Strategic Partners CAAP Update

Cambridge is continuing to work with Buckingham to address what we believe to be potential material deficiencies. The Cambridge Investment Committee has extended its review period of Buckingham's portfolios through October 1, 2021. We will provide updates to the status of the review as they become available.

As a result of this continued review, no new accounts will be accepted for any of the Buckingham portfolios

New Vendor added - Seven Group

Seven Group, a platform and tech-enabled program that powers up financial professionals to market more effectively in a digital world, is now a value-added vendor for Cambridge financial professionals. Seven Group is the first marketing tech platform with planning and advice at the core providing strategy, coaching, ready-to-go content, email nurture campaigns, social media graphics, sales presentations, and webinars — all at your fingertips.

To learn more, visit thesevengroup.com

DWA Updates

In 5 of the 6 Active DWA models, we brought in Diamond Hill High Yield a few months ago as part of our Duncan IPC due diligence. We knew about the pending merger at that time and it occurred over the weekend. Your clients will now see Brandywine GLOBAL High Yield. More details in the link below.

https://www.cir2.com/content/dam/cir2/documents/products/diamond_hill_reorganization.pdf

Save the Date August 13th 2021 11am EST

For those who missed the presentation at the 5th Annual DAR Branch Meeting, we are pleased to have the panel of Financial Planning professionals back again to expand on their discussion related to the panel topic [“Financial Planning In Practice”](#). Please register with the email you should have already received.

Investment Opportunities



First Trust Advisors

Chris Hodgdon

Vice President

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As we continue into this COVID recovery in the market, the latest GDP report has interesting parts that bring stagflation to the conversation. Tune in for the latest recovery numbers, thoughts on the next half of the year, and investment strategies in the ETF arena to keep in your back pocket

Call attachments:

[Seeds of Stagflation](#)

[Recovery Tracker](#)

[Highlighted ETF's](#)

[Wholesaler map](#)

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