Weekly Rep Call

4/13/2022

Today's Rep Call

Click the button below to view the recording of today'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

Upcoming Rep Calls

April 20th - Lord Abbott - The Great Wealth Transfer: Advanced Estate and Legacy Planning Strategies

April 27th - Prudential

May 4th - DWA 1st Quarter Overview

May 11th - Duncan Advisor Resources BGA

May 25th - CNR Speedometers

June 1st - First Trust

Branch Meeting Follow-up

Thank you to all who joined us in Florida for this year's branch meeting! Recorded sessions and photos from the event will be available on the Duncan Advisor Resources website soon. If you have any photos you would like to share, send them to **Jon Michael**

CJ's Compliance Corner

Updates:
Non-Conventional Alternative Investments

A result of the change to the concentration limits and definitions of alternatives that was announced earlier this year, you may see new system-generated flags in trade review. A description of these can be previewed **here**. We have developed a prompt to guide you through

how to resolve these trade keys, included below:

- The first part details what triggered the flag:
    - Some products employ alternative underlying strategies that Cambridge has categorized as potentially carrying additional risk. This is in relation to the changes made in bulletin SR-22-02. With the change, [a single product/total non-conventional holdings] cannot exceed [8.00%] of Net Investable Assets/NIA [under $1 million] with a risk tolerance of [moderate].
- The second part details steps for you to take:
    - To resolve system flags, they ask that three items be addressed: (1) Please provide overall supporting rationale for the strategy based on client objectives. (2) Please verify the accuracy of the NIA for this client and (3) also verify accuracy of risk tolerance for the account. If applicable, please make updates to NIA/risk tolerance in CLIC to reflect anything that may have changed since suitability was originally entered.

In some cases, making any applicable changes to the NIA or risk tolerance will bring the "non-conventional" holdings within guidelines, and we can close the trade key based on the updates.

- See **SR-22-02** for updated concentration chart based on NIA & risk tolerance

In situations where updates to NIA or risk tolerance does not bring the concentration within the guidelines, the transaction will be referred to our regional directors for review.

These system-generated flags are currently being triggered by products on this **list**, and includes many funds that would not generally be considered "alternatives" in a traditional sense, but instead are categorized based on investment style (e.g. market neutral, options trading, etc.). This casts a wide net, and we are working with Cambridge to advocate for further review of currently included funds - we hope to see changes made to some of these categorizations, and we will keep you posted as we learn more.

Around the Product Block

CNR Speedometers

If you're looking for economic indicators that are easy to understand for clients in your meetings, check out **CityNational Rochdale's Speedometers** where you get the latest economic indicators and craft a PDF to share (please submit through Adview first).

FS Women's Network Upcoming webinar

Join FS Investments as **Allison Parc**, professional ballerina turned founder and president of **Brenne Whisky**, shares her journey and explains how to build a successful brand. This will be held Thursday, April 21 at 4pm EST and is good for 1 CFP/IWI CE credit. RSVP by **clicking this link**

Healthpilot

Healthpilot is a free, all-digital platform that makes the complex world of Medicare easier for your clients to navigate. This online tool allows consumers to quickly compare plans and provide personalized recommendations for Medicare Advantage, Medicare Supplement Insurance, and Prescription Drug plans. To preview Healthpilot, visit the **Third-party Vendor Guide** to view a demo.
To register your financial professional portal, visit the **Healthpilot portal**. For more information, contact Healthpilot support (advisor.support@healthpilot.com) or visit the Healthpilot **website.**

Beneficiary IRA's & Annuities PSA

As more Financial Professionals are turning to Annuities for beneficial IRA solutions, it's very important to ask the company do they support Secure Act accounts. They may be able to set up Beneficiary IRA accounts that occurred prior to the passage of that bill but not for the new law.

Investment Opportunity

Russell Investments

Ryan Katona, CFA
Director, Portfolio Consulting Group
RKatona@russellinvestments.com

Derek Hart
Regional Director - Southern California
dhart@russellinvestments.com

As the inflationary headline continues to grow, where can you as financial professional find opportunity for your clients and keep their emotions tempered. How about in the Real Assets category? What is that and how can it help you? Tune in to hear our guests from Russel Investments give you the what, the why, and the how to leverage their Tax-Managed Real Assets Fund in your recommendation.

Speaker Attachments
Tax-Managed Real Assets Fund

Larry L. Qvistgaard, II
President, COO
Duncan Advisor Resources
215 Avenida Del Mar, Ste. B, San Clemente, CA 92672
T 800.517.9901 x2230 C 949.306.0060 F 707.676.8633
www.duncanar.com

Duncan ADVISOR RESOURCES
Making It All Work Together