Weekly Rep Call

10/26/2022

Duncan ADVISOR RESOURCES

Making It All Work **Together**

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

Practice Management Series

November 2nd - Cambridge: Cyber Security Tools for FPs

November 9th - DWA Updates with Dave Duncan & Tom Walsh

November 16th - Riskalyze

November 23rd - 2023 Buisness Planning Bonanza

November 30th - Lord Abbett: Advanced Roth Strategies

December 7th - FS Investments

December 14th - CreativeOne

December 21st - No Rep Call

December 28th - No Rep Call

Upcoming Compliance Deadlines:

10/15/2022 - Firm Element Training Due
10/31/2022 - Annual Compliance Questionnaire Due
11/15/2022 - Annual Compliance Meeting Due

To complete these, visit RegEd

Larry's Chat Corner

T Bill information:

Advisors Asset Management is the Bond Desk for Cambridge brokerage/Wealthport accounts held at Pershing or FCCS. Call 866-606-7220. Option 2 is the Fixed Income desk. Tell the person who answers that you want to purchase Treasury Bills (notes or bonds) for clients. They'll ask where you're located and transfer you to the appropriate trader. They will ask for your Rep Code and the account number for the account you wish to purchase T-Bills for. They'll place the trades and then email you the confirm(s) of the trades.

CJ's Compliance Corner

Firm Element Credits

You should now see credits have been applied in RegEd. Please contact me if your requirements still show as past due.

Suitability Form Updates

No employer address is needed, however the updates also included other features - check out the recording for an overview

ACQ Due Soon

If you have utilized the financial planning services offered through Kristen Hull, please see the below instructions on how to answer a few items on the questionnaire:

1) 1.10.1.1. Do you Submit templates for approval - Is CLIC ADVISOR templates already preapproved or do I need to send in a Template?

- The templates should be submitted by the financial professional that will be presenting them to their clients.

2) 1.10.4.1. and 1.10.4.1.1. - Privacy Agreement with outsourced Financial Planning If you click NO it says need to get one and needs to be approved by Cambridge (something like that).

- If she is not being compensated from the FPE or is possibly getting W-2 compensation this agreement would not be needed. This would not be considered out-sourcing.

Around the Product Block

IRS Notice 2022-53

On October 7, the Internal Revenue Service published Notice 2022-53 announcing their intention to issue final regulations related to required minimum distributions for inherited qualified accounts. If they have inherited an IRA or other qualified account in the past two years, subject to the 10-year rule, the IRS has confirmed that there will be no retroactive requirement to take RMDs from the account for the years 2021 or 2022.

For more about this Cambridge Announcement, please click here

RightBRIDGE Updates

Many financial professionals and Supervisors have indicated the RightBRIDGE Product Profiler Retirement Income and Guaranteed Retirement Income charts are unnecessary components of the rollover and account validation process.
The charts were removed from the Product Profiler reports and corresponding fields in the RightBRIDGE system on Tuesday, October 25
More details can be found here

4% Referral Bonus? 4% Referral Bonus!

Our enterprise is built on the best financial professionals like you. Cambridge knows that you can attract the best talent. From now until December 31st, 2022, you have the ability to get a 4% bonus on your referrals production.

- 2% on their verified production on their FINRA Day 1 with Cambridge
- 2% on month 13 based on their actual production for the first year

Max Bonus $50,000

Please reach out to me with potential names you'd like discuss

Practice Management

FMG Suite & Twenty Over Ten

Samantha Russell
Chief Evangelist
Email Samantha.Russell@fmgsuite.com

Samantha helps financial advisors create digital marketing strategies that produce explosive growth through website development, content marketing, SEO, social media and video. A prolific speaker and content contributor, she often appears on stage at financial conferences in the pages of well-known industry publications. She is an Investment News 40 Under 40 award winner and was recently named to the "10 to Watch" list by WealthManagement.com in 2020.
She was part of the original five-person team that launched Twenty Over Ten and now serves as Chief Evangelist at FMG Suite. There is nothing Samantha finds more inspiring than being able to empower advisors to market themselves effectively, and she gets a thrill from each message received from those financial advisors who are enjoying returns on their marketing investments.

Speaker's Attachments
Zero Click Content
10 Biggest Website Mistakes Financial Advisors Make
How to grow LinkedIn connections in a few months
Samantha's Areas of Expertise
Twenty Over Ten Blog

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

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